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THE BLACK DIAMOND

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Needed Aids for Trucks—Facilities to Save Time.

When a retailer owns an auto truck, what other appliances must he have in order to get all of the economy of which is possible? That is to say, the auto truck is an instrument of speed. It does no good to have the possibility of speed if it cannot be realized, because either loading or unloading facilities are hopelessly slow. What can be done, therefore, to load and unload the auto truck rapidly in order to get the full advantage of its speed possibilities?

We have asked that question of a good many retailers and some of them are less positive in their answers than they are about other things which have to do with an auto truck. Still there is universal recognition of the fact that the auto truck must have auxiliary equipment or it cannot be made to pay.

Every retailer recognizes that an auto truck must be loaded promptly and quickly. Some are of the opinion that an overhead pocket with gravity loading is the only thing that should be used. However, for various reasons some do not take kindly to an overhead pocket, but say the same result could be obtained in another way. For example, a wagon loader can be used to lift the coal from the ground to either a rocking cradle loader or into a small bin that will hold about a truckload of coal.

Some few have advised the use of the rocking cradle loader in connection with a car on the public team track and the employment of men to shovel the coal. As a matter of fact, one of the best records ever made by a truck was affected in just this way.

Still others say that a truck can still be made economical while being loaded with a wagon loader direct from the pile on the ground. They do not claim for this method quite the economy that can come from one dumping which will fill the truck in a few seconds. Still they say it gives the truck practical efficiency.

In the matter of unloading, all kinds of suggestions are made and they ring all the changes from optimism to pessimism. For example, one man will say that a truck is practically impossible because not five per cent of the consumers of coal are equipped to receive it in any efficient or expeditious manner. They are inclined to say that because the truck cannot be unloaded rapidly in ninety-five per cent of the cases, the truck should not be employed at all.

Others recognize the lack of equipment on the part of the consumer but insist that this is a proposition for the retailer to solve rather than for him to depend upon the householder to reform his conditions before making use of the truck as an instrument of speed. For example, one of these vigorous retailers comes out strongly in favor of the tractor which has "the power in front and the load behind," or which has a detachable body that can be left to unload while the motor returns to the yard for another body containing another load.

Still others favor the dumping of the coal on the ground by the use of a dump body and the leaving of men to carry the coal in, while the truck returns to the yard to take up another load and another crew of carriers. Where the coal is delivered in bulk these dealers favor dumping the coal on to a strip of canvas or a broad platform, leaving the men with shovels and wheelbarrows to negotiate the distance between the curb and the coal hole.

Where the coal is delivered in bags, they advise dumping the bags on the ground as quickly as possible, leaving the men to carry them in while the truck returns to the yard.

Some few favor increasing the number of carriers so that the truck can be unloaded and the coal dumped about as fast as the bags could be put upon the ground by the use of fewer helpers. Those in favor of this idea say that the same number of helpers are employed as would be the case if the men worked in two or three gangs, and that this system would avoid the expense of carfare for the men returning to the yard to take up another load after one was finished.

One very ingenious suggestion made by one re-

A Costly Machine Built for Speed Cannot Make a Record if Kept Standing Idle for a Long Time at Both Ends of a Route.

tailer is that he employs the truck only on long hauls. He loads the truck by automatic appliances at the yard and then sends it out on a long haul and sends a good-sized crew along to do the carrying in. Then the truck is allowed to stand while it is being unloaded by this crew. He calls attention to the fact that the percentage of time per trip that the car is standing idle at the unloading point is thus very materially reduced. This cuts down the idle time to a point where it is not really embarrassing.

However, the retailers are convinced of one thing, which is that a truck unless it is kept going most of the time is likely to get less of its possible economy than though it were kept on the move most all the while by being given rapid loading in the yard and rapid unloading at destination.

In response to inquiries retailers in very part of the United States have given definite information upon this point. What they have to say is both interesting and instructive, as the following letters will indicate.

Importance of Auxiliary Appliances.

Central Coal & Coke Company, Kansas City, Mo.: "For periods during the winter months when we had plenty to do and places where our coal could be unloaded with dump body, we cut our hauling expense in two.

"We think where business justifies the use of a fleet of trucks large enough to bear the expense of hiring an able mechanic to keep the trucks in condition without sending them to a public garage, there is economy in the use of same.

"The main advantage gained in truck hauling is to keep them moving by having a method of loading quickly, and also getting rid of the load without delay. The price of several teams is tied up in one truck and should they be compelled to load by hand and unload under the usual team conditions there is no economy whatever."

A retailer of St. Paul, Minn.: "The value of a motor truck depends entirely upon the use to which it is to be put, the condition of streets and roads, the ease with which the truck can be loaded and unloaded and the facility of operation in the yard.

"What is good for one location is not good for another and dealers should give the subject most careful consideration before buying a truck that might afterwards turn out to be a white elephant."

J. B. Dooley, Dooley Bros., Peoria, Ill.: "Without a doubt the auto truck is a paying proposition to the dealer who has sufficient business to keep his truck running to full capacity at all times and can arrange for a quick method of loading and unloading the trucks. The success of a truck will depend a great deal upon the conditions to be met at both the loading and unloading points."

Big Tonnage to One Point.

C. R. Campbell, vice-president Consumers Company, Chicago: "We are rather new in the use of trucks and find them quite economical on certain deliveries and the reverse on work of a different character. For instance, where we have a large tonnage going to one delivery point and can provide facilities for the prompt loading and unloading of our trucks there is quite an advantage in using this kind of equipment. But for miscellaneous deliveries on moderately short hauls I consider team delivery the most economical.

"It seems to me it is a matter for every dealer to figure out for himself and in order to arrive at the proper conclusion, he must take into con-

sideration his loading facilities, the class of his deliveries, and variations in the volume of his business. I am very sorry that we have no figures to give out that might be a guide to others in the trade, but as previously stated, we are rather new in the use of trucks and do not know as yet whether or not they may prove entirely economical for handling the bulk of our coal and material."

A dealer of Cleveland, Ohio: "After a month's trial with a two-ton automobile truck in connection with our retail business, we have found that it is not as economical for operation as the horse team in connection with the average retail yard. For an up-to-date yard with hopper bins with an average haul of two miles or more, I think they should be a success."

Curb Deliveries Necessary.

Schaeffer & Gengnagel, Dayton, Ohio: "Trucks are a paying investment at times, but are not for the coal dealers unless said dealers have curb deliveries. In our city where the coal dealers have been foolish enough to use chutes and anything else that is needed to put their customers' coal in his cellar or coal bin, a truck is an expensive luxury."

G. T. Lawrence, manager the Peoples Ice & Fuel Company, Topeka, Kans.: "We are not in the coal business, but the ice business only. I should think that from our experience with motor trucks in this line they would be practical only in such places as are equipped with rapid loading facilities and no carrying to be done in the unloading."

Good Facilities at One End.

N. Poston, vice-president and manager Pacific Coast Coal Company, Seattle, Wash.: "We have been using auto trucks in the delivery of coal for the last five years and have been successful with their operation. With all, however, I do not think that we would have been successful if it were not for the fact that we operate a large machine shop, and as a consequence our repairing was done at actual cost and was very much less the price usually charged for repairing automobiles.

"A big consideration in the operation of auto trucks is as to whether the volume of business is sufficient to keep the truck going with a capacity load continually. If so, the next consideration would involve itself into three parts: Loading, running and discharging. We have found it to be a losing proposition to take trucks off hard surface road ways and will not do so. We have bunkers where the coal flows by gravity into the trucks. We are at a disadvantage in unloading as it is impossible for us to dump the coal."

Favors Power Dump Unloading.

J. E. Andrews, manager the Cuyahoga Coal Company, Cleveland, Ohio: "Our answer to the question, 'Will it pay to install auto trucks in my retail coal business,' is up in our case, 'Yes.' We have a gravity loading plant and have business enough to keep our two Packard trucks working where conditions are right for using the power dump in unloading and getting away quickly. Without rapid loading and unloading facilities it is a question in our minds whether a motor truck will show economy over the horse-drawn vehicles, excepting in cases where the distance is long."

H. McK. Smith, the Smith Fuel & Ice Company, Staunton, Va.: "Two years ago we bought one two-ton capacity dump body coal truck. It has paid us well, although this town is very hilly and the average round trip haul is not over one and one-half miles. We have quick loading and unloading facilities, however. We have just ordered a second truck of three-ton capacity, automatic hydraulic dump body. Two of our competitors, having closely observed the performance of our truck, have also recently purchased trucks."

R. MacKeller & Sons Company, Peekskill, N.

Y.: "We are not in the coal business but we can say that auto trucks are all right for the retail man, provided he has pockets. Otherwise they are not."

Automatic Loading Needed.

Alex Y. Malcomson, United Fuel & Supply Company, Detroit, Mich.: "In our opinion automobile trucks can be installed in a retail coal yard advantageously, where the yard is equipped with the proper apparatus for quick loading of the trucks; that is, with chutes, over-head bins and locomotive cranes or other proper labor saving devices."

Jos. W. Simpson, assistant to president, Milwaukee Western Fuel Co., Milwaukee: "We have now been operating for the last nine months a Pierce-Arrow five-ton hydraulic dump truck, and the same has proved to be very successful. The question of making a truck pay, however, depends entirely upon the loading facilities and unloading facilities. Before any retail coal man purchases a truck, it would be advisable to have the truck salesman know just what the conditions are that must be confronted."

Private Driveways Inadequate.

A. E. Davison, Bell Coal Company, Kansas City, Mo.: "Our trucks are five-ton automatic dump bodies weighing slightly over five tons when empty. In the domestic business we find that about nine driveways out of ten are not constructed so as to be able to withstand a load of ten tons so that the truck is of very little service in this direction. Then again, some driveways are too narrow to permit of the passage of a five-ton truck in case they could stand up under the weight imposed."

"When it is necessary to shovel a load of coal from a truck to a coal window or chute, it is more difficult to do so than is the case from a wagon."

"The truck is of more value in the handling of street hauls, but compared to other cities, there is not a large percentage of this class of business here on account of the local heating companies that pipe their steam along the streets."

"A truck is of special value when it comes to handling steam dumps, and we use them principally for that purpose."

Gets Fast Loading.

W. H. Riley & Son, North Attleboro, Mass.: "We have a two-ton Packard truck and find it to be a very profitable investment. We handle our coal through a pocket and we can load our truck with three tons of screened coal in five minutes. We are of the opinion that it would not pay a dealer to use trucks where his coal has to be loaded by hand, especially on short hauls."

Godfrey Coal Company, Milton, Mass.: "Auto trucks to be run successfully must have the advantage of quick loading facilities. The ordinary way of shoveling coal from the ground in the average retail yard in the country takes too much time. We have been running a truck now for four years, and under our local conditions can say that while it has advantages over the horses in some ways, we cannot deliver coal as cheaply as with the horses."

Small Truck for Mixed Loads.

John T. Blackburn, Albany, N. Y.: "We have had one three-ton Packard truck with hand elevating body in operation nearly three years. We find it advantageous and economical on long hauls where we can have quick loading and quick discharging. On short hauls it is more expensive than horse-drawn vehicles."

"If the dealer has quick loading devices at his yard and enough business at full loads at a distance of say two miles from the loading point, he will make no mistake in purchasing a truck. If his business is short hauls with mixed loads it would be a doubtful investment—especially if the truck is three-ton capacity or over. My own notion is that a two-ton truck is a better proposition for the average man than a larger one."

Small and Large Trucks.

W. W. Griffith, Washington, D. C.: "I adopted this mode of delivery in 1911. During that time I have carefully tested and observed the results obtained from motor trucks of from one to five-ton capacity, inclusive. I have finally concluded that in coal delivery service, the most advantageous results are obtained from trucks of two and five-ton capacity, and have adopted them accordingly, my conclusions having been based upon

the showing of an established system of recording the results obtained."

"Having practically eliminated from coal delivery service trucks of other than two and five-ton capacity, I now have in this service five two-ton trucks and six five-ton trucks. These trucks make general deliveries, and the only instances in which I find the horse-drawn vehicle an advantage over the motor truck are where special conditions prevail rendering motor truck delivery disadvantageous—such as narrow and congested entrances to the objective points of delivery. Where such conditions prevail teaming delivery is much more feasible, teaming labor is cheaper, and there is no special hardship on the animals, and, thus, the advantage of horse-drawn vehicles under such conditions offset the quicker mode of conveyance by motor truck."

"Another instance in which I would not recommend the motor truck is where it is necessary to shovel coal from cars or ground, except in such cases where the radius of haul exceeds a two-mile round trip. The longer the haul the more favorable is the use of the motor truck, so long as roadways render their operation practical."

Good With Gravity Bins.

F. O. Block, secretary W. G. Block Company, Muscatine, Iowa: "We have several Velie auto trucks in use for the past three years and our costs show that we can haul coal from our plants at about fourteen cents per ton per mile."

"By way of explanation, however, we wish to state that we handle all our coal through gravity bins and, of course, the loading of the trucks is done automatically. The above mentioned figure, of course, does not include the operating expense of the truck, repairs and depreciation."

S. Shriner of the W. G. Block Company, Davenport, Iowa: "We are using motor trucks at our Muscatine and Davenport yards, but not at our Cedar Rapids yard. At both our Muscatine and Davenport yards we have gravity coal bins which enable us to load our trucks in from three to five minutes. We do not believe that an auto truck would be a profitable proposition for any retail yard unless the yard was equipped with a gravity coal pocket or some other means to insure quick loading."

"Before this company installed the gravity coal pockets, we handled our coal from a flat yard and our experience was that it took from half to three-quarters of an hour to load a three-ton load of coal either direct from the car or from the bins in the shed. A proposition of this sort would keep a truck idle too many hours of the day. In order to make a truck pay, it is our experience that they must be kept on the move."

"The average retail dealer, of course, handles his coal from a flat yard or direct from the car. Where gravity pockets are installed, however, we believe that in most cases a truck would prove a paying proposition."

Used on Long Hauls.

John J. Mullan, vice-president Peoples Coal Company, Worcester, Mass.: "We have found our trucks have paid us very well in long hauls or anything beyond two and one-half or three miles where we could use them on quick loading. We found it did not pay to have them stand while they are being loaded by hand either on anthracite or bituminous. But, with our wagon loader and hopper arrangements which we have we can load them very rapidly."

"Our trucks average thirty-five miles per day, making about eight trips with an average load of about 8,000 pounds, which is very good for our city, which is hilly. We also find that the trucks relieve our horses in a great many ways, as we do not give them any more of the hilly trips than we can possibly help."

Routing Is Necessary.

Henry A. Welch, Welch Coal Company, Niagara Falls, N. Y.: "After two years' experience with a three-ton automatic dump truck, would say that there are several conditions to be considered before entering into the truck proposition."

"First, a truck should be able to get its load quickly and discharge same without any loss of time."

"Second, good roads are a necessity because a truck will not operate satisfactorily on a muddy, slippery street."

"Third, the attention of some person is needed to look after the routing. To operate to advantage trucks must be kept moving."

"We find that on bulk loads the truck works out all right, but on split loads, unless the haul

is a long one, it is not much better than horses."

"In putting in summer supply orders, we dump the coal on the street wherever possible and leave a man to wheel it in. In this way it is possible to work four or five jobs at one time."

"We find that it costs us about \$14 per day to operate our three-ton truck. If we were buying another one, we would buy a five-ton, as the cost of operation is not much greater and the capacity would be considerably increased."

"If the dealer has the bulk business as well as split loads, proper handling and unloading facilities and good streets the truck will work out all right, otherwise he will have a very expensive proposition on his hands and he had better stick to horses."

Owner and Driver Determine.

E. S. Morse & Company, No. 199 Medford street, Boston, Mass.: "We have no figures and no advice to give concerning auto trucks, as we have decided after four years' experience that it all depends upon the owner and driver as to whether the truck can be made to pay or not."

"The driver of a car should be like a good horse driver, avoid the holes and ruts in the street, car trucks, gutters, etc., thereby saving the springs, tires, etc., and also mechanic enough to take good care of his motor, keep it well oiled and cleaned. The bearings also need watching, and the steering gear. The carburetor needs adjusting and the proper mixture of air and gas keeps the gasoline bill down. There are countless other things a driver should know. He should also be a temperance man as rum and auto trucks do not work well together."

"The owner should be liberal enough to pay his driver overtime for extra time he works to keep his machine washed and in good condition, so that there may be no delay in starting up in the morning. The machine should be kept in a heated or warm garage in winter."

"If a good owner and a good driver both take an interest in the machine and watch its daily work, there is no doubt about its being a paying investment."

A Record Is Made.

J. F. Flood, general manager Youghiogheny Coal Company, Pittsburgh, Pa.: "To make trucks pay they must be kept moving. If loading and unloading facilities are good and proper attention is paid to upkeep of trucks, the delivery of coal by motor trucks will cost less than delivery by team, short or long hauls."

"As to the possibility of the delivery power of trucks, would say that in one night our truck 'C,' a five-ton machine, in eleven hours and thirty-five minutes actual running time delivered 371 tons of coal; in ten hours running time the tonnage delivered was 316. This was delivered from our dock at Eighth street and Duquesne Way to the buildings in the downtown of Pittsburgh. No special preparations were made for this test except that we kept our bins filled with coal and allowed the coal bins of our customers to run low. I am satisfied that a truck can equal this record three hundred nights a year if conditions are right. As we load from over head bins, this work is done rapidly. This also applies to unloading as we dump from rear aided by power hoist."

Oil and water—it is known—will not mix, so some wit has put it that text books and coal mining should be put in the same class. This week saw considerable newspaper space accorded to T. J. Foster, head of the International Textbook Company of Scranton and the financing of that concern and the I. C. S. Foster and J. K. Griffith, an officer of the correspondence course concern, lay the blame of the straitened circumstances of the schools to the receivership that was forced on the Paint Creek Collieries Company. This, with the financing of the Lackawanna Coal & Lumber Company, the correspondence school men say, was a continual drain on the other resources. A plan for rehabilitation of the properties has been offered by bankers who have agreed to re-finance the concerns.

About the only public contracts pending in New York City that are new, are those of the department of docks and ferries to be opened on Friday noon of this week for a certain quantity of buckwheat, and the College of the City of New York, to be opened on July 6th. Both of these contracts call for very small tonnages as compared with some of the public business recently let.



PRACTICAL HINTS TO STEAM COAL USERS

Making Tests to Learn Coal Value.

By H. A. Atwater.

The average buyer of steam coal of several years ago could be placed in the same category as the buyer of gas or electricity. He thought of coal as a thing possessing more or less uniform properties, and consequently the coal bills were paid without his taking the trouble to settle for himself the question of whether or not the proper kind of coal for his particular furnace was being burned. In fact, many buyers probably never considered the possibility that one grade of coal might be more suited to their furnace equipment than some other grade.

It has been only recently that the men in charge of the boiler or power plant expenditures have seriously considered the question. Goaded on by the sharper and sharper competition in modern industrial processes, the manager, in his endeavor to make all possible cuts in the costs of production, has finally been forced to look his steam costs square in the face.

Ask several plant managers what their fuel cost of steam is and it will be a source of wonderment that it could be possible to obtain such a variety of answers.

Or, better yet, ask one what his furnace efficiency is. The most relevant answer to this question will very probably be given with more or less pardonable pride about as follows:

"It costs us 1.9 cents to produce a kilowatt hour," or "we produce a kilowatt hour with 22.1 pounds of coal."

Getting the Fine Point.

These figures are all very good as far as they go, only they do not go far enough. They cover the costs all rolled into one figure all the way from the coal pile to the switchboard, whereas at present we are interested only in finding the costs into which the item of coal enters directly. Yet, this same manager knows to a fraction of a cent what the unit costs are for every little operation in his plant. The fuel cost of evaporation per thousand pounds of steam, or some similar quantity, is one of the figures that the manager ought to know, and until he does know it any endeavor to reduce his power costs from the coal end will resolve itself into more or less of a hit-or-miss proposition.

The greater part of the total cost of steam consists of the fuel cost of steam, which immediately shows what a vital part the coal bill plays in the total power cost.

Blame for Waste.

In placing the blame for the wasteful practices one usually sees in most boiler rooms, we can start with the fireman. But, the real blame ought to rest higher up with the manager or whoever the man may be who has the final decision on all matters connected with the power plant. The average fireman gets the lowest wages of any man around the plant. And, as should be expected, he measures his ability by the steadiness with which he maintains the needle of the steam gauge at a certain figure. He looks upon the coal pile as an inexhaustible quantity of heavy material to be shoveled just as so much mud or cinders.

Very probably a radically different state of affairs would exist were the coal pile to be changed to the gold it represents and the manager to walk in during the daily routine of shoveling. The time is not so very far distant when the boiler room superintendent will be one of the highest paid men in the plant. This time has already ar-

rived at some plants whose owners have recognized the importance of efficient and economical steam production.

The coal buyer need give just a little thought to these considerations to be convinced of the importance of choosing his coal with care. The engineer of any plant can easily obtain data descriptive of the manner in which various boiler tests should be carried out, whether he wants the test to be a comprehensive one or one carried out in a more special manner with the omission of many observations which might not be essential to the object of obtaining a check on the relative worth of the coals being fired.

The Matter of Tests.

The facilities in a large number of plants are more or less limited as well as most engineers' time. So, the running of a series of evaporative or general performance tests can be considered as being out of the question. Nor is such a series of tests necessary. Any engineer thoroughly familiar with his plant can readily judge as to the comparative results obtained with different grades of coal by a close observation of furnace conditions and a little conscientious study of what he observes.

A check on the coal weights should always be kept, but this requirement should present no difficulties in even the smallest hand-fired plant. Approximations based on volume observations are usually sufficiently accurate to indicate very clearly the difference that may exist between any two grades of coal.

The length of the test is a matter which has to be solved by every engineer or manager for himself. Some plants are so situated that price considerations prohibit the purchase of more than one or two different grades of coal. For these plants, a comparison of the results obtained with the coals available should not require such a great length of time. In the case of plants with very uniform load and operating conditions, a test of any one coal would hardly need be extended over more than a few days. Consequently, the engineer could determine to his own satisfaction the best coal to use after a few days or a week of observations.

On the other hand, a plant often is situated where a number of various grades of coal are available. If, furthermore, load conditions were so variable that it would be necessary to extend observations over a period of a few weeks in order to obtain a fair estimate of what any one coal could do under an average of these conditions, it is obvious that the length of time required for a sifting down of various coals to the one grade most suitable could very easily run into weeks and possibly months.

It is far cheaper in the long run to take a little more time, whether it is a matter of days or weeks, and continue observations until the engineer is satisfied in his own mind that he has determined the proper coal to contract for.

Need of Information.

There is no gainsaying the statement that altogether too many managers who are directly charged with the purchasing of coal are ignorant of most of the relations that govern the fitting of coals to certain furnace equipment in order to secure the highest furnace efficiency, not to mention the matter of a knowledge of what coals are available for purchase and the general conditions governing the price at which they can be contracted for. It is this general coal and price situation which the buyer should understand before going into the questions involved by an endeavor to choose his coal.

While it is not true that the use of the cheaper sizes of coal always results in lower steam costs, if conditions are made favorable for burning these coals, there is no reason why a substantial reduction in steam costs should not be the result. The western manufacturer is the one to whom this question of cheaper sizes is the most vital as the principal anthracite, semi-anthracite, semi-bituminous, and high grade bituminous fields lie in the east, and thus give the eastern manufacturer the use of high grade coals without the disadvantage of high freight rates.

The principal coal fields near to the hand of the western manufacturer cover the greater part of the state of Illinois and the southwestern portion of Indiana. Unfortunately the Chicago manufacturing district is situated at a disadvantage with respect to these fields as the higher grade coals are mined in the southern part of the state, although the bituminous and block or lower vein districts of Indiana furnish very good steam coals. The operations nearest the city, such as the Wilmington, Streator, and Danville districts, furnish the poorer grades.

In general, the coals from the central part of the state, such as the Springfield, Mt. Olive and Third vein districts, have a lower fusing point than those from the southern fields, which tends to offset the advantage in lower freight rates enjoyed by these central Illinois coals.

Peculiarly it is a market condition of supply and demand that affords the buyer a great opportunity to obtain cheap steam coal by buying screenings.

Screenings result from the production of domestic and prepared sizes, and the demand for these coals being accompanied by the necessity of getting rid of the screenings makes it possible to contract for this "by-product," as it might be called, at prices which are very often below cost.

Nor is this lower price justified by the fact that the screenings constitute the slack coal of the mining operations, as modern improved methods of mining coal make it possible to obtain slack coal with very little more ash than is present in the prepared sizes.

A Matter of Value.

If the actual relative values of the screenings and the prepared coals were figured from their heat values, as shown by calorimetric tests, it would be found that the difference in market prices would almost without an exception amount to two, three and often four times the difference warranted by the heat contents.

It is this fact that should show the buyer how much more he is getting for his money when he buys screenings; that is, assuming that he can use them. It is in just this last question of being able to use them that he has usually fallen down. The lower fusing temperature of the majority of the cheaper screenings will usually cause trouble from clinkering in hand-fired furnaces as they have been constructed in most plants up to the present time. However, the introduction of a great number of automatic stokers and even several designs of hand fired furnaces, which are designed to handle these screenings without any difficulty, has opened up a field to the steam coal user of almost unlimited possibilities. It is to these possibilities that this article has endeavored to direct the attention of the buyer.

But even this should be made to serve as a beginning as the final choice of a fuel for various furnace conditions is more or less complicated by considerations of furnace design, the per cent of volatile matter and ash in the coal, thickness of the fuel bed, draft, wet or dry firing of coal, etc., each of which in itself can readily be made the basis of an instructive article.

It is stated that no action has been taken by the Bethlehem Steel Corporation relative to the construction of the fleet of steamers to use in bringing ore from Chile to the United States. About a year ago it was said that Mr. Schwab had placed contracts abroad for the construction of a fleet of vessels of 12,000 to 15,000 cargo-carrying capacity to bring ore from his Chilean property to an Atlantic port, where it could be transhipped to Bethlehem. An order was said to have been placed for six vessels, but this work was suspended when war broke out, and it looks now as though delivery would not be made until the war is over. It is not possible at the moment to place orders for any considerable amount of tonnage with American shipyards, as most of the Atlantic shipbuilding plants have sufficient business now under contract to keep them busy for eighteen months to two years.

The Aftermath of the M-O-I Convention.

As a closing act of one of the most interesting and important conventions which the Michigan-Ohio-Indiana Coal Association ever held came the election of officers and the adoption of resolutions.

By the election of officers, Robert Lake of Jackson, Mich., was returned to the presidency, where he had served successfully on two previous occasions. It was under Mr. Lake's presidency that the organization got its start and grew to something of the importance in the coal field that it has later come to occupy. His return to that position is a warrant of the continued success of the organization.

At the same time, it is indicated by the resolutions, that the recommendations of H. H. Dean, the president of the organization, are very highly considered by the members of that organization. He said, for example, that the different departments should be put upon a paying basis. There is an echo of this same idea in the resolutions. They say that each department should be self-supporting and therefore it is apparently up to the executive committee to devise a plan by which the revenues of the association may be enlarged.

The new official roster of the association is:

President—Robert Lake, Jackson, Mich.

Vice-President—Chas. T. Harther, Toledo, Ohio.

Treasurer—W. A. Gipson, Upper Sandusky, Ohio.

Secretary—B. F. Nigh, Columbus, Ohio.

Board Members.

Michigan.

Wm. Brown, St. Joseph, Mich., to succeed himself.

H. P. Gaukler, Pontiac, Mich., to fill the unexpired term of Robert Lake.

Ohio.

Homer C. Gill, Columbus, Ohio.

Indiana.

H. W. Kelley, Angola, Ind.

N. S. Longworth, Fort Wayne, Ind., to fill the unexpired term of H. B. Wolfe.

Executive Committee.

H. A. Bauknecht, Muskegon, Mich., chairman.

W. F. Voegelé, Mansfield, Ohio.

H. W. Kelley, Angola, Ind.

The resolutions adopted by the association were as follows, these being prepared by a committee consisting of W. F. Voegelé and J. W. Landstrum:

Resolutions.

"Your committee congratulates this association upon its splendid convention both in spirit and enthusiasm and trusts that its deliberations may

prove an inspiration to each and every one of its members, to the end that the next convention will be even greater, and your committee offers the following resolutions:

"1. That we commend the faithful service and good administration during the past year of our president, secretary and treasurer, and believe that very much of our success is due to their efforts.

"2. We recommend that the executive board of this association be directed to devise ways and means to increase our financial receipts, so that more active work may be done in the field, securing a traveling secretary if necessary to the end that our membership may be largely increased and all of our bills paid promptly.

"3. We commend the various valuable coal trade press and urge not only the members of our association, but every coal dealer to subscribe for one or more of them, thereby keeping in closer touch with those things that are interesting and valuable in the conduct of their business.

"4. We desire to thank the various committees who have taken part in so successfully arranging and conducting this convention and the social features thereof, and further we appreciate and wish to thank the men who have so ably addressed the convention.

"5. We most heartily thank Mr. G. A. Boeckling, manager of the Cedar Point Resort Company, and his able assistants for the many courtesies and entertainment extended to our association during its session here."

M-O-I Convention Notes.

The Glen Alum Fuel Company was represented by F. W. Diebel.

E. D. Scott, western agent for the Skeeel Coal Company, was here.

R. W. Tuttle of the P. & R. Coal & Iron Company was among those present.

C. B. Ebbert, Chicago manager for The White Oak Coal Company, was among the Chicago delegation.

Jas. Reilly of the Queen City Coal Company of Cincinnati was among the Cincinnati delegation.

Geo. B. Rogers, representing the W. H. Warner Coal Company of Cleveland, was in attendance.

Geo. S. Payne of the Blue Ash Coal Company of Cincinnati, Ohio, exhibited his Naugatuck coal to excellent advantage.

L. Z. Netzorg and Mrs. Netzorg, a coal family, came over to the Point in the interests of the Warner Coal Company.

The usual quota of selling interests were present but the dealers were here also. Homer

C. Gill and Leo A. Roberts of Columbus were in evidence as well as A. B. Meyer and John George of Indianapolis, Arthur Ainsworth of Grand Rapids and Julius Knack of Detroit, also Sam Davis of Toledo, while Dan R. Lontz and wife journeyed over from South Bend.

The New Pittsburgh Coal Company of Columbus are to be congratulated in sending J. A. Rundio and A. W. Marshall to represent them.

Col. M. T. Roach of the Logan Pocahontas Coal Company of Charleston came over early Monday. Mr. Roach found a great many of his old friends here to greet him.

J. M. Leonard, sales manager of the Brothers Valley Coal Company, journeyed from New York. Mr. Leonard is appreciative of the favor being shown Pen Mar in the western territory.

The Susquehanna Coal Company was represented by C. L. Thompson, general western agent, who was accompanied by Homer Allen of the Erie office, and William Blair of the Chicago branch.

Uncle Dan Howard journeyed all the way from Clarksburg, W. Va. Uncle Dan has evidently found the fountain of perpetual youth, as he looked more fit today than a lot of the new recruits.

D. H. Jenks of the Producers Coal Company of Cincinnati showed his loyalty by making it possible to be in attendance. The picture wouldn't be complete without the presence of our friend "Hugh."

It looked for a time as though the genial J. A. Ballard, of the Semet Solvay Company, would be among the missing, but Mr. Jim showed up on Wednesday and saved his well earned reputation for loyalty to the coal trade in general.

B. F. Nigh, secretary of the association, certainly came in for his full share of praise, not only for the splendid showing made during his past year in office but for the efficient manner in which the convention itself was conducted. Mr. Nigh is making good and is deserving of it all.

H. W. Kelley of Angola, Ind., was present with Mrs. Kelley. We missed Mr. Kelley's classic this year and if it wasn't an imposition Mr. Kelley should be given a subject for each convention.

New Coal Mine Companies.

Ashland, Ky.—The Dunlap Coal Company was recently incorporated for \$10,000. The officers are S. S. Willis, president; E. P. Rice, vice-president, and C. C. Page, secretary and treasurer. The properties are located in Letcher county, Kentucky. No development will be undertaken at present, as this is a holding company.

Slab Fork, W. Va.—The Slab Fork Coal Company is putting in substations and will buy power from the Virginia Power Company. The company recently bought some electrical equipment.

Charleston, W. Va.—The Coal River Colliery Company is the name of a recently incorporated concern with a capital of \$50,000. The present address is No. 3 Odd Fellows building, Charleston, W. Va. The officers are W. C. Sharpe, president; John P. Vaughan, secretary, and A. P. Sharpe, treasurer. It is a drift mine located in Boone county, West Virginia, on the Coal River branch of the Chesapeake & Ohio Railway. Development is expected to begin within sixty days, and cost of equipment for present plans will be about \$35,000. W. C. Sharpe, who is general manager, will be in charge of the operation.

Pekin, Ill.—The Ubben Coal Company, which has been a partnership for the last year, was recently incorporated for \$25,000. The new firm contemplates installing some new machinery, and increase the output of the mine.

Pulaski, W. Va.—The Wallin Coal Corporation was recently incorporated for \$10,000. The incorporators are H. Hardaway, J. F. Wysor and O. P. Jordan. The charter is for leasing purposes and not for operating.

Johnson City, Tenn.—The Blue Grass Coal Corporation is the name of a new firm recently incorporated for \$100,000, chartered. The officers are S. R. Jennings, president; H. K. English, vice-president and C. H. Anderson, secretary and treasurer. The mines are located at Hazard, Ky., and are drift propositions. The mines are now being run on an operating basis, in immediate charge of H. K. English. There will probably be an expenditure of \$50,000 in development work.

Independence, Mo.—The DeCourcy-Loveland Coal & Mercantile Company has been recently incorporated for \$10,000. The company does not operate any mines at present, and conduct a wholesale and retail coal business. J. DeCourcy is president and E. B. Loveland, secretary.



Sunday Creek Coal Company Men at Cedar Point.

The accompanying photograph is of the salesmen of the Sunday Creek Coal Company who attended the Michigan-Ohio-Indiana Coal Dealers' Association at Cedar Point. Reading from left to right, they are: Back row standing—

R. D. Teele, N. E. Arnold. Front row seated—R. R. Andrews, George F. Schwartz, P. A. Coen, J. R. Fitzer, James A. Greenwald, M. J. Gallagher, H. G. Walbolt, H. D. Thomas. They helped to entertain the visitors.



Getting the Farmers' Trade.

A young man who had decided to go into the coal business in a large city of the central west looked about for a good location. At first glance, all of them seemed to be taken. Most of the real "strategic points" had been occupied by others.

After considerable cogitation, however, the prospective dealer realized that the locations which the coalmen had taken were good chiefly with respect to city deliveries. In other words, the yards had been placed where they were accessible to large numbers of urban consumers.

But he also appreciated the fact that there were many consumers who lived outside of the city. The locality happened to be prominent in the truck gardening field, and hundreds of small farmers, operating "patches" of from ten to fifty acres of land, cultivating potatoes, onions, cabbage, etc., drove in from the country regularly with their produce.

The new man finally decided that he would make a special play to these small farmers, instead of exclusively to the city trade, but that he would be in a position to take some of this also. So he located a yard on the outskirts of the town, where he could get the suburban business, but principally with an eye to the numerous truckers' wagons which passed there.

He put out a sign advertising his coal, not delivered, at a price which was, of course, considerably below the regular retail prices. The farmers, who had been neglected previously, had been accustomed to "clubbing" in the purchase of a car, having it delivered at some convenient siding, and then loading their wagons from it. But this took a lot of time and was unsatisfactory in other ways, especially as to disposing of the nut and slack in the bottom of the car. Hence the offer of the new dealer sounded good to them, and they took advantage of it.

It was not long before he had a lot of regular business of this kind, and in the meantime he had also been cultivating the residence trade in his vicinity, so that he had a respectable tonnage, all of a desirable character, in a little while.

One advantage of the farmers' business was that it was all cash. The truckers got paid in coin of the realm for all of the produce they sold in town, and they were prepared to pay for the coal they got in the same way. Thus the dealer was relieved at the start from collection troubles, and was probably able to finance his business much more easily than he would have been if he had had to put a part of his capital into accounts.

If you have been overlooking the farmers near your town, try to attract their favorable attention.

Coal Dealers "Scratching Gravel."

In one city which may or may not be typical, four coal dealers have decided within the past year or two to get into the sand and gravel business.

Their decision has been based upon first, inadequate profits in the coal business; second, a long dull season; third, the fact that the same equipment may be used in handling sand and gravel as coal; and fourth, increasing demand for that material in construction work, due to the increased amount of concrete construction going on.

A coal dealer who recently decided to put a considerable amount of capital into a gravel-

handling plant, with elevating equipment, hoppers, washing equipment, etc., explained that he had to do it because of the long periods of idleness in the retail coal business.

"Even though we manage to keep our teams busy a good part of the time during the summer with storage trade," he said, "there are long spells during which we cannot keep them going. Of course, there may come times when we will have so much business of both kinds that there will be difficulty taking care of it; but I figure that too much business is far better than too little, and, besides, there are usually extra teams to be hired. Frankly, I think the two will work well together, and will enable us to take care of our fixed expense much better."

One angle on the proposition, namely, that of employing idle teams, suggests that the plan used by another coal concern, referred to recently in this department of THE BLACK DIAMOND, whereby a separate teaming company was organized to handle this feature, ought to meet this situation.

Eliminating Teaming Investment.

In some cities the actual delivery of the coal is in the hands of teaming companies organized for this special work, the yard business and the delivery ends being separate and distinct businesses. But usually, and in practically all of the smaller communities, the coal dealer owns the yard and the wagons and horses, and handles the transaction from the purchase of the coal to its delivery at the home of the consumer.

In one city, not among the largest, there is one dealer who has reversed this situation, although the custom there is for every concern to own and operate its own delivery equipment. He started in the business modestly, having a suburban yard, and in order to keep his troubles down to the minimum, he made arrangements with the owner of an express wagon to look after the deliveries. As the business grew other wagon-owners took up the work, and now all of the deliveries are handled by this method, a line of wagons being located outside the yard, constantly ready for service.

The dealer does not get their exclusive services, of course, but pays fifty-five cents a ton for deliveries. A few of the wagons are regularly built for coal deliveries, but most of them are ordinary express wagons, the carrying capacity of which is enlarged on occasion by putting on side-boards. The expressmen get business by telephone, the dealer allowing them to have calls come in over his wire; and thus, in spite of being out of the beaten path, they are able to get enough odd jobs of hauling and moving to keep them busy at times when they are not needed at the coal-yard.

The plan seems to have been mutually satisfactory, and the dealer is especially happy over not being compelled to put money into teams and wagons. The amount he pays for the service seems reasonable enough, and the fact that the owners of the teams drive the wagons ought to make for a little better service, in spite of the fact that they are not the direct employees of the coal company, than is given when the drivers are rather irresponsible, and have no interest in taking particularly good care of the teams or the property of the customer.

Building an Organization.

Some men with a stenographer and a collector will refer in proud tones to their "organization." But even in the most modest business the proprietor should remember always that he must

delegate some of his duties, and that the selection of the proper ones to turn them over to is one of the important features of his work.

The man who imagines that he is the only one capable of running the various departments of his business, and who has as his slogan, "If you want a thing done well, do it yourself," is likely to find that his physical capacity is not able to keep pace with the growth of his business. The only sort of enterprise he can run successfully is a small one, because when the volume gets too big, he is sure to be lost in a mass of details. Besides, the physical and mental strain involved in trying to keep in mind and actually attend to a myriad of things that others could do just as well, is so great that there is bound to be a breakdown some time.

There is a certain coalman in a big city of the Ohio Valley, who illustrates this proposition exactly. He has a splendid physique, keen intelligence, and great aggressiveness. He has built up a big business, and because he has many friends, and looks after his trade well, he has seen the concern grow steadily and take a place with the leaders in the community. But he is doing just as much of the work now as he ever did. He gets up early in the morning and is first at the coal-yard, starting the drivers out on their early runs. Then he goes home to breakfast, and jumps in on the details again afterwards. If a team gets in trouble, he is as likely as anybody to get on a street-car and literally put his shoulder to the wheel in order to straighten it out. If a customer complains about her lawn being cut up by a fractious team or a bone-head driver, he goes out personally to attend to it and make the necessary adjustment. He writes out most of the bills himself, and about the only thing he doesn't do is actually shovel the coal. And he has been known to undertake that at times, just to illustrate the proper method of doing it.

This dealer is a success; but the price of success to him is less sleep than he deserves, and possibly less profit. If he ever realizes that he can hire men to do the things he does, and that he can devote his time, with a mind free from the relatively unimportant details that now demand his constant attention and effort, to the really big things of the business, he is going to get to the top. But there is no indication that he expects to change his present policy.

Nothing breeds ability and self-confidence like responsibility. Tell a man that he has to do a thing, and will be held responsible for results, and even though he has shown only mediocre ability in a routine job, he is likely to rise to the occasion in fine style. The best he has will come to the surface. The coalman who is trying to do it all himself is letting the latent ability of his employes, who are capable of handling bigger things, go to waste, as well as depriving himself of the freedom to which he is entitled.

The Value of a Trade-Mark.

A trade-mark which illustrates a brand can be made so familiar to the public that it will come to stand for the concern handling it as well as the goods.

This has been illustrated in the case of a retailer who has been selling coal under his private brand, Red Fox. He has used the picture of a red fox in all of his advertising; with the name printed across the body.

Consequently his local public has been associating the picture with the name, the name with the picture, and both with the concern selling the coal.

This has enabled him to do a good many things which no dealer could think of doing otherwise. For instance, he often advertises without using his own name, but simply publishing a cut of the familiar red fox, giving the price of the coal and the telephone numbers of his concern. In his billboard advertising, of which he does considerable, the big red fox is always the principal thing on the boards.

Pictures are easily remembered, whereas a phrase might be forgotten. The two together—the trade name and the trade-mark—make a winning combination.

Accountants employed to make an audit of the property of Josiah V. Thompson of Uniontown are now making an investigation of his West Virginia holdings. Wetzel and Marshall counties have already been covered. Monongalia, Harrison and Doddridge and other counties will be taken up. The work is being done under the supervision of Attorney Waitman H. Conaway of Fairmont.

Judge Kunkel's Decisions on Anthracite Tax

A short time ago Judge Kunkel in a trial court in Pennsylvania handed down a decision on the anthracite tax case. That decision upheld the right of the state in every particular to impose this tax. Naturally the ruling was contested and the case was carried on appeal to the higher courts.

It is now being heard in the United States courts and the decision will come along in due course. This makes the decision of Judge Kunkel of interest and it is as follows:

Commonwealth of Pennsylvania vs. Alden Coal Company. In the Court of Common Pleas of Dauphin County, No. 61 Commonwealth Docket, 1914.

By the Court:

This is an appeal from the settlement by the accounting officers of the commonwealth against the defendant for the tax on anthracite coal which it mined and prepared for market during the period beginning June 28, 1913, and ending December 31, 1913. It has been submitted to us for trial without a jury. We find the facts to be as follows:

Facts.

The defendant is a corporation of this state and operates only in Luzerne county, where it mines and prepares anthracite coal for market. On June 30, 1914, pursuant to its report to the auditor general made January 31, 1914, the present account was settled against it, in which it was charged with a tax of \$7,791.86, being two and one-half per centum on 137,017.8 tons of coal prepared for market, of the value of \$311,714.42. It presented its petition for a re-settlement, in accordance with the provisions of the Act of April 9, 1913, P. L. 48, which was refused. Whereupon it took this appeal.

Before it made its report of the number of tons of coal prepared for market and the value thereof, and before this settlement was made against it, it had sold the coal and was no longer the owner thereof, and of the 137,017.8 tons of coal, 103,018.9 had been shipped out of the state. These are, we think, the material facts. There are, however, other facts which we have found and which appear by our answers to the commonwealth's and defendant's requests for findings of fact filed herewith.

Discussion.

The commonwealth's claim for the tax in dispute rests upon the Act of June 27, 1913, P. L. 639. By Section 1 of the Act every ton of anthracite coal prepared for market in this commonwealth is made subject to a tax of two and one-half per centum of the value thereof, the tax to be settled and collected as provided by law for other state taxes. By Section 2 every operator of an anthracite coal mine or mines in the state is required to report in writing and under oath to the auditor general, in the month of January in each year, the number of tons of anthracite coal mined by him or it within the calendar year then next preceding, and the value thereof prepared for market. By Section 3 the failure to report within the time required is visited by a penalty of ten per centum on the tax; and an intentional failure to make the report is declared to be a misdemeanor, punishable, upon conviction, by fine or imprisonment. By Section 4 an appeal is given to the operator from the settlement of the account for the tax. By Section 5 it is provided: "Each county shall receive from the state treasurer, for the use of the several cities, boroughs and townships thereof, one-half of the said tax collected from operators in said county; and the treasurer thereof shall, within thirty days thereafter, pay over the same to the treasurers of the several cities, boroughs and townships in said county pro rata according to their respective populations as shown by the last preceding United States census." Many objections have been raised to the validity of this statute, which we will consider as briefly as possible.

Title of the Act.

1. The statute is assailed on the ground that it contains more than one subject, that its title is defective, and that in these respects it violates Section 3 of Article III of the Constitution. In *Booth & Flinn vs. Miller*, 237 Pa. 297, it was said: "It is not an infringement of Article III, Section 3, of the Constitution, if there are several provisions in a bill providing they

are connected with and germane to the one general object of the legislation. It is sufficient if they relate to and are a means of carrying out the one general provision of the Act." And in *Commonwealth vs. Powell*, et al., appealed from this court, and affirmed by the supreme court but not yet reported, it was said: "No argument should be required to show that provision for attaining various objects which relate to the general subject of a bill may be dealt with, by its terms, without laying it open to the charge of containing more than one subject." The general subject of the present Act is the taxation of anthracite coal. The provisions for the collection and disposition of the tax relate to that subject. They cannot be viewed as other subjects under the doctrine above stated.

The objection that the title of the Act is defective because there is no notice given therein of the penal provision for failing to make the required report is not tenable. The report is an important step toward collecting the tax. The penal provision is the means of enforcing the production of the report. It is auxiliary to the collecting of the tax of which notice is given in the title. It is necessarily covered therefore by such notice. The high license law entitled "An Act to regulate and restrain the sale of . . . liquors" contains penal provision for its enforcement, but no notice thereof is given in the title. No one ever successfully questioned the sufficiency of that title, although there is no specific or express notice given therein of the means provided for enforcing it. Many other instances of like kind might be cited, but this we think is sufficient.

2. It is further objected that the Act does not require the defendant to pay the tax. It is true there is no express requirement that the operator shall pay and in this respect the Act is crudely drawn, but an examination of its provisions leave no doubt of the legislative intention. The operator who prepares the coal for market is required to report the number of tons mined and the value thereof, the accounting officers are authorized to settle the account for the tax, and the operator is given the right to appeal from the settlement. Why give him the right to appeal if he is not interested in the account and the account is not against him and if he is not to pay? That it was the intention of the legislature that he should pay is, we think, manifest.

Local Legislation.

3. We have carefully examined and considered the proposition that the Act is local and special legislation, but we are not able to agree with it. The Act imposes a tax on anthracite coal. It in no way purports to legislate for any particular locality. The fact that anthracite coal is now found in only nine counties of the state does not render it a local Act. Anthracite coal may be found in other counties in the future, and even if this be not so an Act is not local which operates in every county of the state where the subject of the tax is found. There is no indication that the Act was not passed in good faith or was passed to avoid the constitutional inhibition against local or special legislation. The authorities cited by the defendant in support of this objection have no application to the present case. Those were cases where the legislation in terms referred to counties and other municipal divisions of the state, and a law that applied to some and not to others was of course held to be a local law and violative of the constitution; or where the counties or divisions mentioned in the legislation were so described as to embrace some counties or divisions of the state and not others, in which even the law was declared to be local. In the case before us, however, there is no attempt to legislate for any counties, cities, boroughs, etc. The Act refers to anthracite coal and its taxation. If it referred to all coal, the same objection could be made against it, because in many counties of the state no coal of any kind is to be found.

It is further argued that the Act is a local law regulating the affairs of counties, cities, etc., and violates Section 7 of Article III of the constitution. We fail to understand how it can be said to regulate the affairs of counties, cities, boroughs, etc. As we have said, it

does not purport to refer to counties or any municipal division of the state. It makes no attempt to regulate the tax of any such division. It imposes a tax for state purposes. On its face it deals with a state affair. It is nothing more nor less than legislation for the purpose of raising state revenue. If it is to be condemned as a local Act regulating the affairs of counties, etc., it follows that the legislature may not subject to taxation any property unless it be found in every county in the state, a proposition not to be entertained for a moment, and one the mere statement of which is its own refutation.

Again, if it be considered a local Act, although not regulating the affairs of counties, such as may be enacted by proper publications, then it amounts to this, that the legislature may not subject to taxation any property unless such property be found in every county in the state, without publication in conformity with the constitutional requirement.

Furthermore, if it be suggested that the Act is local and special legislation because the distributive section, Section 5 applies only to the cities, boroughs and townships, in the counties in which the coal is mined, we can only say we are not aware of any obligation on the part of the legislature to give notice by publication, before passage, of every bill by which the state revenues are distributed or by which appropriations are made therefrom to specific objects. If this be the law it has never been observed, and failure to observe it is a strong argument against the defendant's position. Nor have we been referred to any authority which holds that such a law is a regulation of the affairs of counties, cities, etc., in violation of the constitutional prohibition.

Double Taxation.

4. The objection that the coal here taxed was represented in the capital stock of the defendant on which it paid or will pay a capital stock tax, and that therefore the Act imposes double taxation, is not necessarily a fatal objection. Whether a double taxation is imposed by the Act is quite immaterial. The power of the legislature to impose double taxation is well settled. The only question here is whether the legislature so intended. It must be presumed that the legislature knew that the coal taxed by this Act might be included in the valuation of the capital stock for the capital stock tax, and if it knew this and passed the present statute with such a knowledge it is quite plain it intended to impose double taxation. But the coal taxed by the Act might or might not be included in the valuation of the capital stock. That would depend upon whether or not it was in the state or owned by the defendant during the period from November 1 to November 15 of the year for which the tax was settled. Within that period the appraisement of the capital stock for state taxation is required to be made. *Com. vs. Railroad Co.*, 145 Pa. 74. If the coal was not owned by the operator or was not in the state during that time it could not properly be included in the appraisement of the capital stock, *Penn. vs. Delaware R. R. Co.*, 198 U. S. 341, in which case there would not be double taxation. It is manifest, therefore, that it is in the power of the operator, by disposing of the coal before the period beginning November 1 and ending November 15 in each year, or by removing it from the state before that period, to readily avoid the double taxation which is made the basis of this complaint. We do not think the complaint has any real merit, as the double taxation does not necessarily result from the legislation and may be avoided by the Act of the operator.

Uniform Taxation.

5. It is further contended that the Act in question is in conflict with Sections 1 and 2 of Article IX of the State Constitution and of the Fourteenth Amendment of the Federal Constitution, because it imposes a tax on anthracite coal and not on coal generally. It is argued that coal may not be classified for taxation as anthracite coal and all other coal be exempted from the tax under these constitutional provisions, and that such a tax is not uniform. If the classification be allowable the objection of the lack of uniformity and the

resulting exemption complained of must fail. Necessarily the classification of property or persons for taxation, and the subjection of the members of a class and the property within the class to taxation, excludes or relieves from such tax all property or persons not embraced in the class. This is not the kind of exemption, however, against which Section 2 of Article IX is directed.

On the question of the right of the legislature to classify for the purposes of taxation, the authorities are numerous and need not be referred to at length. We think it is sufficient to refer only to the case of *Knisley vs. Cotterel*, 196 Pa. 614, where, quoting from *Seabolt vs. Commissioners of Northumberland County* 187 Pa. 318, it is reiterated: "Classification is a legislative question, subject to judicial revision only so far as to see that it is founded on real distinctions in the subjects classified, and not on artificial or irrelevant ones used for the purposes of evading the constitutional prohibition. If the distinctions are genuine the courts cannot declare the classification void though they may not consider it to be on a sound basis. The test is not wisdom, but good faith in the classification." It is quite clear that the distinction between anthracite coal and other kinds of coal is not a fictitious one. It has arisen among those who have mined, dealt in and used coal. It is a distinction so common as to be recognized the world over. The classification of anthracite coal, therefore, as a subject of taxation cannot be said to be artificial or may not justly be subjected to the charge of being used for the purpose of evading the Constitution. What the legislature did in enacting the present statute, was but to adopt a distinction already existing respecting the property made subject to the tax. The same distinction has been recognized by the legislature and sustained with respect to the business of mining anthracite coal and of mining bituminous coal.

The difficulty in some instances to differentiate between anthracite coal and semi-anthracite or semi-bituminous coal can have no effect on the question of classification. Whether or not the particular coal sought to be taxed in a given case is anthracite and falls within the Act must necessarily depend upon the facts of such case.

We are of the opinion that the classification of anthracite coal for taxation is a legitimate one and that the taxation of such coal as distinguished from all other kinds of coal is not a violation of the constitutional provisions referred to.

Disposition of Funds.

6. By Section 5 the tax, when collected, is distributable to the cities, boroughs and townships in the several counties where the coal is mined. The result of this distribution will be to give annually to some of these municipal divisions sums of money equal to, and in some cases greater than their total municipal expenditures, thus relieving them in part, and possibly in whole, from local taxation. This also, it is contended, is in violation of Sections 1 and 2 of Article IX of the State Constitution, which provides for uniformity of taxation, and declares void all laws exempting property from taxation other than the property enumerated therein. The citizens of these municipalities will, however, still be subject to some local taxation and to taxation for state purposes. If so, the relief they will receive from the tax is not prohibited. These constitutional provisions have no application to the conditions which may arise from the enforcement of the present statute.

7. Even if all the objections thus far raised to the Act prove ineffectual to destroy it, the further objection is urged upon us that as Section 5 distributes one-half of the tax to the several municipalities of the counties wherein the coal is mined, the defendant's property will thus be taken and given over to others, and thereby it will be deprived thereof without due process of law. We do not take this view of the case. The Act is a measure to raise revenue and at the same time provides for the distribution of the funds so raised to certain municipalities. If the purpose for which the tax is levied is a public one there is no doubt of the power of the legislature to impose the tax. One-half of it is to be used for the state generally. The other half the state proposes to pay over to certain municipalities. To pay money to its municipal divisions seems to us to be using it for a public purpose. These municipalities are the creatures of the state, erected by the legis-

lature, for the purpose of administering, and clothed with the power to administer public affairs in their respective localities. They represent the state. It must be conceded that the state may authorize them to levy taxes to meet the expenses of administering their local government. If so, why may it not also take out of its general revenue no matter how raised, and give to them in aid of what they are doing in representing the state? This the state has frequently done. It has distributed for years from its revenues to the several school districts. It distributes out of the same revenue to charity and benevolence. It has divided with the counties the tax on personal property which it collected. It distributes to the several counties and townships from its general revenues in aid of the public highways. It appropriates one-half of the tax on premiums of foreign fire insurance companies to the several municipalities of the Commonwealth, Act of June 28, 1895, P. L. 408. Other instances of the same kind might be cited. Who is to direct how the state revenues raised by taxation are to be distributed or disposed of? This is a question as to which the Courts agree. It is exclusively for the legislature, bound only by such restrictions as are placed upon it by the organic law. It is a power the exercise of which the judiciary have no right to revise. If Section 5 stood as a separate Act, distributing the taxes raised under the Act in question, what standing would the defendant have to complain? The statute does not present the case where the property of one is taken and applied to the use and benefit of another, but presents the case where property is taxed by the Commonwealth and the revenues thus raised are distributed where, in the judgment of the legislature, seems right and proper. In *State vs. Western Union Telegraph Co.*, 73 Maine, 518, under a statute of that state, telegraph companies were required to pay into the state treasury a tax of two and one-half per centum on the value of their property within the limits of the state. The tax thus raised was directed to be distributed to certain towns in the state in the proportion which the number of shares of stock of the company owned in the town bore to all the shares owned in the state. The remainder of the tax was to be retained for the use of the state. The effect of this provision was to give the revenue so raised to three towns of the state, whereby the tax of every individual in the three towns was ratably diminished. The same objection to the validity of the statute was made there as is made here, that it took the property of some citizens and used it for the benefit of others. To this objection it was said by the Court: "It is objected in this case that the distribution of this tax as provided in the Act shows that it is not for a legitimate purpose. What distribution is contemplated is somewhat difficult, perhaps impossible, to ascertain from the Act itself. If it is all to go to the towns it would still be a public purpose. But that is not the matter which is now involved. The tax is now imposed by the state and is to be paid to the state treasurer as other public funds. It then becomes a public fund to be used for public purposes. If diverted from that the remedy is not by refusal to pay. If the last section of the Act should prove to be a violation of the Constitution or void for uncertainty, it does not affect the remainder. This is not a case where one district is required to pay the tax for the support of another. It is like one excise tax raised in any part of the state to be appropriated by the state wherever its needs or its sense of justice may require."

The purpose of the present taxation being a public one, the legislature possessed the power to levy the tax and the distribution thereof is alone within its control.

Matter of Ownership.

8. A further objection to the recovery by the Commonwealth on this settlement is that the coal reported by the defendant, upon which the value of the tax is computed, was not owned by it at the time the report was made, nor at the time the settlement was made against it, and that when it made its report a great part of the coal was outside of the state and beyond the taxing jurisdiction of this state. This objection is based upon what we think is an erroneous construction of the Act. The tax is levied by the Act. The rate is fixed by the Act. The taxable value of the coal is as prepared for market. The coal is made subject to the tax, not as contended by the defendant when the quantity and value are

reported, nor when the settlement is made, but in the language of the Act itself "when prepared for market." At that time its value is to be ascertained, but the report thereof is postponed until the end of the year. If this be not the true construction of the section the phrase "when prepared for market" adds nothing to its meaning. What precedes sufficiently declares that the rate is to be upon the value of each ton as prepared for market. The phrase "when prepared for market" manifestly relates to the words "shall be subject to," meaning the coal shall be subject to the tax when it is prepared for market. This being the proper construction, the defendant's coal became subject to the tax when it was prepared for market. This being the proper construction, the defendant's coal became subject to the tax levied by the Act when it was prepared for market. It was then the defendant's duty to ascertain the number of tons and fix the value at that time. The ascertainment of the value at that time amounted to an assessment. No other assessment was needed. Being made by the defendant, it has no room to complain. *Com. vs. McKean County* 200 Pa. 383. The coal was subject to the tax when it reached the stage of being prepared for market and its valuation was to be made at that time. The removal of it, therefore, from the state, or the sale of it to another, after that time, would not relieve the defendant, who was the owner at the time the tax was levied and assessed, from paying it; nor could it avoid liability by failing to assess and value the coal at the time the statute required it to be done.

We assume that the quantities and values reported by the defendant are such as the Act required it to report and that they are correct. There is no suggestion to the contrary. A settlement, therefore on the basis of its own report cannot be open to objection in respect to these particulars.

Conflicting Regulation.

9. We are unable to see how the Act conflicts with Article 1, Section 8, of the Federal Constitution, respecting the power of Congress to regulate commerce among the several states. In *Coe vs. Errol*, 116 U. S. 515, it was said: "Goods, the products of a state intended for exportation to another state, are part of the general mass of property of the state of their origin until actually started in course of transportation to the state of their destination or delivered to a common carrier for that purpose." If we be right in our construction of the Act, the coal here sought to be taxed became subject to the tax at the time when it was prepared for market, and so far as it appears, that was before it was actually started in the course of transportation from the state.

10. Nor does the Act violate Clause 5, Section 9 of Article 1 of the Federal Constitution which provides that "No tax or duty shall be laid on articles exported from any state." This provision is limited to articles exported to a foreign country.

As mentioned in THE BLACK DIAMOND but recently, a Brooklyn alderman introduced a resolution to amend section No. 31 of article No. 3 of chapter 26 of the code of ordinances, relating to coal and coke, by adding thereto a new subdivision. This was introduced by Alderman Gaynor, and the amendment proposed is as follows: "All coal sold or delivered in quantities of one hundred (100) pounds or less than one hundred (100) pounds in the city of New York must be contained in bags, baskets or other receptacles, and shall have the weight of the contents plainly marked on the outside thereof in solid Roman capital letters at least one inch in height, but charcoal or coke in quantities of one hundred (100) pounds or less than one hundred (100) pounds may be sold and delivered by standard dry measure, and in such cases the bag, basket or receptacle shall have plainly marked on the outside thereof the capacity in terms of standard dry measure in solid Roman capital letters at least one inch in height, and in violation hereof shall be punishable by a penalty not to exceed fifty dollars (\$50). Upon a conviction for violation of provisions of this section the commissioner of weights and measures is authorized to post a sign or placard on the outside of the offender's place of business, in a conspicuous place for a period of ten days, setting forth the details of the violation of the ordinance. Any person or persons guilty of removing or disturbing any such sign or placard shall be punishable by a penalty not to exceed fifty dollars (\$50)."

Sunday Creek Company Closes Some Mines.

COLUMBUS, OHIO, July 1.—(Special Correspondence.)—No coal news for a long period has caused a greater sensation than the announcement just made by the Sunday Creek Company that it has temporarily abandoned a large section of the Hocking Valley field, and may in the near future suspend all operation in Ohio. That this is something more than talk is proved by the fact that before the news was actually given out, on Monday last, the work of removing goods from the company's mining stores in the valley to its West Virginia operations had already begun.

Under existing industrial conditions, the pressure of West Virginia and other southern competition is crushing the life out of the industry on any large scale in the Hocking valley, if not throughout Ohio, is the statement of local operators.

The Sunday Creek officials give two reasons for their action. One is the discrimination against Ohio in the matter of freight rates, as compared with West Virginia, Kentucky and Tennessee. These states enjoy a much better rate per ton mile. This advantage added to the lower cost of mining in the unorganized fields, makes it impossible, it is claimed, for Ohio mines of the same general class to compete. An attempt was made by John H. Winder, general manager of the Sunday Creek Company, to put the condition up to the state legislature last winter and secure relief in some form that would protect the coal interests of this state, but little attention was given the move.

A second ground of action on the part of the Sunday Creek Company lies in the terms of the recent settlement made by the Ohio United Mine Workers with the eastern Ohio field, terminating a strike which had existed for over a year. Following the passage of the law requiring a mine-run system of weighing coal as basis of payment in mining, the Hocking valley operators on July 3, 1914, made settlement with the miners, but one of the conditions was that settlement should be made with no other district in the state on more favorable terms. It is now claimed by the Hocking operators that the concessions in rules made to eastern Ohio gives that field a lower rate of mining than exists elsewhere in the state.

The Hocking Valley Coal Operators Association, in a communication bearing date of June 29, 1915, signed by John H. Winder, president, and addressed to John Moore, president of the Ohio United Mine Workers, calls the latter's attention to the clause of the settlement with the Hocking miners in July, 1914, which provides that the scale then agreed upon should apply to all fields. The communication further assumes that in view of this, the Hocking scale will be reduced automatically to place it on an equality with eastern Ohio.

The reply of the miners' organization will, it is intimated by company officials, go far to deciding whether or not the Sunday Creek will attempt to operate any mines at all in Ohio. The suspension so far includes all of the mines, twelve in number, on the Hocking side of the valley. Some have not been active lately by reason of the depressed market. The T. & O. C. side, which is threatened with a like fate, has twenty-eight mines.

Of the mines already idle only two or three men will be retained, to keep the pumps going. The company announces with regret the necessity of parting with a number of old loyal employees in official capacity of one form or another at the mines. At headquarters in Columbus the large clerical force has been cut to pieces, and few are to be retained outside of heads of departments. The traveling sales force has been taken off the road. The full effect of the move is not yet apparent, but it is certain that the Sunday Creek Company is in earnest about forcing the issue in the grievances which it holds against the railroad companies and the miners' union. The action does not mean the permanent abandonment of the Ohio field, but it does mean that the company prefers to remain idle than to attempt production under the present confusion of dull times and hopeless competition, no matter how long it may take to secure conditions that will lift the Hocking valley up to a fair standard of equality that will permit of profitable mining.

Columbus business interests and those of the Hocking valley outside of mining will feel the loss keenly, as it was expected that extensive loading for the lake, with employment of thousands of idle miners, would begin within a few weeks.

Bids for and Contracts Let on Coal.

Bids and Contracts.

The successful bidders for the coal supply of the public schools of Pittsburgh, as shown by the awards made last week by the Board of Education, include both producers and retailers, as per the following list. The prices cover quite a range, and are anywhere from six cents per bushel up to six and four-tenths cents, delivered as per specifications embraced in bid, to the individual schools, the location of which and the means and time of delivery, explaining the divergences shown in the price range. The aggregate amount approximates 500,000 bushels, and includes mine run, smokeless, 1¼-inch lump, nut slack, and slack, as per the requirements of each particular school. The names of the firms receiving the awards, are as follows:

The Pittsburgh-Buffalo Company.
D. J. Kennedy Company.
Youghiogheny Coal Company.
Junction Coal & Contracting Company.
Keller Brothers.
J. P. O'Neil Company.
Paul Coal & Supply Company.
Thos. A. Owens.
Jas. T. Fox.
Second Pool Coal Company.
W. S. Bockstoice.
T. J. Patterson.
J. M. Gilchrist & Sons Company.
Weiman Brothers.

The United States engineer's office in Pittsburgh have awarded the contracts for their coal supply for the coming year to the parties named in the following specifications. This fuel is for use at the locks and dams in the Monongahela and Ohio rivers, and was awarded to the parties named above each item as numbered below.

To the Clyde Coal Company—
Item 1.—In flat loads on owner's flat at tipples, from passing fleet, or delivered at Locks 1 to 5, Monongahela River, including use of flat until empty: River screened nut and slack coal Per bu. 3 9/10c

To W. H. Brown—
Run of mine coal.....Per bu. 4¾c
To the Clyde Coal Company—
Item 2.—In flat loads on owner's flat delivered at New Lock 6, Monongahela River, including use of flat until empty: River screened nut and slack coal.....Per bu. 3.9½c
To W. Harry Brown—
Run of mine coal.....Per bu. 4½c
To C. F. Reed—
Item 3.—In wagonloads on owner's wagon, delivered at United States Boatyard, Lock 4 or New Lock 4, Monongahela River: River screened nut and slack coal.....Per bu. 5½c
To Consumers Coal Company—
Run of mine coal.....Per bu. 5.87c
To the Clyde Coal Company—
Item 4.—In flat loads on owner's flat, delivered at Dam 1, Ohio River, including use of flat until empty: River screened nut and slack coalPer bu. 4¾c
Run of mine coal.....Per bu. 5¼c
Item 5.—In flat loads on owner's flat, delivered at Dam 7, Ohio River, including use of flat until empty: River screened nut and slack coalPer bu. 5½c
Run of mine coal.....Per bu. 6½c
Item 6.—On U. S. steamers from tipples or yards, in Pittsburgh Harbor, or Monongahela River pools: River screened nut and slack coalPer bu. 4¾c
Run of mine coal.....Per bu. 6¼c
Item 7.—In flat loads on owner's flat delivered in Pittsburgh Harbor, Point Bridge Landing, including use of flat until empty: River screened nut and slack coal.....Per bu. 4¾c
Run of mine coal.....Per bu. 5¼c
To Pittsburgh Coal Company—
Item 8.—Delivered f. o. b. cars at W. Bellevue or Glen Osborne, Pa. (P. Ft. W. & C. Ry.): Run of mine coal.....Per ton \$1.50
To the Moreland Coal & Coke Company—
Item 10.—Delivered f. o. b. cars at Legionville, Freedom (P. Ft. W. & C. Ry.) or Merrill (C. & P. R. R.), Pa.: Run of mine coal.....Per ton 1.63½
Item 11.—Delivered f. o. b. cars at Dam 7, Ohio River, Midland, Pa. (C. & P. R. R.): Run of mine coal.....Per ton 1.64½
Item 12.—Delivered f. o. b. cars at Dam 8, Ohio River, Kenilworth, W. Va. (P. C. C. & St. L. Ry.): Run of mine coal.....Per ton 1.39½
Item 13.—Delivered f. o. b. cars at Dam 9, Ohio River, New Cumberland, W. Va. (P. C. C. & St. L. Ry.): Run of mine coal.....Per ton 1.39½
Item 14.—Delivered f. o. b. cars at Dam 10, Ohio River, Steubenville, Ohio (P. C. C. & St. L. Ry.): Run of mine coal.....Per ton 1.24½

To Pittsburgh Coal Company—
Item 15.—Delivered f. o. b. cars on powerhouse siding, Lock 3, Monongahela River, Elizabeth, Pa. (P. & L. E. R. R.): Run of mine coalPer ton 1.20
All coal must be of best quality for steam purposes, reasonably free from slate. The nut and slack shall be the screenings from run of mine coal passed over a two-inch screen.

Coal for items 1, 2, 4, 5 and 7 shall be loaded in craft of such draft and construction as may be necessary for delivery and hauling at the different points where needed.

Bidder must state the different points from which coal for items 1 and 6 may be obtained and the length of time generally required for delivery after receipt of order.

Wisconsin Contracts.

Recently the State Hospital for the Insane at Mendota, Wis., opened bids for coal for the fiscal year from July 1, 1915, to June 30, 1916. There has been some little misconception as to the firm which took the major portion of the business. The following, taken from the official report on the subject, shows the names of the successful bidders and the price at which the coal was sold:

State Hospital for the Insane, Mendota, Wis.—
To C. Reiss Coal Company, Sheboygan, Wis. Bessemer gas screenings\$3.20
Northern Hospital for the Insane, State Hospital Station, Wis.—
To Milwaukee Western Fuel Co., Milwaukee, Wis., Kanawha gas mine run..... 3.40
To Callaway Fuel Co., Milwaukee, Wis., Youghiogheny lump 3.50
School for the Deaf, Delavan, Wis.—
To Martin Howe Coal Co., Chicago, Ill., Indiana egg 3x6-in. 2.5
School for the Blind, Janesville, Wis.—
To Wasson Coal Company, Chicago, Ill., Harrisburg mine run 2.70
Industrial School for Boys, Waukesha, Wis.—
Two test cars to be ordered each from following:
Callaway Fuel Company, Milwaukee, Wis., Youghiogheny screenings 2:65
S. H. Benjamin Coal Company, Milwaukee, Elben screenings 2.50
(Contract to be held pending result of test.)
State Prison, Waupun, Wis.—
To Callaway Fuel Company, Milwaukee, Youghiogheny screenings 2.80
State Public School, Sparta, Wis.—
To S. H. Benjamin Coal Co., Milwaukee, Elben 2x3-in. nut 3.50
(Above price based on C. & N. W. Ry. delivery.)
Home for the Feeble-Minded, Chippewa Falls, Wis.—
To C. Reiss Coal Company, Sheboygan, Wis., Bessemer gas screenings 3.20
Bessemer gas mine run..... 3.90
Wisconsin State Reformatory, Green Bay, Wis.—
To Barkhausen Coal & Dock Company, Green Bay, Wis., ¾-in. Anchor screenings..... 2.70
State Tuberculosis Sanatorium, Wales, Wis.—
To Milwaukee Western Fuel Company, Milwaukee, Wis., Kanawha gas mine run..... 3.35
Hospital for the Criminal Insane, Waupun, Wis.—
To Callaway Fuel Company, Milwaukee, Youghiogheny screenings 2.80
(Delivery in all cases to be f. o. b. cars institution.)

TABULATION SHOWING AWARD OF COAL CONTRACTS BY THE STATE BOARD OF CONTROL

For one year, ending June 30, 1916.
Institution, Location, To Whom Awarded. No. tons.
State Hospital for the Insane, Mendota, Wis.—C. Reiss Coal Co., Sheboygan, Wis.....5,000
Northern Hospital for the Insane, State Hospital Station, Wis.—Milwaukee Western Fuel Company, Milwaukee4,000
Callaway Fuel Company, Milwaukee, Wis..... 500
School for the Deaf, Delavan, Wis.—Martin Howe Coal Company, Chicago, Ill.....1,600
School for the Blind, Janesville, Wis.—Wasson Coal Company, 37 W. Van Buren street, Chicago, Ill..1,200
State Prison, Waupun, Wis.—Callaway Fuel Company, Milwaukee, Wis.....6,000
State Public School, Sparta, Wis.—S. H. Benjamin Coal Company, Milwaukee, Wis.....2,000
Home for the Feeble-Minded, Chippewa Falls, Wis.—C. Reiss Coal Company, Sheboygan, Wis.....4,500
State Reformatory, Wiswall Station, Wis.—Barkhausen Coal & Dock Company, Green Bay, Wis...3,000
Tuberculosis Sanatorium, Wales, Wis.—Milwaukee Western Fuel Company, Milwaukee.....2,500
Hospital for the Criminal Insane, Waupun, Wis.—Callaway Fuel Company, Milwaukee, Wis.....1,000

LIST OF COAL CONTRACTORS STATE BOARD OF CONTROL 1915-1916

Symbol.	Contractor.	Address.
A.	Wasson Coal Company...	37 W. VanBuren Street Chicago
B.	Purity Coal Company...	72 W. Adams St., Chicago
C.	Great Lakes Coal & Dock Company.....	1034 Security Bldg., Minneapolis, Minn
D.	F. Hurlbut Company.....	Green Bay, Wis.
E.	D. F. Cooley.....	Madison, Wis.
F.	Thomson & Burton Company.....	625 Home Insurance Bldg., Chicago
G.	Sunnyside Coal Company.....	1309 Fisher Bldg., Chicago
H.	S. H. Benjamin Coal Company.....	Milwaukee, Wis.
I.	Callaway Fuel Company.....	Milwaukee, Wis.
J.	Taylor Coal Company.....	Old Colony Bldg., Chicago
K.	C. Reiss Coal Company.....	Sheboygan, Wis.
L.	Northern Coal Company.....	Edison Bldg., Chicago
M.	Pittsburgh Coal Company.....	Plymouth Bldg., Minneapolis, Minn.
N.	Barkhausen Coal Company.....	Green Bay, Wis.
O.	Pennsylvania Coal & Supply Company.....	Milwaukee, Wis.
P.	Martin Howe Coal Company.....	1907 McCormick Bldg., Chicago
Q.	Milwaukee Western Fuel Company..	Milwaukee, Wis.

Men Prominent in the Coal Trade's Eye.

Holly Stover.

Holly Stover, the western representative of the Flat Top Fuel Company, with headquarters in the Lytton building, Chicago, was again brought to the attention of the western coal trade this week by an announcement which read as follows:



"Mr. James Henry Clark announces the marriage of his daughter, Grace Mae, to Mr. Holly Stover, on Saturday the twenty-sixth of June, nineteen hundred and fifteen, in the city of Chicago."

An accompanying card announces that the bride and groom are at home at 5812 Magnolia avenue, Chicago.

In business Mr. Stover is one of the most interesting selling representatives of the Pocahontas district. He was born on a farm in Raleigh county, W. Va., March 12, 1883. This, being interpreted, means that he is now thirty-two years of age. He started to work in the mine at the age of twelve as a trapper boy. While he was occupying that position and some other positions around the mine he studied telegraphy at night. For several years thereafter he served as telegraph operator, as agent and general utility man around the stations of the Chesapeake & Ohio and Norfolk & Western railways.

Eight years ago he quit the railway business and began to sell coal out of Richmond, Va., for the White Oak Coal Company. He remained there for two years, when he was transferred to the Chicago office of that company, where he continued for a year.

Five years ago Mr. Stover opened the western office of the Flat Top Fuel Company, which he has since been largely instrumental in making well known in the Chicago and all-rail territory in the west and also in the upper lake trade.

E. F. Burchard.

E. F. Burchard has been selected as geologist in charge of the non-metals section of the Division of Mineral Resources of the United States Geological Survey, effective July 1.



E. F. Burchard.

Mr. Burchard's scientific training at Lehigh and Northwestern Universities has been supplemented by work on the Wisconsin State Survey in 1903 and on the Federal Survey since 1904.

He has specialized on the economic geology of the Appalachian iron ores and the cement, stone, lime and other structural materials of the United States, but has also studied the lignites of Nebraska, the lead and zinc ores of Arkansas and Wisconsin, and various other economic fields. As the author of the Mineral Resources reports on iron ore, pig iron and steel, and on cement, building stone, fluorspar and cryolite, he has become an authority on these subjects.

Ronald L. Paterson.

OMAHA, NEB., July 1.—(*Special Correspondence*.)—There is a general opinion that the young man of today does not have the opportunities of



R. L. Paterson.

climbing to the top that the young man of a generation or two ago did. And yet the oldest coal firm in Omaha is entirely in the hands of young men, no one of whom is over thirty years of age. With George M. Wallace as the new sales



G. M. Wallace.

manager and secretary of the Nebraska Fuel Company, it becomes strictly a young men's organization.

George Paterson came to Omaha forty-eight years ago. He had been in the business here before this company was organized. Ronald L. Paterson, president of the company today, and Kenneth H. Paterson, vice-president and treasurer, are his sons. They have grown up in this business, and so are thoroughly familiar with its details.

Twice in the last few years the company has been burned out, but its business has only been delayed an hour or two each time. In 1910 the company erected at Sixteenth and Pierce streets one of the finest mechanically operated coal plants in this section of the country. It had a capacity

of 8,000 tons of coal. At 5:15 on the morning of October 2, 1912, the entire plant was destroyed by fire. At 8 a. m. the company was doing business as usual, coal being unloaded from cars at other yards.

The company was reorganized in 1912, the Towles drawing out. The same year, following the burning of the plant, the central yard of the Havens-White Company, at the north end of the Sixteenth street viaduct, was purchased, the Havens-White Company going out of business at that time.

Mr. Wallace, who just joined the company, has had experience in both the retail and wholesale coal business. He will pay particular attention to the wholesale field. Ronald Paterson is a prominent member of the Commercial Club, and won the last contest of that club for new members, bringing in thirty of them. He is also a member of the University Club. Kenneth Paterson is a prominent young club man, and owing to his marriage to Miss Elizabeth Pickens, recently, is now on his wedding trip.

Peoria Convention Notes.

One of the most novel displays at the Peoria convention was the Buchanan Coal Company's "Auto-Projectoscope," in which colored slides showing views in and around the mines were displayed. This machine attracted considerable attention and was in charge of Dr. J. E. Beebe, director of publicity and trade extension for the company.

Robert L. Green, manager of sales for the John A. Logan Coal Company, mingled with the crowds, meeting old friends and making new ones.

The Purity Coal Company engaged an attractive young lady to pin perfumed buttonhole bouquets to the lapels of the conventionites. It was a Calla lily, which is the company's well known trade mark.

Secretary I. L. Runyan was one of the busiest of men during the entire convention period. It was his duty to see that everyone enjoyed him and herself and his duty was nobly performed.

The following companies maintained headquarters at the convention: Big Creek Colliery Company, Buchanan Coal Company, Purity Coal Company, Peabody Coal Company, David Rutter & Co., where they entertained their friends during the recess.

The Peabody Coal Company distributed a useful souvenir in the shape of a burnished copper combination ash receiver and match safe.

Pickands, Brown & Co. gave away teamsters' pencils as souvenirs. They were eagerly sought after.



Peoria Coal Club Monument.



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Retail Convention.

The retail coal convention season is at an end for this year. At such a time there is a disposition among leaders of the coal trade to regret that the conventions have not been as successful as they might have been. A quite common complaint is that the attendance was not large, and that the attention given the papers was discouraging. There is occasionally a disposition to say: "Let's cut out this high brow stuff in future and put on a vaudeville performance and a picture show."

We are reminded here of a saying in Holy Writ to this effect: "Be not weary of well doing, for in due season you will reap if you faint not." We are not discouraged if *all* of the retail coal dealers do not accept at face value the sober things we say about coal. We are not discouraged if the whole procession does not take it up instantly, with a big idea. We are far from discouraged if an advanced idea is not accepted by the rear guard of the procession.

On the contrary, we are inclined to consider all men in business as making up rather a long parade. Usually the marchers are in fairly close order. There are always those who march at the head of the procession and just behind the band. There are others who make up the middle distance. There are others who bring up the rear. We have always found it true that those who remain in the procession at all occupy a certain relation to each other. The further ahead the leaders march, the further ahead the rear guard gets.

The point of it all, of course, is: If you

can get the vanguard to advance, the rear guard is going to advance, merely as a matter of following the leaders. So the serious thought is always addressed to those who are in the lead, with the assurance that those who bring up the rear will catch the step after a while. That is a point of view which association workers can find a great deal of comfort in adopting. If they can get the leaders to advance the other fellows are going to do so merely as a matter of self-preservation, or of keeping in the ranks at all. So we are not discouraged if the whole body of the convention does not take kindly or avidly to some of the sober things said by speakers. If they challenge the attention of the best men, it is almost sure to inoculate the entire trade, because others will get it ultimately by merely following the leader.

A coal wholesaler recently gave this advice to a friend: "If you want to get a good coal go to so-and-so. He is the biggest crank in America. I would rather try to swim Lake Michigan than to try to sell him an assortment of cats and dogs. He knows what he wants and he yells like a fiend unless he gets it. A man who adopts that attitude toward us is a safe man for any householder to buy from." This is not intended as advice to retailers to become kickers. Rather it hints at this. "You can't be easy on the wholesaler without being hard on your customer."

The Matter of Weight.

There are a few words in our language which mean one thing and only one. These few words can not be improved by and additions. They have no positive, comparative and superlative degrees.

For example, there is the word "truth." If anything is true, that ends it. There can be no such thing as "truer" or "truest." If a thing is perfect, there is no such thing as it being "more perfect" or "most perfect." A thing is either true or it is not; it is either perfect or it is not. That is, as the purists in English would say, such words are absolute.

The word "weight" belongs in the same category. If you have the weight of anything, it is something which cannot be disputed. That is, there is and can be no such thing on a carload of coal as the "correct weight" or the "exact weight"—implying that you can have an incorrect and an inexact weight. If you have the weight, you have a statement of what the contents of the car weighs. You either have it or you don't. It is either the correct weight or you only have a guess as to what the weight is. Nobody will say that a weight obtained on an inaccurate scale or that a statement of weight made by a person who is not competent is the weight of anything; it would simply be an inaccurate statement *about* the weight. An incorrect statement is nothing at all. It is a lie about the truth.

Nevertheless, the railroads insist that it is possible to temporize on the question of weights. They plead that the scales are inaccurate. They are willing to base their carrying charges upon the weights recorded by scales. Yet when a claim is presented they hide behind the

hackneyed excuse that the scales are unreliable or that the weighmaster is incompetent.

We insist that a weight which is accepted as the basis for freight charges must be the weight used for the establishment of a claim.

Also, if the inaccuracy of scales at point of origin is waived, the inaccuracy of scales at destination must also be waived.

If the railroads want to evade this proposition, they must test the scales and repair them if found out of order.

Western sales agents of smokeless coal are puzzled. They know that cars are going to be short and hence that coal of that grade will be scarce. Yet, they cannot get the retailer to buy it. The retailer says the ultimate consumer is not buying. The ultimate consumer pleads poverty. The curious fact is: The ultimate consumer, mainly, is the apartment house owner. The same number of apartments are rented now as were rented when times were better. The real estate agent is collecting the rent regularly. Therefore, the apartment house owner has money. Under the circumstances, the sales agent for smokeless coal cannot harmonize the facts with the excuses.

The Average Is Safest.

One of the best signs of the times is that coal men are beginning to inquire: What is the average cost of producing coal in our district? They rely less upon their own costs as a criterion by which to determine their prices.

For two reasons the average cost is best. The first is that in every producing field there are thick veins and thin veins; those with a good roof and those with a bad roof. There are those with new and those with old mines. There is a need for practically all of the mines. Therefore, there is need for all of the various kinds of mines. To take the cost of the most favored mine as the cost for the entire field is to make the business hopelessly unprofitable for the other people. To take, however, the cost of the worst mine as the criterion for the field is to make the cost of production so high that the whole district will be driven out of business by some other district. An average of the best and the worst conditions will bring the cost of production to where one district can compete with another and still where the average of the field will give a profit to the average of the operators.

The second thing in favor of the average, instead of either the top or bottom cost is that it inculcates a community spirit among the operators. It gets rid of the notion that each man is a business or an institution unto himself. No man was ever so good at anything but that somebody proved to be better. The operator who tries to win on the belief that only the fittest survive perishes in the end as a victim of his own doctrine. He may win for a time but somebody will beat him after a while. It is a safer policy, therefore, to "live and let live."

On these two accounts, the average cost of a district is the proper one as a basis for the prices. Any system of accounting adopted by any district which does not proceed upon this theory is unsafe.

Establishing a Name.

There is a picturesque practice in the west which is called cutting a steer out of the herd. There is, of course, a great herd of cattle, containing some fine, some good, some indifferent, and some bad. The owner of the herd, of course, puts his brand upon the best first. To do it he must first maneuver to get the steer that is to be branded out of the herd. This is accompanied by a good deal of noise, dust and confusion.

We have a replica of this performance in the coal trade frequently. There is a host of coal companies. There is a large and varied assortment of coals. In that host of companies there are some fine, some good, some indifferent and, unfortunately, some bad ones. The same can be said of coals. The purpose is to cut the fine and the good out from the herd and put a brand upon them. This usually is accompanied by a somewhat noisy ceremony. This ceremony in business is called advertising.

The purpose, then, of advertising is to put some one's brand upon the company or the grade of coal. It is to distinguish one product or one service from the mass. It is, in a word, to establish a name. Therefore, the first purpose of advertising is to establish a name.

Essentially the establishing of a name carries with it the suggestion of quality or fitness. It is impossible to establish a quality or fitness without having a name to which it can cling. We can make a name synonymous with quality but we cannot reverse the process and suggest a name by talking first about quality. Therefore the first aim in advertising is to establish a name. If you will take the trouble to look at the conspicuous successes in business today you will appreciate that the establishment of the name came first and the recognition of quality came later.

One outspoken retail coal dealer told the whole truth when he said that most of the troubles of the eastern coal trade begin and end with the fact that the government has taught the people to dislike the anthracite industry and this displeasure has been transferred to every one in the business. That is, the nation is trying to convict the anthracite operators of a fancied offense against the law. They are peevish because they have not succeeded. Now in a spirit of reprisal, politicians are heckling the whole coal business through a series of laws such as the anthracite tax. This does not speak well for the moral status of our politicians, but such seem to be the facts.

About Fountain Pens.

Arthur Brisbane, the editorial writer for the Hearst publications, devoted a couple of columns recently to the abuse of fountain pens in general. Since he is one of America's greatest writers, we have eminent authority for taking the fountain pen as a text.

We have had some difficulty with pens. Our opinion—pardon the assumption Mr. Brisbane—is that the difficulty is not in the pen but in the way it is used and the man who uses it.

A fountain pen consists of a container for the ink; a passageway—usually quite

small—through which the ink flows, and a point. The crux of the instrument is the passageway. If it is not kept clean or if one tries to force bad ink through it, trouble results. Most of the trouble comes from using an ink which cannot flow through a passageway which must be small.

The coal trade has a similar difficulty. Coal men have many interesting and important things to say to the American people. But to say them, we think we must go back to the beginning of time and tell the whole story. To say one or two things, we must open the whole subject. We want to tell so much that we clog the avenue of communication. We use a quality of ink too thick to flow through the small passageway leading to the point.

Current periodicals—newspapers and magazines—are the passageway. They are small compartively. They can say but little and try, in short space, to tell something which thrills and informs. Whether it informs or not, it must thrill.

Because the space is limited and because the people will not read anything else, the periodicals devote themselves to a single and small phase of a subject. There are enough of these small things to congest permanently the small space at the disposal of publications.

The coal man wants to and feels that he must say certain things. Yet, the passageway can accommodate neither the quality nor the quantity of what he has in mind. How, under the circumstances, is the coal trade message to be carried to the people?

The only practical suggestion is that the coal man permit the statement of his case to be made in a way that the public will take it. We are wondering if the time will ever come when the coal trade will invite the "yellow journalist" to help him state his case.

There is a comforting way of looking at the sale of munitions of war by United States factories to European belligerents. We are training our own people to produce war materials which we may need some day and we are creating facilities such as England and Russia today would give millions for. Under the circumstances, the Government should prohibit the sale of those factories to Germany or any other foreign power.

A Diseased Nation.

To say that America is a diseased nation and that its malady is epidemic is astounding and yet it is true.

The best definition of "disease" is that used commonly by the Christian Scientists. They make a compound word of it—"dis-ease." They say, therefore, it is nothing more than the absence of ease.

We were visited recently by a gentleman who confessed that he was obsessed with a desire to discuss only a few subjects. We concluded after a while that he wanted to discuss two or three phases of one subject. His theme was the right of capital to a certain remuneration. His time was given up to devising arguments in favor of his propaganda. He could think of nothing else; he preferred to talk of nothing else. Naturally he was fighting the ideas of those who want to crush capi-

tal. He got into a stew every few hours and this constant upsetting in the end interfered with his appetite, with his sleep and with his health. From a state of mental dis-ease, he passed to a state of physical disease. The man was sick because he had let some ideas about what belonged to others overcome him.

This man presents a striking example of the prevalent American tendency. We are having more labor trouble than at any time in history. At the same time, the workers were never better paid, better fed nor better housed than now. Yet, nearly a majority of the American workers is in a state of dis-ease. The trouble is not that the man himself feels aggrieved or wronged, but that his mentality has been imposed upon by his leaders who are thinking—or trying to think—in terms of labor in the mass. These leaders are obsessed with an idea that labor is all there is, and, therefore, that labor should dominate all and absorb all. We have as a consequence a case of dis-ease throughout the labor world. There is a resultant lowering of physical capacity because dis-ease in the mind is setting up disease in the body.

Precisely the same thing is true of our publicists and literati. Men like Roosevelt, Steffens, Baker, Berger and Hearst, and women like Jane Addams and Ida M. Tarbell are plainly suffering from mental dis-ease. They have done more to inoculate the world with their uneasy germ than could a regiment of men turned loose with the cholera or bubonic plague. This is so because their malady is infectious rather than contagious and because the printing press is their agent rather than the air or the touch. They poison by machinery.

As a consequence of futile discussion of these disturbing topics, America is becoming the most diseased nation of all time. There is no such thing left as ease in our society. There is no such thing any more as a reasonable degree even of contentment. We have lost the passion for doing things for the mere love of doing them well. On the contrary we have abandoned everything except the spoils system. America is quarreling over the division of profit before there is any foundation under the profit itself.

Our situation is rather serious but it need not prove fatal. The cure will come if we all will relax a little and learn to take our problems and our perplexities a little less seriously.

The weather is the coal man's stock in trade. The astronomers and the astrologers say that for a year or two the weather will be abnormal. Thus the coal man's calculations are likely to be away off. The astronomers say that the stars are coming to occupy a new relation to each other. The astrologers say that the stars influence the weather and hence influence men. In the next year or two, the influence of one star on the earth and the sun will be disappearing and that of a new one will be appearing. This is likely to unsettle the weather. The Seventh Day Adventists at this point come to the relief of the coal men by saying that this change forecasts the second coming of Christ and hence the end of the world. So the weather may change, but we will all be out of the coal business. Therefore, cheer up.

News Local to Chicago.

Holly Stover, who was married last Saturday night, expects to take a trip through West Virginia in a few days.

Wm. G. Eldridge has joined the Matthew Addy Company in the Rookery building as sales manager for their coal department.

F. C. Scott of the Scott Coal Company of Springfield, was one of the callers on the Chicago trade on Wednesday of the week.

L. O. Stanton, general sales agent of the Clinton Coal Company moved his family from his home at Oak Park to his summer residence at Delavan Lake the latter part of June, and will spend the Fourth of July holidays at that resort. He expects also to spend his vacation there.

One of the coke producers of the western territory is now ready to put out an interesting moving picture advertisement. The moving picture is a close-in view of the head of the selling organization writing a description of what coke will do in the furnace and how to use it. The moving picture is really that of a man's hand penning the words which appear on the sheet.

W. J. Dillon of the Mitchell & Dillon Coal Company, moved his family to the farm at Libertyville, on the first of July, and will spend the remainder of the summer as a commuter. He will share the lot of the other commutation coal men in that he will fight competition in the day time and mosquitoes in the evening, and spend the rest of the time rushing to and from or riding upon trains.

W. C. Hill, vice-president of the Chicago & Carterville Coal Company, put out a new circular on June 25, announcing that effective July 1st prices on Hickory Hill coal are: Domestic lump, egg and No. 1 washed, \$1.50; No. 2 washed nut and No. 1 dry screened nut \$1.40; mine run, \$1.15. He announces also that the dry screened nut quoted is a new product, produced by his mines, the size being 3x2 inches.

Most of the Franklin county operators this week announced a new circular price, effective July 1st, which makes the price on domestic lump, egg and No. 1 nut \$1.50 and on No. 2 or special stove \$1.40. This announcement did not come as any surprise to the trade since an advance notice of the possible intention in that direction had served to warn a good many of the buyers who had partially covered their needs by orders in June.

One of the interesting announcements of the week was that for some time a number of the mines of the Sunday Creek Company in the Hocking district of Ohio, will be closed down. It seems that the mines of this company are divided into two groups, one being on the Hocking Valley railway and the other on the Toledo & Ohio Central railway. The present intention, so it is understood, is to close the mines on the Hocking Valley until the market recovers. This will permit the concentration of the management on the mining on the Toledo & Ohio Central, which are grouped so that they can most easily be operated by one set of officials and miners.

H. C. Adams of the Jones & Adams Coal Company, is, after an experience last Sunday, quite an enthusiast on the south side as a place to live. He says that he went out to Kenilworth last Sunday to visit some friends of his, and ran into the north shore brand of mosquitoes, which he is willing to take oath are as big and as vicious as bumble bees. He said that the one way to combat those mosquitoes was to use a tennis racket. The experience of Lynn Rutter, Gordon Buchanan, John Pynchon and a few other north shore men will probably bear out the statement of Mr. Adams on this interesting point. The only consolation which north shore residents have is the fighting mosquitoes is good exercise.

The announcement is made this week by the Eldridge Coal Company that, effective July 1st the Consumers Company acquired its entire retail business and will complete the deliveries of all coal on contract held by that concern. However, all outstanding accounts due the company are payable at its general offices. The yards of the Eldridge Coal Company transferred by this arrange-

ment are as follows: On the north side at Bryn Mawr avenue and the Chicago & Northwestern Railway; at Elston avenue near Division street. On the south side at Forty-seventh and Federal streets; at the foot of South Water street and Illinois Central Railway; and at Sixty-ninth street and St. Lawrence avenue. On the west side at Ogden avenue and Kedvale avenue, and at Elston avenue near Racine avenue. This company had been in Chicago for twenty-five years under the same management as that which has just sold the properties. The announcement is made that Harold Eldridge has not made plans for the future, and is not sure yet what his line of activity will be. This transfer of one of the older retail properties of Chicago to the Consumers Company was a matter of considerable interest to members of the Chicago trade.

James F. Callbreath, secretary of the American Mining Congress, spent last Friday and Saturday in Chicago on his way to Denver and San Francisco, where he is making arrangements for the coming convention of his congress. He has some mighty interesting plans in contemplation, one of which is the organization of a bureau of information, or bureau of statistics, which will compile and distribute necessary data about all the phases of mining. It is quite a pretentious plan. While Mr. Callbreath was here an interesting fact was developed in connection with his career when he began to tell how on one occasion he learned the poetic possibilities of profanity. It seems in his earlier days he was an expert on raising bees. His father, who was a scientific apiarist, made a miscalculation on building his hive, with the result that one hive of bees was not satisfied with the new home and left to find other quarters. They were finally housed about a mile away from home in the woods. There they set up housekeeping, and began to make honey in that territory. In those days there was a bee hunter who would take observations on the homeward flight of the bees from two different points and having made calculations of angles and distances, arrive at an idea about where the home of the wild bees could be found. He would then cut down the tree, smoke out the bees and take the honey. This was usually the work of a day or so. This wild bee hunter had discovered what he thought was the home of quite a lot of wild bees and after painful calculations traced them to their hive, only to find that they were domestic bees after all, owned by Mr. Callbreath. What he had to say on the subject gave Mr. Callbreath the idea of the use to which profanity on certain occasions could be put.

National Coal Convention.

A general and most cordial invitation is extended to everyone connected with the coal trade to make a special effort to be present at the national coal convention and tenth anniversary of the Order Kokoal at the Auditorium Hotel, Chicago, Ill., on Monday and Tuesday, July 12 and 13.

An unusually interesting and instructive program has been prepared and as it is a general open meeting for all coalmen, regardless of whether they are members of the Order Kokoal it is earnestly hoped that there will be a large attendance.

It is planned to make this national coal convention educational in character and the theme of the meeting is to be the cost of producing, shipping and selling coal with the thought that a wider and more accurate knowledge of this subject by all concerned will do much towards convincing operators, wholesalers, and retailers of the necessity of getting a sufficient price for their coals as will insure a reasonable profit.

It is also believed that a campaign of education along this line can be made helpful in lessening unjust criticism of the coal trade by the public as well as to persuade them that the large consumers of coal, who are business men themselves, should be willing to pay a living price for their coal supply.

With these praiseworthy objects in view the national coal convention in Chicago, on July 12 promises to be unusually timely and important and especially as it is proposed radically to change the policy under which Kokoal has operated during the last ten years, eliminate the horseplay and unnecessary frivolity and make it a purposeful national coal association, combin-

ing social, fraternal and educational features in a manner that will enable it to co-operate in a thoroughly practical way with the various retail, wholesale and operators' associations and local coal exchanges throughout the country, without any detail conflicting with the work or fields which they now cover.

A leading feature of this meeting will be an interesting and instructive lecture on the mining preparation and distribution of anthracite, given under the auspices of the United States Government by H. I. Smith, engineer of the United States Bureau of Mines.

The convention is to be held at the Auditorium Hotel, Chicago, and the first session will begin promptly at 2 p. m. Monday afternoon, July 12.

The complete program for the two days' session is as follows:

MONDAY AFTERNOON, JULY 12—2 P. M. SHARP.

Call to Order.

Address of Welcome, by Chas. L. Dering, manager S. C. Schenck Co. and president Chicago Association of Commerce.

Welcome to the Retailers, by Wm. D. Elmstrom, president Chicago Coal Merchants' Association.

Response and Announcement of New Educational Policy, by Chas. K. Scull, Imperial Modoc, Order Kokoal, Philadelphia.

Ten-Minute Addresses.

"Importance of Figuring Costs Accurately," by A. J. Moorshead, St. Louis, Mo., ex-president Illinois Coal Operators' Association.

"A Year's Experience Retailing Coal for Cash," by G. T. Rider, manager Scanlon Coal Company, Louisville, Ky.

"Will Knowledge of Costs Reduce Price-Cutting," by T. P. Bryan, Gray-Bryan Sweeney Coal Company, Kansas City, Mo.

Illustrated Motion Picture Lecture under direction of United States Government—The Mining, Preparation and Distribution of Anthracite Coal, by H. I. Smith, Bureau of Mines.

Appointment of Committees

Announcements.

Recess.

MONDAY EVENING, JULY 12—6:30 P. M.

National Coal Banquet at Auditorium Hotel, Chicago.

"Have Selling Prices Kept Up With Rising Costs," by Walter S. Bogle, The Dean of Chicago Coalmen.

"Uniform System of Accounting and Costs," by Homer D. Jones, Western Fuel Company, Chicago.

"The Coal Trade's Need of National Co-operation," by Chas. K. Kerchner, Hall Bros. & Co., Baltimore, Md.

"How to Strengthen Local Conditions," by H. C. McKinney, Kansas City, Mo.

"The Advantage of a Definite Aim," by C. M. Moderwell, Chicago, Ill., president Illinois Coal Operators' Association.

TUESDAY MORNING, JULY 13—10 A. M. SHARP.

"Odd Leaks That Decrease Profits," by B. L. Shepard, of Shepard & Chandler, Chicago.

"Jobbers' Cost of Selling Coal," by W. J. Dillon, Mitchell & Dillon Coal Company, Chicago.

"What Can Be Accomplished by Coal Publicity," by Arch Coleman, president City Fuel Company, Minneapolis, Minn.

General Discussion for the Good of the Coal Trade.

Recess for Luncheon.

2 P. M. SHARP.

Annual Address, Imperial Modoc, Chas. K. Scull, Philadelphia, Pa.

Annual Report, Imperial Pictor, Ed. F. Smith, Chicago.

Reports of Committees.

Election of Officers.

Unfinished Business.

Adjournment.

War Risk Insurance.

WASHINGTON, D. C., June 24.—Owing to the exceptional hazards involved, the Bureau of War Risk Insurance will consider these ports only when application is made to the Bureau of War Risk Insurance, Washington, D. C. The bureau reserves to itself the right to decline any risks to these ports, or if accepted, to name such rates as may seem, in its judgment, adequate. This list is effective from the date hereof, but subject to change without notice. At this date it is as follows:

All United Kingdom ports.

All ports on the continent of Europe other than Spanish or Portuguese ports.

All ports of Asia Minor.

All African ports in the Mediterranean sea.

All colonial possessions of Germany and Turkey.

The ports above mentioned comprise the present special list of ports referred to in the vessel form of policy, to which vessels may not clear and proceed without special permission of the bureau.

Applications for insurance to the above-mentioned ports must contain full particulars of the proposed voyage, including name of consignee and description of cargo as well as the amount of insurance.

The latest lists issued may be obtained from the Bureau of War Risk Insurance.

[The above supplements the announcements that were published in *Commerce Reports* for Feb. 24 and 27 and March 13, 1915.]

Charters for the week included twelve steamships for Italian ports; five for the River Plate; two for Spain; one for Sweden, and one for Chili.

Facts Which Determine Our Export Prospects.

The Export Situation.

While at the moment the exact figures of exports of bituminous coal over the Atlantic seaboard for the month of June are not available, sufficient information is at hand to show that the total will show that June made a record for exports from this country over the Atlantic seaboard. Baltimore will show a total of exports for the month well above 300,000 tons, a record-breaking performance, while Hampton Roads shipments have been running well between 100,000 and 200,000 tons per week and are expected to show very closely around 600,000 tons for the month, while Philadelphia is expected to show heavy exportations, though not quite reaching her record of 107,654 tons for May.

Up to June 26 Hampton Roads had exported 547,685 tons, Baltimore 287,015 tons, while Philadelphia up to the 23rd had shipped 86,310 tons, a total of 921,000 tons. This would indicate a total for June of around 1,100,000 tons, or an increase of 300,000 tons over May, when the total exports from all these ports was 778,000 tons.

Italy continues to receive heavier tonnages than those going to any other foreign countries, with Brazil and Argentine following closely in order. During the past several weeks, shipments have begun to be made to France, Holland and Sweden, Norway and Spain, and commitment to these countries indicate that a large tonnage will be going forward for these destinations for the next several months. Holland is believed to be a purchaser of approximately 100,000 tons of coal, most of it to be used for bunkering steamships that ply from Rotterdam to other than American ports. Spain, which is taking considerable American coal and exporters believe that her requirements will grow from month to month. Scattered here and there are orders for individual cargoes, all of which help to make the aggregate exports large.

This week the Central Brazil Railways received bids for 100,000 tons of coal to be divided equally between British and American coal. Bids were asked c. i. f., and few of the American shippers care to tender bids under this basis. However, it is expected that there will be quite a number of bidders, though it is quite a problem now to name a c. i. f. price.

Coal is very scarce with the leading exporters through Hampton Roads. Some of the big exporting companies have considerable more tonnage and vessels in sight than they have coal available, and this means scouring for coal among other more favored shippers so as not to cause delay in dispatching vessels.

Tidewater prices, \$2.85 on New River and Pocahontas coals, are being well maintained, and prices are just as firm for George's Creek for loading at Baltimore, while prices are easy on the favored grades of Pennsylvania and Fairmont gas coals that are now going into export.

April Coal Exports.

The Department of Commerce and Labor give exports of coal for April, 1915, and ten months, with comparisons, as follows:

Destination.	April		April		Ten Months Ending April		Ten Months Ending April		Ten Months Ending April	
	1914	1915	1914	1915	1913	1914	1914	1915	1915	1915
	Tons.	Value.	Tons.	Value.	Tons.	Value.	Tons.	Value.	Tons.	Value.
Anthracite—										
Canada	392,822	1,961,557	445,118	2,286,424	3,635,117	19,353,251	3,000,205	15,750,121	2,856,521	15,111,786
Argentina									212	1,145
Brazil			18	172					24	219
Uruguay							84	559		
Other countries..	3,438	16,637	8,391	37,492	66,324	335,903	50,077	246,428	50,101	236,826
Total	396,260	1,978,194	453,527	2,324,089	3,701,441	19,689,154	3,050,366	15,997,108	2,906,858	15,349,976
*Bituminous—										
Italy			253,273	747,644					960,233	2,878,538
Canada	395,627	836,394	381,223	825,728	9,092,740	22,356,868	9,972,979	23,377,674	6,962,352	15,211,979
Panama	33,073	80,189	42,946	115,610	393,449	1,061,988	314,467	850,797	261,343	714,719
Mexico	24,453	95,918	32,966	143,879	350,201	976,388	259,575	873,160	338,919	1,484,007
Cuba	63,091	187,027	101,013	286,837	1,035,110	2,777,497	965,528	2,683,310	882,572	2,484,542
Other West Indies										
and Bermuda..	56,213	164,332	55,055	168,845	502,891	1,416,788	481,284	1,407,734	379,015	1,159,900
Argentina	18,966	54,350	79,531	239,640			118,354	236,684	297,328	901,356
Brazil	15,831	53,330	66,582	196,024			212,668	676,653	339,597	1,037,464
Uruguay	4,179	12,537	36,503	104,520			44,671	130,549	77,270	225,992
Other countries..	160,604	471,920	63,576	191,822	911,299	2,629,509	1,066,061	3,144,491	576,679	1,718,064
Total	772,037	1,964,997	1,112,668	3,020,549	12,285,090	31,219,038	13,435,587	33,481,052	11,075,308	27,826,561

*Do not include fuel or bunker coal laden on vessels engaged in the foreign trade, which aggregated during the month and ten months ending April, as follows: April, 1914, 695,192 tons, valued at \$2,297,465; April, 1915, 655,465 tons, valued at \$2,201,197. Ten months ending April, 1913, 5,976,266 tons, valued at \$19,317,988; 1914, 6,449,722 tons, valued at \$21,071,815; 1915, 5,686,855 tons, valued at \$19,108,485.

Foreign Freight Rates.

W. W. Battie & Company, Produce Exchange, New York, report as follows under date of June 28:

We chartered a number of steamers during the past week for coal to Spanish and Italian ports, and have numerous other boats offered for this business, at lower rates than those recently quoted.

To the Plate steamers offer sparingly, and a steamer of about 7,000 tons coal capacity was chartered, Virginia to Buenos Aires, at 36s, option Port Militar at 37s 6d, but we consider these rates a little above the market as we chartered steamers for similar business at lower rates.

Freight rates to other destinations are unchanged.

We would quote freight rates on coal by steamer as follows:

West coast of Italy, about.....	39s.
Marseilles, about	37s.
Barcelona, about	36s.
(Spanish dues for account of cargo.)	
Montevideo, about	35s.
Buenos Aires or La Plata, about.....	35s. 6d.
Rosario, about	38s.
Rio, about	36s.
Santos, about	37s.
(Consignees paying docas dues.)	
Valparaiso or Callao.....	\$6.75 @ 7.00
Havana	2.00 @ 2.25
Cardenas or Sagua, about.....	2.75
Cienfuegos	2.75 @ 3.00
Port of Spain, Trinidad.....	3.50 @ 3.75
St. Lucia, about	3.50
St. Thomas	3.00 @ 3.25
Barbados	3.50 @ 3.75
Kingston	2.75 @ 3.00
Curacao, about.....(and p. c.)	3.50
Santiago	2.50 @ 3.00
Guantanamo	2.50 @ 3.00
Demerara, about	4.25
Bermuda, about	3.00
Vera Cruz	3.50 @ 3.75
Tampico	3.50 @ 3.75

U. S. Coal Imports.

The Department of Commerce and Labor show imports of coal into the United States for April, 1914 and 1915, and ten months comparisons, as follows:

Imported from—	APRIL		APRIL		APRIL	
	1914	1915	1914	1915	1915	1915
	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.
Coal, bituminous—						
United Kingdom	442	3,012				
Canada	136,486	116,632				
Japan	233	4,729				
Australia and Tasmania.....	29,020	13,027				
Other countries.....	2,020	321				
Total	166,181	137,721				
TEN MONTHS ENDING						
	1913	1914	1914	1915	1915	1915
	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.
United Kingdom	8,550	10,133				
Canada	1,181,216	882,772				
Japan	66,497	83,441				
Australia and Tasmania..	129,985	226,945				
Other countries.....	3,257	3,430				
Total	1,389,505	1,206,721				

Recent Coal Freight Charters.

Steamer Ferndene (Br.), Atlantic Range to west coast of Italy, coal, 41s., July.
Steamer Chumleigh (Br.), Atlantic Range to Barcelona, coal, 37s., June.
Steamer Oreland (Br.), Philadelphia to Rio Janeiro, coal, p. t.
Steamer Anglesea (Br.), Virginia to Buenos Aires, coal, 36s., option of Port Milton, 37s. 6d., July.
Steamers —, Atlantic Range to west coast of Italy, coal, 40s., July, Ropness steamers.
Steamers Sidmouth (Br.) and Caprera (Ital.), Baltimore to Italy, coal, p. t.
Steamer Apolo (Span.), Baltimore to River Plata, coal, p. t.

Steamers Patras (Ital.) and Clearthia (Greek), a Virginia port to west coast of Italy, coal, 40s. and 44s. 6d., respectively.

Steamer Kanaria (Greek), Atlantic Range to Italy, coal, 41s.

Steamer Balgray (Br.), Baltimore to Piraeus, coal, 44s.

Schooner Charles Noble Simmons, Philadelphia to Porto Cabello, coal, \$4 and discharge.

Schooner L. H. Goward, Baltimore to Porto Rico, coal, p. t.

Steamer Thelma (Nor.), Newport News to Havana, 2,000 tons coal and coke, p. t.

Steamer Wascana (Nor.), Norfolk to Rio Janeiro, 8,000 tons coal, p. t.

Steamer Devian (Br.), Baltimore to Chile, coke, p. t.

Steamer Florida (Dan.), Baltimore to Copenhagen or Gothenburg, coal, p. t.

Steamer Styliani Bebis (Greek), Baltimore to west coast of Italy, coal, 42s., prompt.

Bark Blanca (Nor.), Norfolk to Pernambuco, 2,250 tons coal, \$7.

Schooner Samuel W. Hathaway, Philadelphia to Guayaquil, 1,400 tons coal, p. t.

Schooner Henry S. Little, Philadelphia to Summerside, P. E. I., coal, \$2.25.

Schooner Bayard Barnes, Philadelphia to Bahia, 1,400 tons coal, \$7.75.

Philadelphia May Exports.

Exports of coal from the port of Philadelphia during the month of May, 1915, were as follows:

	Anthracite.	Bituminous.
Italy	12,343	
Norway	6,506	
Spain	16,045	
Canada	1,898	
Mexico	2,218	
Newfoundland	2,023	473
Jamaica		1,886
Other British West Indies.....	110	967
Cuba	5,583	57,611
French West Indies.....		799
Argentina		4,078
Brazil		4,724
Total	9,614	107,645

Welsh Freight Rates.

Recent fixtures from Cardiff have been as follows: Aden, 22s 6d; Bombay, 25s; Bordeaux, 14 fr.; Gibraltar, 17s; Las Palmas, 20s; Lisbon, 15s 6d; Madeira, 20s; Marseilles, 25 fr.; Naples, 24s; Rosario, 25s 6d; River Plate, 24s 6d and 26s; Savona, 21s and 22s 6d.

From the Tyne, recent fixtures have been as follows: Algiers, 19s and 20s; Genoa, 25s to 27s 6d; Gibraltar, 19s; Lisbon, 20s; Naples, 27s 6d; Porto Vecchio, 28s 6d; Rouen, 15s 6d.

Canal Prices Advance.

The Panama Railroad Company has issued the following announcement:

"On September 1st, 1915, the price for Pocahontas coal delivered to steamers calling at Colon and Cristobal, will be increased from \$5.40 to \$6.00 per gross ton trimmed into bunkers; and at Balboa from \$6.40 to \$7.00 per gross ton trimmed into bunkers.

"The prices, which will be maintained until further notice, are based on steamers' gear being used in the loading of bunkers. If gear is not available, or cannot be used to advantage, and in the judgment of our agents a crane or hoist must be supplied, the charge for this will be \$1.00 per hour.

"In the event officers or agents of steamers order more coal than can be conveniently loaded into bunkers, thus resulting in coal being left in cars or barges, a charge to reimburse the company for the expense of handling the coal ordered but not taken will be made at the rate of twenty-five cents per ton for that left in cars, and fifty cents per ton for that left in lighters."

Porto Rico received from the United States 11,791 tons of bituminous coal in April of this year, as compared with 8,113 tons in April, 1914. For ten months ending April 30, 1915, 93,426 tons were received from the United States, as compared with 87,683 tons for ten months ending April, 1914, and 79,392 tons for ten months ending April, 1913. Anthracite shipments to Porto Rico in April were ninety-four tons, as compared with 206 tons in April, 1914. For ten months ending April 30, 1915, anthracite shipments to Porto Rico were 1,579 tons, as compared with 2,673 tons for the same period ending April 30, 1914, and 744 tons for ten months ending April 30, 1913.

A London cable on Tuesday read: "The threatened general strike in the Welsh coal fields, because of the squabble between the men and the owners over union questions, caused the government to take a drastic step today. It was intimated that the mines would be taken over by the government and martial law proclaimed if the strike went into effect. Already several thousand men are out."

General Review.

Prices Are Held Firm by Restrictions of Output, But Buying Still Is Light.

With the exception of some bituminous districts in West Virginia and portions of eastern Kentucky and Pennsylvania, the coal market of the nation is being held reasonably firm, because the operators are refusing to ship coal until it is sold. As a consequence there is very little free coal on many of the principal markets, but business is so light that the mines are running on the average a little less than three days a week. Production is, in fact, between forty-five and fifty per cent of capacity on the average.

In sections excepted, some new mines have recently been opened and productive capacity has been increased. The operators there are trying to force their product upon the market and are campaigning by means of cut prices. This is disturbing the situation to an extent, but it is not altering the purpose of other operators to get a fair price for their coal or make no sale.

According to advices from New York, the anthracite trade in that territory is dull, as is customary at this season of the year. The mines are running part of the time only. However, prices are artificially firm because the operators are not shipping any unsold coal to any of the principal centers. The bituminous trade shows an improvement in spots. That is, there is a steady increase in export business and in some places the coastwise trade is improving, especially in New England.

In Boston the public is indifferent to anthracite and is buying practically nothing for storage purposes now. In New England, reached through Boston, however, the demand is improving somewhat. In bituminous, and especially semi-bituminous coals, the trade is taking the larger tonnage on contract, and one feature of importance of the week was placing of a contract by the Edison Company at Boston for 175,000 tons of New River nut and slack.

Philadelphia sums up the whole situation as follows:

The Federal Employment Bureau reports that positions for 2,000 miners in West Virginia remain unfilled. An abundance of war contracts and sub-contracts have recently been let to eastern Pennsylvania firms. Reports of railroad conditions show that transportation problems will be tight early in September. These things indicate a shortage of production, an increase of demand and difficulty of transportation strengthening the market on both bituminous and anthracite, although the latter is not showing the improvement that it might, the season of the year being against it.

Through Baltimore the exports of coal for June will aggregate more than 300,000 tons. This breaks all previous records and the records that coal men expect to make for some time to come. Through the last week exports amounted to nearly 80,000 tons. Coal for Italian delivery has been conspicuous in recent activities. At the same time there has been some improvement in the demand at home and that is giving the whole trade in that territory a decidedly better turn.

At Pittsburgh the operators are convinced that the opening of the second half of the year promises definite improvement over conditions during the last half. Excellent crop prospects and an increase of exports give both railroads and steel mills a better future, while a gradual increase in the movement to the lakes improves the present market.

Central Indiana, as reported through Indianapolis, shows a better buying of domestic coal, but no increased consumption of steam coal. The retailers are beginning to take in some coal for the farmer trade and thus the larger size is strengthening. An unchanged demand for steam coal and larger production causes prices to ease off a little.

Western trade is, from a standpoint of price, the strongest part of the market. That is, the mines are running only about half time, but all of the producers in Indiana and Illinois, with a very few exceptions, are announcing an advance in circular price of fifteen cents a ton on the domestic sizes, effective the first of July.

Minneapolis is inclined to believe that the worst part of the year is passed and that the quarter just entered upon contains a good deal of promise from the selling standpoint. That is the time of year when retailers begin to think seriously about coal and already there are indications that this year will be no exception to the general rule.

Chicago Market.

Prices Are Advancing But the Volume of Business Does Not Increase.

Office of THE BLACK DIAMOND,
CHICAGO, July 1.

The distinguishing feature of the Chicago market this week is a general tendency to advance prices. Nearly every western coal will sell for fifteen cents a ton more on the first of July than it has sold for within the last month or six weeks. For the last week there has been a decided disposition to consider circular prices as a positive minimum. Beginning with today the disposition will be to consider the new circular price as a positive minimum. The western operators are not getting much more business than they were a week or two ago, which means that they are only running on about half time. At the same time the western operators see no reason why they should continue indefinitely to sell their coal for cost of production or less. The western spirit is to get more money for coal or not sell it.

The same idea does not obtain on all of the eastern coals. Anthracite and smokeless are strong as to price but some of the other eastern coals are still on the bargain counter and the operators are expecting not only lots of tonnage but lots of revenue. Anthracite is extremely dull, all things considered. Some selling agencies report a fair volume of business for June; others say that sales were unprecedentedly light. On the average the tonnage moved was considerably below normal. The operators have accepted the fact that the people are hard up and that the retailers are not in a buying mood. As a consequence they have kept the coal off the market and this restriction of output and free shipment alone gave the market any kind of tone at all. The situation does not improve any with the appearance of July and the outlook is decidedly uncertain.

Smokeless coal is artificially firm but the market cannot be said to be strong. This coal is used mainly by apartment houses and hence is bought by real estate agents who have been collecting their rents regularly and hence have not been short of money. However, real estate firms are not buying for storage, preferring to delay. The retailers as a consequence have not been buying and this has made the market a little dull. The demand for lump and egg is fairly strong mainly because production is light since the operators have no market for slack. The same grades of lump and egg have been selling at a premium or at \$2.10 for the last week or so and on the first of July the new circular price became \$2.00 which it will not be difficult to get. Prices up to Thursday, carrying of course the June circular, were:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.95	1.90

Somerset county coal has been moving slowly, being subject to about the same conditions as govern the smokeless market. There is not any very large immediate demand but there is enough demand in fact to warrant the operators in holding their deliverable tonnage open for the higher price instead of sacrificing price to get business now. As a consequence the market has remained firm at the June circular, prices up to Thursday being:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.75@3.95	1.70@1.90

The Hocking market has been decidedly quiet for the last week or two but sales agents report a better inquiry for July delivery and this has transferred the market status from one of technical firmness to one of actual potential strength. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
1 1/4-inch lump.....	\$3.15	\$1.50

The Kanawha market is demoralized, largely, it seems, because the mine development in that district has in the last year or so been overdone and because various concerns are campaigning so vigorously for business now. In some places the campaigning is being done at the expense of price and the buyer is almost naming his own figure within reason. On shipments direct from the mines prices up to Thursday were as stated below, although these prices have been lowered on spot business.

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1 1/4-inch lump.....	\$3.00@3.15	\$1.10@1.25

Eastern Kentucky coal is in about the same

position that it has been, prices and conditions being unchanged. Prices are low and the demand for coal is small. On shipments direct from the mines prices up to Thursday were as quoted below, spot sales being made for less.

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
6-inch block.....	\$3.15@3.65	\$1.25@1.75
Lump	3.05@3.40	1.15@1.50
Egg	2.90@3.00	1.00@1.10

Franklin county prices advanced to \$1.50 for prepared sizes, effective July 1st. For the last week the June circular price of \$1.25 has been the minimum. The mines are holding for this price regardless of the fact that the mines of the whole field are working at slightly less than fifty per cent of production capacity. The outlook is improving a little in that inquiries are somewhat larger. Retailers also are beginning to buy to satisfy the harvest demand. Screenings have been a trifle easier, being quoted at eighty to eighty-five cents.

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.40	\$1.35
Egg	2.40	1.35
No. 1 nut.....	2.40	1.35
No. 2 nut.....	2.40	1.35
Mine run.....	2.15	1.10
2-inch screenings.....	1.95	.90

The leading Williamson county operators put out a new circular this week announcing an advance in price to \$1.50 effective July 1st. Some few operators will be content with circular of \$1.40. The mines in that field on the whole are working to a little less than fifty per cent of capacity with, curiously enough, the best demand for the domestic sizes and for the very small steam coal. The larger sizes of steam coal and the smaller sizes of domestic are moving very slowly. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.40	\$1.35
Egg	2.40	1.35
No. 1 washed.....	2.40	1.35
No. 2 washed.....	2.40	1.35

Saline county operators have not yet decided on the question of price policy for July but most of them will probably follow the example of Franklin and Williamson counties. For the last week June circular of \$1.35 on lump has been minimum and screenings have been a trifle easier at about seventy-five to eighty cents. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.40	\$1.35
Mine run.....	2.15	1.10
Screenings	1.95	.90
1 1/4-inch lump.....	2.30	1.25

Without any material, although with a small increase in demand for domestic lump, most Springfield operators will advance their circular price to \$1.50 on July 1st. For the last week the June circular of \$1.35 has been the minimum. There is a smaller demand for screenings, due to closing the factories incident to the strike of carpenters, painters, etc., in Chicago. This has caused down the screenings price to:

	F. O. B. Chicago.	F. O. B. Mines.
Springfield—		
Lump	\$2.17	\$1.35
Egg	3.17	1.35
Nut	2.17	1.35
Mine run.....	1.87	1.05
Screenings	1.67	.85

Clinton, Ind., operators will follow the lead of other companies in advancing domestic prices but screenings are easier owing to the small demand. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
Domestic lump.....	\$2.07	\$1.30
Egg	2.07	1.30
Nut	1.97	1.20
Mine run.....	1.87	1.10
Screenings	1.62	.85

Knox county domestic is a trifle stronger and prices are rising but steam coals are not quite so strong. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
5-inch lump.....	\$2.12	\$1.25
3-inch lump.....	2.02	1.15
3-inch egg.....	2.02	1.15
3-inch egg.....	2.02	1.15
Mine run.....	1.87	1.05
Screenings	1.67	.80

Most of the coke that is now moving is on contract and sales on the spot market are small. Contract prices are on the average ten to fifteen cents a ton below those quoted for current shipment. Spot prices up to Thursday were:

	F. O. B. Chicago.
Coke—	
Connellsville	\$4.75
By-product, foundry.....	4.85@5.10
By-product, egg and stove.....	4.65
By-product, nut	4.65
Gas house.....	3.75@4.90

Pittsburgh Trade.

Crops Are Good and Foreign Orders Are Larger Giving Better Business and Prospects.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., July 1.

With the first half of 1915 closed and the second opening, there are unmistakable signs of a general improvement in the coal trade; the local market showing an excellent undercurrent of strength considering the midsummer dullness and absence of any concerted buying movement for domestic use. A New York stock broker fitly said "with excellent crop prospects, further improvement in business, big exports, and the plentiful supply of money, European complications can only temporarily delay another period of activity," and we think his remarks will apply to coal and coke, as well as to stocks, for while the local market has been devoid of any startling features the past week, there have been developments here and there, that emphasize the continued betterment of trade on the whole. Mine capacity is expanding gradually in the independent trade, and at the mines of the coke-producing steel makers, the average is about seventy per cent of normal, thus giving employment to larger numbers than for some time past.

Higher prices continue to be talked of in both coal and coke trade, and some business has been turned down for the third quarter, and last half by operators, who are firm in their determination not to mine coal at present figures.

There is a deal on in Pittsburgh now covering nearly a million tons of coal that will likely be closed the present week but we refrain from giving names, or buyer's location in connection with the deal, as there's "many a slip 'twixt the coal and the consumer" these days. There are deals and rumors of deals galore in the Pittsburgh atmosphere now and operators intimate that prices are stiffening to quite an extent, except on slack, which has slumped, owing to the larger demand for screened coals and consequent larger production.

The Pittsburgh-Buffalo Company is reported to have closed with one of the largest eastern steel manufacturers for their fuel supply for the coming year at a new advanced figure, and that a large export order from the east will likely be consummated by them the present week as well as some smaller tide water tonnages that are now being negotiated. Increased export inquiry seems to be general, and line trade showing a slight improvement. Quite a number of public contracts are now closing, as noticed on another page of this issue for the year commencing July 1st.

The lake trade still remains inactive and it is reported vessel capacity can be had at almost any price—but no takers—what will develop a little later 'tis hard to tell, but with the time limit narrowing down to nearer cold weather, it looks as though a scramble would develop a little later, unless there is much more coal on the docks than reported. Much irregularity still maintains as to prices, but as near as quotable, the following would represent the market:

F. O. B. Pittsburgh—	
Slack	\$.65@.75
Mine run	1.00@1.15
¾ screened coal	1.20@1.25
1¼ screened coal	1.25.1.35
4-in. block	1.50

At the mines work is spotty, operators producing where they can best meet their requirements, some working, as have the Marianna mines of the Pittsburgh Buffalo Company, full capacity for the past two weeks and others at only two or three days' time a week.

The new tippie of the Meadowlands Coal Company at Arden Mine No. 2 will be in operation next week and anticipate a steady run.

The new mine of the P. C. & Y. Coal Company at Thornburg, on the Pittsburgh, Chartiers and Youghiogheny R. R., will commence operations in about ten days with a capacity of 800 tons. This is a new company—Mr. B. S. Hammel, president—and has a thoroughly modern equipment. In Washington County preparations are being made for resumption of work at several points, that indicate increased production.

The old Castle Shannon coal tippie, at Oak

Station, on the former line of the Pittsburgh and Castle Shannon Railroad, and a landmark for the past forty years, has just been torn down, the mines at that point having been worked out, all irons removed and the workings abandoned. In its day this was one of the most important near Pittsburgh mines.

The Ohio and Monongahela rivers remain at a low stage, and outside of transferring empty coal craft from the Pittsburgh harbor to the upper pools for reloading there is no activity in the river trade.

The coke market continues a little uncertain but better on the whole, though the merchant producers are not yet experiencing the increased activity that the steel-making producers are. The pig iron market was less active the past week, though the sale of a block of 10,000 tons of basic was reported closed in this district.

Furnace coke continues in better demand than foundry and producers are holding stiff for \$1.75 for contract, though small spot lots are sold down to \$1.50 and \$1.60. So far as quotable the market would range as follows:

Prompt furnace	\$1.50
Furnace, July	1.60
Furnace, second half	1.75
Prompt foundry	\$2.00@2.50
Contract foundry	2.20@2.50

News in and Near Pittsburgh.

The Hicks Coal Company's tippie near West Apollo, Pa., and surrounding buildings were burned Monday last involving a loss of \$100,000.

The Pittsburgh Coal Company has declared the usual quarterly dividend of one and one-fourth per cent on the preferred stock, payable July 24 to holders of record July 15.

At a special meeting of the Evans Coal & Coke Company, Connellsville, Pa., the rebuilding of the tippie at plant No. 2 at Evans Station and the purchase of a gasoline haulage system, were authorized. This will entail an expenditure of approximately \$10,000. The work will be started at once.

M. F. McDermott, general sales manager for the Pittsburgh-Buffalo Company, returned from a successful business trip east last Monday, having closed some large tonnage deals, for the coming year. Mr. McDermott is very optimistic as to both home and foreign business for the future.

Coal under 7,000 acres of land in Jefferson County near Stubenville is to be removed by steam shovels instead of by the customary methods of mining. The property, located between the Pennsylvania and the Wabash-Pittsburgh terminal railroads, has been purchased by a syndicate composed of Pittsburgh and Columbus men. Steam shovels by which the earth will be scooped from off the coal are being installed and active operations, it is stated, will be under way within the next two weeks. Twenty-five men and the shovels are expected to do the work of 400 skilled miners.

At a meeting of the stockholders of the Penn Scott Illinois Coal Company, held last week at the office of Attorney H. H. Emmeret, Martinsburg, West Va., the formal organization of the company was affected by the election of the following officers: President, H. H. Emmert; vice-president, W. A. Roush; secretary-treasurer, T. W. Martin. Directors—H. H. Emmert, W. A. Roush, T. W. Martin, C. G. Smith and F. C. Foreman. The company was recently granted a charter under the laws of West Virginia, the authorized capital being \$1,000,000. Much of the stock has been sold, and a substantial sum has been paid in. The company owns 8,000 acres of coal land in Illinois, and it is said that the land is very valuable. The principal office of the company will be in Martinsburg.

Toledo Market.

TOLEDO, OHIO, July 1.—(Special Correspondence.)—There has been no variation in the market since last week. There is some little additional strength, according to some dealers, while others are more pessimistic and do not see anything to feel specially hopeful about. The West Virginia coal is just now carrying everything before it and has the firmest hold on the market, as the Ohio producers are not able to meet the competition very well. There is some little lake movement; indeed, this portion of the trade has shown considerable improvement re-

cently. Steam and domestic are quiet and the threshing season has not yet opened up enough to make any impression. Quotations have changed very little, but list prices are not being very closely maintained.

Pocahontas will be advanced tomorrow to \$2.00. The demand is strong, with a light supply. The scarcity of the better grades of smokeless is due to curtailed production, owing to the fact that there is no market for the consequent fine coal.

	F. O. B.	F. O. B.
Smokeless—	Toledo	Mines
Lump and egg	\$3.45	\$2.00
Mine run	2.70	1.25

Pomeroy is dull, waiting for the threshing season, which will undoubtedly inject more life into the market. Prices are unchanged.

	F. O. B.	F. O. B.
Pomeroy—	Toledo	Mines
Domestic	\$2.60	\$1.60
Egg and nut	2.35	1.35

Hocking movement continues slow and the lake trade is not very active, as the competition of the West Virginia coal is not being very well met.

	F. O. B.	F. O. B.
Hocking—	Toledo	Mines
3-inch lump	2.50	1.50
1¼-inch lump	2.40	1.40
¾-inch lump	2.35	1.30
Egg	2.25	1.25
Nut	2.15	1.15
Mine run	2.10	1.10

The West Virginia better grades are meeting an increased demand, especially for lake shipment. Prices remain the same.

Kanawha Gas—		
¾-inch lump	2.30	1.05
Mine run	2.20	.95

Fairmont—		
1½-inch lump	2.30	1.05
¾-inch lump	2.20	.95
Mine run	2.10	.85

	F. O. B.	F. O. B.
Kanawha Splint—	Toledo	Mines
4-inch lump	\$2.75	\$1.50
2-inch lump	2.65	1.40
¾-inch lump	2.40	1.15
Mine run	2.25	1.00

Kentucky coal is enjoying a little stronger call and some of this coal is going up the lakes. A better demand is expected later next month when the tractor demand is at its height.

	F. O. B.	F. O. B.
Kentucky—	Toledo	Mines
4-inch lump	\$2.75	\$1.50
Egg	2.50	1.25
Nut, pea and slack	open	open

Massillon coal is still slow and prices at rock bottom.

	F. O. B.	F. O. B.
Massillon—	Toledo	Mines
Lump	\$3.25	\$2.50
Washed nut	3.25	2.50

Pittsburgh No. 8 is showing very little strength or activity on this market and prices remain unchanged.

Pittsburgh No. 8—		
1¼-inch lump	2.40	1.40
¾-inch lump	2.20	1.20
Mine run	2.10	1.10

Youghiogheny is slow in demand and prices are being set largely by the buyer. Quotations remain unchanged.

Youghiogheny—		
Mine run	2.45	1.20
¾-inch steam lump	2.55	1.30
Blossburg Smithing—		
Prepared size	3.20	1.75
Lilly smithing, prepared size	3.20	1.75

Cambridge movement is light and prices the same.

	F. O. B.	F. O. B.
Cambridge—	Toledo	Mines
Mine run	\$2.10	\$1.10
¾-inch lump	2.20	1.20
1¼-inch lump	2.40	1.40

Cannel, being a purely domestic coal, is naturally slow at this season. Conditions are about normal for the season and prices are unchanged.

Cannel—		
Kentucky Cannel lump	\$4.60	\$2.75
Pennsylvania Cannel, egg	8.60	2.15
Pennsylvania Cannel, lump	4.20	2.75
Ohio Cannel	3.85	3.00

Toledo Local News.

President Elmer Miller of the Elmer Miller Coal Company was in Columbus this week.

D. A. Vowles, Cincinnati agent of the Elmer Miller Coal Company, and L. C. Brown, the Ohio representative of the same company, were visitors at the home offices in the Nicholas building this week.

C. T. Harther, of the Central States Coal Company, was honored by being elected vice-president of the Michigan, Ohio and Indiana Coal Dealers' Association at its recent meeting. Mr. Harther is one of Toledo's successful and hard working jobbers. He has been in business here but a few years, but by his persistent efforts, strict attendance to business and straightforward methods has won a position near the top in the Toledo trade.

Cincinnati Trade.

Because Consumers Are Beginning to Store Coal, the Demand is Better—Smokeless Is Strong.

CINCINNATI, OHIO, July 1.—(*Special Correspondence*.)—But little change is noted this week in the splint situation, but many of the companies report an improvement. These handle the finest grades of splint. Those who have been selling at lower prices see no improvement. There is an improvement in stocking. Some of the companies report a beginning of storage of splint coal in cellars of users.

The better grade of four-inch lump sells at \$1.25; run of mine at ninety cents to \$1 for future shipment and eighty-five cents for spot delivery, while nut and slack ranges from sixty-five to seventy-five cents. One operator quotes four-inch splint lump at \$1.25 to \$1.50, run of mine seventy-five cents to ninety cents, nut and slack thirty-five to fifty cents with higher and special grades going at better prices. This operator denies that there is any spot price. He says the bidder gets the coal at the first bid.

Miller's Creek may be taken as a sample of the prices of the better grade and better advertised coals. Four-inch lump brings \$2; two and one-half inch, \$1.90; nut and slack, eighty cents, with business dull in all these grades. Miller's Creek coal is moving principally to the lakes and goes into storage there in large tonnage.

Yellow Jacket coal is another product that is moving nicely and smoothly for the reason that the Middle West Company never takes refuge in low prices in dull times or in high prices in greatly prosperous times.

The export demand was felt very strongly at the opening of the week and at the close was pulling hard at the mouth of the mine. The smokeless mines are running on better time generally, and some of them are in the market for smokeless coal. One company wanted 100 cars last week. Jobbers are after smokeless, regardless of whether it is New River or Pocahontas, and are not having much luck. Contracts are being renewed at the prevailing prices.

Other features in the market are a plentiful supply of cars, the evidences of stringency noted earlier having disappeared under the new rules regarding distribution and removal of cars at mine yards. Labor is growing somewhat scarcer but that is not an embarrassment in the splint regions where the rule is now three and four days a week.

Cincinnati Trade News.

O. H. Hedrich, of the O. H. Hedrich & Co., Chicago, paid a visit to the coal men of the city within the past week.

R. S. McVeigh, vice-president of the Island Creek Coal Sales Company, returned this week from an extended trip in the northwest, then went east to New York City.

Ira J. Prugh of the Otto Marmet Coal Company sports a fine past master's jewel bestowed by Cynthia Lodge, F. & A. M., a few days ago on his retirement from the master's chair.

N. V. James, secretary-treasurer of the War Eagle Coal Company, spent most of the week in Cincinnati a guest of friends. He is greatly benefited in health and is slowly improving.

George P. Daniels of the Smokeless Fuel Company, with headquarters in the Union Trust building, returned home Monday from a trip through the north and northwest, and into Canada, extending as far as Nova Scotia. He was on the trip over two weeks.

C. R. Hinsch and J. H. Briscoe, members of the firm of Hinsch & Briscoe, Union Central building, spent the week in a touring car chasing down business in cities and towns all over Ohio. It was a novel and useful method of gaining health, rest and business all at the same time.

E. J. Howe, of the Pocahontas Fuel Company, president of the Cincinnati Coal Exchange, returned home Tuesday after a week at Cedar Point in attendance on the meeting of the M. O. I. convention. Mrs. Howe accompanied her husband on the trip and after the convention they lingered on the lake front for several days.

John M. Wright, accompanied by Mrs. Wright and the children, are at Watch Hill, R. I., enjoying the sea breezes and they will spend the summer there. Mr. Wright is president of the Raleigh Coal & Coke Company and usually spends his summers in his Michigan summer home, but this year he wanted to be in touch with tidewater and watch the exportation of the Raleigh product. He will run down the coast

occasionally to watch the exportation at New York, Roanoke and Newport News.

Among visitors in the city at the end of last week were W. H. Ball, coal and coke agent of the Semet-Solvay Collieries, C. D. Weeks of the Milwaukee Coke & Gas Company, and Quinn Morton of the Imperial Coal Sales Company. They passed through the city returning from the M. O. I. convention and called on connections here.

A. A. Liggett, secretary of the Raleigh Coal & Coke Company, is about his duties after a severe illness of several weeks caused by a fall. A blood clot paralyzed his right ear and eye, and his sight and hearing were badly impaired for a time. Under treatment these are returning slowly and Mr. Liggett is regaining his health and strength.

The yards and tipples of the Reliance Coal & Coke Company below the city are rapidly approaching completion. The new yards will hold a heavy stock and the tipples is a combined rail and river equipment and coal can be loaded either way. While the yard is not yet opened, the company is storing about 30,000 tons for present needs and will later store to the full capacity of the yards.

A party of about fifty malleable iron and gas men of Chicago and vicinity returned through Cincinnati this week, having been guests of the Consolidation Coal Company in the Elkhorn region. The distinguished visitors were inspecting the coal mines and facilities of the Consolidation Company in order to understand the situation there and to learn of the qualities of the products of the company.

Burke H. Keeney, formerly with the Bewley-Darst Company, but late sales manager of the Leitch Collieries, Ltd., handling the Passburg, Alberta, coal, was in Cincinnati this week. He became connected with the Middle West Coal Company Thursday morning and will have charge of the Detroit offices of the company and will handle the Middle West business in that territory. Mr. Keeney is well known among coal dealers of this territory and has many friends all over the country.

The Reliance Iron & Coke Company, which was recently incorporated at Columbus, and which will operate in connection with the Reliance Coal & Coke Company, is at work now, having organized for business the past week. Julius Fleischmann is president; Herbert Black, vice-president and general manager; Charles J. Christie, secretary, and William S. Minor, treasurer and chairman of the board. Mr. Black was formerly connected with the Hickman-Williams Company, iron and steel firm, being sales manager of that firm. The new company will handle the iron and coke production of its connections.

Denver Trade.

DENVER, July 1.—(*Special Correspondence*.)—While the retail business is dull and almost lifeless, operators and jobbers report a very fair business on storage. The former condition is due to the warm weather prevailing in the territory tributary to this market, with only a light demand for threshing coal as an encouraging feature. During the past week especially, and for nearly two weeks, there has been excellent storage bookings. There has been a general tail-end rush on the part of dealers to take advantage of prices before the advance on July 1st. Many operators were already behind on the filling of storage orders and will go over into the new delivery month with many June orders unfilled. This means a steady output for some little time to come.

Nearly all of the lignite mines are shut down this week, and their output will show but little increase until the opening of the sugar factories. There is some inquiry, however, for coal for threshing purposes.

Trinidad is leading the state in tonnage for the week, with Routt second. Mines in the latter district have been making better than full running time. Walsenburg has received its share of storage bookings and will record a heavier output than last week.

Lignite slack is scarce, but there is a moderate surplus of bituminous, especially from Routt county. There seems to be at the present time, not a very strict adherence to any fixed selling price. The range is so irregular that it is next to impossible to line up existing quotations. It is thought, however, that these conditions will soon be adjusted.

Lignite prices f. o. b. mines are as follows: For Denver delivery, lump, \$2.35 to \$2.65; mine

run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For delivery to points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Canon City District—		Lump	Nut
For shipment May and June.....	\$2.50		\$2.00
For shipment July and August.....	2.75		2.25
Add 25 cents to above prices for washed nut.			
Walsenburg District—			
For shipment May and June.....	2.50		2.00
For shipment July and August.....	2.75		2.25
Washed nut 25 cents per ton additional.			
Chestnut, \$1.25 for entire season.			
Trinidad District—			
For shipment May and June.....	2.00		1.75
For shipment July and August.....	2.00		1.75
Routt County District—			
For shipment May and June.....	2.50		2.00
For shipment July and August.....	2.75		2.25
Western Slope District—			
For shipment May and June.....	2.25		....
For shipment July and August.....	2.50		....
From Baldwin, shipments for points east of Denver are 75 cents per ton less than Walsenburg prices.			

The State Coal Company, a co-operative concern operating a lignite mine near Erie for about five years, has been forced into the hands of a receiver on the petition of minority stockholders. They have fought against heavy odds for the past two years, including dissension among the stockholders, a lack of capital and workings partially filled with water. The coal is a splendid grade of lignite.

Indianapolis Trade.

INDIANAPOLIS, IND., July 1.—(*Special Correspondence*.)—Aside from a little increase in the demand for domestic coal there has been no change in the situation in Indiana during the last week. Domestic is stronger but prices are about the same as they were at this time last year. There is a demand among the wheat threshers for domestic coal that is helping to tide the operators and jobbers over a very dull period. Domestic consumers in Indianapolis and the larger cities of the state are beginning to buy for the early fall and winter, but the movement of domestic here is about the same as it has been for the past month. That June, 1915, will not come up to June, 1914, is apparent. There was less steam coal moved into Indianapolis the past month than there was a year ago. Practically every operator seems to have come to the conclusion that the demand for steam coal is not going to increase much until times are better. There are more mines closed down in Indiana than there have been for a number of years and the production is below normal, yet some of the operators are predicting that the demand for steam coal will pick up by September 1 and that it will be better then than it was a year ago. However, there are no signs now of a revival among the industrial concerns, which are large consumers of coal. Contracts are being made now by the operators and jobbers at practically the same quotations that were made last year.

The following prices are being quoted by the Indiana wholesalers:

		F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—			
No. 4 mine run.....	\$1.10@1.20		\$1.60@1.80
Nos. 5 and 6 mine run.....	1.00@1.10		1.50@1.60
No. 4, 1 1/4-inch steam coal.....	1.30@1.40		1.80@1.90
Nos. 5 and 6, 1 1/4-inch steam coal	1.20@1.30		1.70@1.80
No. 4 egg.....	1.30@1.40		1.80@1.90
No. 4 nut.....	1.25@1.30		1.75@1.80
No. 5 egg.....	1.25@1.35		1.75@1.85
No. 4 screenings.....	.85@.90		1.35@1.40
No. 5 and 6 screenings.....	.80@.85		1.30@1.35
Domestic lump.....	1.40@1.50		1.90@2.00
No. 1 washed coal.....	1.75		2.25
No. 2 washed coal.....	1.65		2.15
Brazil block.....	2.00@2.10		2.50@2.60
Southern Indiana Field—			
No. 5 mine run.....	1.00@1.10		
Domestic.....	1.40@1.50		

Frank I. Pearce, former state mine inspector, has issued an interesting statement regarding the coal trade. He deals with the waste in mining, overproduction and competitive conditions which he says must soon come before the people of the country as an urgent problem to be solved. He says that in 1910 there were 182 mines in operation in Indiana employing 21,171 persons. There are 126 Indiana mines now. "The coal operators of Indiana," says Pearce, "together with those of Illinois, through absolute necessity, have at last been forced to seek some relief. Several meetings have been held in Indiana to consider what can be done to alleviate the present deplorable conditions in the coal trade. They deserve to succeed, and will, if they are successful in getting all the facts before the public. The federal government and the state government as well should take some cognizance of the evils of overproduction and ruinous competition in marketing the over-produced product."

Detroit Trade.

DETROIT, MICH., July 1.—(*Special Correspondence*).—Buying continues light in volume both in the steam and domestic coal branches of the local trade. With midsummer, usually a period of sluggish market conditions, here, local shippers see in retrospect unsatisfactory business and in the immediate future no indication of material improvement. Yet optimism is the most noticeable feature of their attitude.

Domestic coal is not bought freely. Many of the retail dealers are delaying the placing of orders for stock which will be needed to supply their fall trade, either, because they feel confident that coal may be obtained at the same price, or, perhaps, cheaper, several weeks hence, or because they are unwilling to have their capital tied up until the time for distribution of the coal to consumers is nearer at hand. Little heed appears to be given the warning of the shippers that the situation may change in such a way as to make deliveries more uncertain, less prompt and, perhaps, more costly.

Consumers of steam coal also are holding off on putting in supplies larger than are necessary for immediate needs. While this in some instances is due to lack of storage space, many of the buyers, who could accommodate larger stocks, are observing the hand-to-mouth plan of purchase. Any improvement in general industrial conditions the shippers believe would be reflected in increased orders for steam coal.

The quantity of coal arriving in Detroit does not greatly exceed the capacity of the market for assimilation, but there are occasional shipments on which prices are below list to effect a speedy sale. Under such conditions West Virginia slack of good quality can be bought for forty cents, run of mine about twenty-five cents higher and three-quarter lump around eighty cents. Quick sale prices on splint lump range from \$1.10 to \$1.20 and on Hocking lump about \$1.35.

The improvement often forecasted for the rail-lake trade is still deferred and the date for its probable development is now set forward to about the middle of July. Considerable demand appeared for tonnage capacity for immediate loading early this week, the shippers desiring to clear tracks at loading ports before the end of the month. The outlook is that many of the freighters which will be available late this week, will be unable to find coal cargoes and will be sent up light.

Business in anthracite is rather dead, the retailers seemingly being reluctant to increase their stocks at present.

Prices in the Detroit market on direct shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$0.95@1.00	\$2.35@2.40
Mine run.....	.75@ .80	2.15@2.20
Slack.....	.40@ .50	1.80@1.90
West Virginia Splint—		
Four-inch lump.....	1.35@1.60	2.75@3.00
Two-inch lump.....	1.10@1.25	2.50@2.65
Three-quarter.....	1.00@1.10	2.40@2.50
Mine run.....	.90@1.00	2.30@2.40
Nut, pea and slack.....	.50@ .75	1.90@2.15
Smokeless—		
Lump and egg.....	1.90	3.50
Nut.....	1.50	3.10
Slack.....	Open	Open
Mine run.....	Open	Open
Kentucky Splint—		
Lump.....	1.20@1.25	2.60@2.65
Egg.....	1.00@1.10	2.40@2.50
Nut, pea and slack.....	Open	Open
Fairmount—		
Three-quarter steam lump.....	.85@ .95	2.25@2.35
Mine run.....	.70@ .80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.35	2.50
Three-quarter lump.....	1.25@1.30	2.40@2.45
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open

Detroit Local News.

W. E. Craig of Amherstburg has sold his retail coal and wood business to his brother, Joel Craig, and will take a vacation to regain his health, which has been failing for some time.

With capital stock of \$14,000, of which \$778.37 is paid in cash and \$13,221.63 in property, the Greenfield Coal & Supply Company has been incorporated in Detroit by Gustave F. Pavis, William E. Streeter, Maude M. Pavis and Clara L. Streeter.

Bids for coal will be received until noon,

July 13, by the board of guardians of the Michigan Industrial Home for Girls, Adrian, Mich., Rolla L. Taylor, treasurer. The supply required is estimated at 2,000 tons more or less of domestic lump and 250 tons or more of chestnut coke. Delivery is to be made on track at the coal house of the home.

Twin Cities Trade.

MINNEAPOLIS and ST. PAUL, July 1.—(*Special Correspondence*).—The advent of July is being looked upon more and more by coal shippers as marking the commencement of a new season. The first three months of the mining year, that is from April 1st to June 30, are the ones of least business and lowest prices. From the beginning of the mid-summer month demand for storage purposes is on the upgrade, and the approach of the threshing season gives indications of a larger business. This year nearly all soft coal sold in this territory was advanced in price. Standard grades of dock soft coal in the lump and stove sizes have been quite generally advanced ten cents a ton, making the new price \$3.40 f. o. b. the docks. This advance in dock prices did not occur with all the companies at the same time. One company put the advance in as early as June 18, while circulars were issued by other companies since that date. Dock run coal and the standard grades of soft coal screenings remain practically unchanged at the former range of prices.

In the Illinois soft coal trade there was an advance in southern Illinois product of ten and fifteen cents a ton. Harrisburg and Carterville coals in the prepared sizes quite generally took the former advance, whereas Franklin county coals took the latter advance, making the circular price for chunks, egg and nut on Franklin county product \$1.50. This was the price that prevailed a year ago with the Franklin county producers, and there is every indication it will be well maintained.

Demand for Illinois coal for domestic purposes increased the latter part of June, but in total volume was about the same as for the corresponding period a year ago.

Prices on all grades of coal sold in this territory are steady, in accordance with the circular prices given herewith.

	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate.....	\$6.60	\$7.80
Egg.....	6.85	8.05
Stove.....	6.85	8.05
Nut.....	7.10	8.30
Pea.....	5.50	6.70
Buckwheat.....	4.00	5.20

During July a discount of twenty cents per ton is allowed on all anthracite except pea and buckwheat, which prices are net.

	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Splint, screened lump and stove....	\$3.40	\$4.36
Splint, dock run.....	3.10	4.06
Hocking, screened lump and stove...	3.40	4.36
Hocking, dock run.....	3.00	3.96
Youghiogheny, gas, lump and stove..	3.40	4.36
Youghiogheny, gas, dock run.....	3.10	4.06
Pittsburgh vein, lump.....	3.40	4.36
Pittsburgh vein, dock run.....	3.00	3.96
Pocahontas, screered lump or egg....	4.75	5.71
Pocahontas screened lump and egg mixed.....	4.50	5.46
Pocahontas, mine-run.....	3.25	4.21
Cannel, lump.....	5.25	6.21
Smithing, bulk.....	4.25	5.21
Smithing, in 100-lb. sacks.....	6.00	6.96
Briquets, anthracite.....	5.00	5.96
Briquets, smokeless.....	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

	\$1.35@1.50	\$3.55@3.70
Southern Illinois chunks.....	\$1.35@1.50	\$3.55@3.70
Southern Illinois egg.....	1.35@1.50	3.55@3.70
Southern Illinois No. 1 nut.....	1.35@1.50	3.55@3.70
Southern Illinois No. 2 nut.....	1.25@1.35	3.45@3.55
Southern Illinois No. 3 nut.....	1.20@1.25	3.40@3.45
Southern Illinois No. 4 nut.....	1.10@1.20	3.30@3.40
Southern Illinois run-of-mine....	1.10@1.25	3.30@3.45
Southern Illinois 2-in. screenings....	.80	3.00

Southern Illinois coal includes Franklin county, Harrisburg and Williamson county.

The M. A. Hanna Coal Company, North Western Fuel Company, and Clarkson Coal & Dock Company, formerly occupying offices in the Pioneer building, St. Paul, are occupying new quarters in the new and commodious Merchants National Bank building in that city. The building was formally opened to occupancy about a week ago, and is the best in St. Paul.

The City Fuel Company, Minneapolis, has been awarded the contract to supply the new postoffice with Purity screenings for the coming year.

William Blankenburg, a leading coal and grain dealer of St. Charles, Minn., passed through Minneapolis this week from a vacation spent at Britain, S. D.

Birmingham Trade.

BIRMINGHAM, ALA., July 1.—(*Special Correspondence*).—The immediate demand for steam coal is at a low point, but the renewing of contracts by the railroads entering this point is an indication that better business is coming and the outlook better than for some time past. Within the past thirty days contracts for over half million tons of steam have been placed. Other railroads entering this city are now considering purchase of the year's supply of steam coal. When all these contracts are made it will furnish a tonnage of over a million tons for this source alone.

From various other sources, which use steam coal, contracts are being signed for either six months or a year's supply. One of the distinct features of Alabama coal trade was the placing of an order for 75,000 tons of Alabama steam coal by the United Fruit Company. The entire supply for a number of years at New Orleans has been coming from Pittsburgh down the Mississippi river. And for Alabama to secure one-half the tonnage is a victory. The coal selected for use is the Black Creek seam of coal and from the Warrior Black Creek Coal Company's mines which are located only a few miles from Birmingham in the upper portion of Jefferson county. The coal will be delivered by rail to the New Orleans Coal Company, which in turn will deliver it to the United Fruit Company. The coal selected is considered among the best to be had in the country. This contract was secured through the energy and work of D. H. Brown & Co.

This means much to the future of Alabama steam coals going to southern points. A thorough try out of this coal was given under the direction of D. H. Brown & Co. and their agents at New Orleans, the New Orleans Coal Company. The following is the analysis of the coal which has proven so efficient from reports by the engineers of the United Fruit Company:

	Per cent
Moisture.....	1.12
Dry Basis—	
Volatile matter.....	30.92
Fixed carbon.....	64.43
Ash.....	4.65
Sulphur.....	1.08
B. T. U.....	14,693

The pit ash showing as low as 5 per cent.

The DeBardeleben Coal Company secured order for 25,000 tons for the United Fruit Company to be delivered at Mobile. This coal is also from Black Creek seam and is known as Sipsey. A tramway will be constructed by the DeBardeleben Coal & Coke Company, formerly the Maryland Coal & Coke Company, from the Sipsey mines to slackwater for connection via the Warrior river barge lines. The mines are only about six miles from slackwater.

The plan has been under consideration with Henry T. DeBardeleben, president of the company, for some time, and the Empire Coal Company, it is stated, is also interested with Mr. DeBardeleben in the construction of a line of some kind to the river.

Either this or next week three barges of the Pratt Consolidated Coal & Iron Company will go down the Warrior river loaded with coal for Mobile. The company for several weeks has been planning to barge about 1,500 tons of coal down the river. In barging the coal down the Warrior to Mobile, the Pratt Consolidated Company will be enabled to find out the exact transportation cost, including the charges at Mobile.

Birmingham industrial men are greatly interested in the fight being made for wharfage facilities at Mobile. The *Ledger*, in Birmingham and *The Register*, in Mobile, have been leading the fight, and already a great deal of interest both here and at Mobile has been aroused.

The following prices prevail:

	F. O. B. Mine	F. O. B. Birmingham
Bibb County Domestic Coal—		
Cahaba fancy lump.....	\$2.10	\$2.40
Cahaba No. 2.....	1.85	2.15
Jefferson County—		
Fancy Steam Pratt.....	1.70	2.10
Run of mine.....	1.15	Frts. rate 30c
Jefferson Seam—		
Mine run.....	1.15@1.25	Frts. rate 30c
Horse Creek mine run.....	.90@1.10	Frts. rate 40c
Carbon Hill lump, Walker Co. domestic, \$1.60 to \$2.00.		
Most all coals based on this classification.		
Shelby County Domestic Coal—		
Montevallo fancy lump, \$2.00 to \$2.25.		Frts. rate 30c.
Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.		

The Westchester Fuel Company of Tuckahoe, N. Y., was incorporated on Monday under the New York state laws, with a capital stock of \$15,000. The following are named as incorporators: Charles M. Randolph of Yonkers, Nicholas W. Hacker of Denville, N. J., and William L. Bowman of New York.

New York Trade.

June Anthracite Movement Considered Very Fair—Better Bituminous Outlook.

Office of THE BLACK DIAMOND,
NEW YORK, July 1.

As is to be expected just at this season of the year, the anthracite coal trade is dull, though not in such bad shape as many in the trade have predicted. In fact, June turned out to be a much better month than was expected earlier in the season. The movement of coal has not been so remarkably heavy for a summer month, but there has been less coal sacrificed than was expected, in view of the very many selling interests now in the trade, as compared with former seasons.

Much credit is due to the companies and individuals for their restriction policy, so well carried out during June. As the result, the markets today are not glutted to any radical extent with unsold coal, unless it be the small steam sizes, and although considerable prepared coal has been sold off circular, and is still obtainable at concessions of twenty-five to thirty-five cents, on some of these low sizes, the aggregate tonnage moving of these concessions is not so very large. Chestnut coal is still a drug, but it is not in such plentiful supply as was the case several weeks ago.

Due to the restriction in production, the buckwheat sizes are not as long as formerly, and prices of these are held more nearly the circular than was the case earlier in the new coal year. At the moment pea coal is very dull, but sacrificing of prices on this size is being saved by the policy of some of the large producers in putting surplus in storage.

Most of the companies have announced a full week's suspension, due to the fourth of July holidays, and this means that practically no coal will be mined from this time until the latter part of next week.

This should find supplies of coal at tidewater very light by that time, and while the demand in the meantime is expected to be very limited, considerable activity may be anticipated by the time general mining is resumed.

The retail trade are not so busy, and throughout the month it is expected that considerable of their equipment will be idle. This trade is expected to drag until towards the end of August, when large users of domestic coal will be returning from the seaside and other summer homes.

The steam size trade is expected to show some improvement from now on, due to the fact that a great many small manufacturing plants around the larger cities, where the anthracite steam coals are popular for steam making purposes, are now beginning to feel the effect of some of the very large war orders that have been placed during the past few months.

The Bituminous Situation

The Atlantic seaboard soft coal trade continues to be very spotty. Some firms note improvement, and all are pretty generally agreed that the contract coals are moving at this time much better than formerly. However, everyone deplores the lack of spot business.

Those few firms that are engaged in exporting coal are finding it difficult to get enough coal to tide to take care of vessels promptly, and also to take care of their domestic business. Some of these shippers, particularly at Hampton Roads, are compelled from time to time to borrow coal from one another to load ships promptly. Both Baltimore and Hampton Roads ports will make new records for June for exports, the total for all the ports estimated at the moment to be well around 1,000,000, or 1,100,000 tons, establishing a new record. For every ton of coal exported it is estimated that from one-fifth to one-fourth ton is taken for bunkers. This means that to export 1,000,000 tons, approximately 1,200,000 tons of coal are taken, and as the bunker coals usually sell at a better price than the cargo coals, the benefit of this trade can be appreciated.

The New England situation is in much better shape. There is a better demand for contract coals from the New River and Pocahontas fields, while some of the shippers of the better grades of Pennsylvania coals that are popular in this territory, are finding the demand much improved. Coal men who have covered the manufacturing section, particularly the machinery territory and those plants that are now manufacturing war munitions, find that practically every available mechanic is engaged, and that these companies are

now beginning to use up their coal piles in a way that will call for early replenishment, or constant shipment to keep them going. Several coal men who studied the New England situation very closely during the past week are very optimistic as to the outlook for the fall months. General business in most all directions seems to be improving, and it is expected that the bituminous coal trade will receive very material benefit by the middle of August, if not before.

The shortage of labor is becoming an absorbing topic for some of the coal producers, particularly those who visit their mines regularly or keep in close communication with their mine managers. Considerable Italian labor is leaving the West Virginia fields, and also the western Pennsylvania regions. Moreover, where a mine is working on short time, miners are given to leaving to seek employment at some of the coke or steel or other manufacturing plants, where they can get full time.

The New York harbor ports are plentifully supplied with low grade coals, which are seeking sale because of being close to demurrage. However, the accumulation of these coals is not as heavy as was the case earlier in the spring. Prices on inferior grades range from \$2.35 up on West Virginia coals, with fair grades of Pennsylvania obtainable at \$2.55 to \$2.60, and good grades at \$2.75 to \$2.80.

The Vessel Situation.

The coastwise vessel situation is not materially changed. Rates are just about firm at recent quotations. There seems to be a serious shortage of small schooners, particularly for loading at Philadelphia to Sound and points east of Boston. For the movement of coal from Hampton Roads and Baltimore to New England points, the supply of vessels at the moment seems to be adequate. For off shore business, vessels seem to be more plentiful, with rates to the Mediterranean and other European ports generally, reduced. They are a trifle firmer to South American ports, though not materially advanced.

Current quotations are as follows:

From Hampton Roads to Boston, seventy-five to eighty-five cents; to the Sound, seventy to eighty cents.

From New York rates to New Haven are thirty cents. New London forty cents and Providence and New Bedford fifty cents; to Boston fifty-five to seventy cents; Portsmouth and Portland, fifty-five to seventy cents; to Bangor, seventy cents. Harbor rates are from eighteen to twenty cents.

Prices on gross tons of bituminous coal are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.95	\$1.35
Medium grades.....	2.60	1.05
Ordinary.....	2.55	1.00
Cambria County—		
Best Miller vein.....	3.00	1.40
Cheaper grades.....	2.60	1.05
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.50	.95
Indiana County—		
Best grade.....	2.80	1.25
Medium grade.....	2.50	.90
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia—		
Ordinary grades.....	2.40	.75
Best gas, ¾-inch lump.....	2.65	1.10
Best grade, run of mine.....	2.65	.90
Gas slack.....		.50@.70

New York Trade Briefs.

W. A. Marshall, of W. A. Marshall & Co., No. 1 Broadway, visited Boston on Wednesday.

J. W. Whiteley, of Whitney & Kemmerer, No. 143 Liberty street, New York, visited Boston on Tuesday.

Frederic Landstreet, general eastern sales agent for the Punxsutawney Coal Mining Company, with Philadelphia headquarters, was in New York on Monday.

J. M. Creighton, the well known coal broker of No. 1 Broadway, leaves today, Thursday, in his eight-cylinder Cadillac for a trip to Meyersdale, in the Somerset county, Pennsylvania, coal region.

Bids were opened on Wednesday, June 23, for 2,700 tons of egg coal by the fire department of the city of New York. There were two bidders. John F. Schmadeke, \$6.16, and Wm. Farrell & Sons, \$6.17.

Newspaper cables on Tuesday stated that Mr. D. A. Thomas, the Welsh coal king, has sailed for America to look after the munition interests of the British government, and he is therefore expected to arrive early in the coming week.

Some of the financial papers in New York on Monday gave as a reason for some activity in Reading stocks, that: "Reading had sold a large quantity of anthracite for export." It is need-

less to say that such a rumor was without foundation.

Four of the lake steamers operated in the interest of the Erie Railroad Company, are said to have been sold to the president of the Staten Island Shipbuilding Company and that they will some time this fall be transferred from the lakes to the Atlantic.

J. M. Leonard, general sales manager of Brothers Valley Coal Company, who went to Cedar Point last week to attend the annual convention of the Michigan-Ohio-Indiana Coal Association, visited several of the western offices of his company before returning east.

Charles Heyl, representing J. Hudson & Co., coal importers and dealers at Bordeaux, is visiting in America. Mr. Heyl is inspecting numerous coal handling appliances now in use in America, with a view of finding something suitable for bunkering and storing purposes at Bordeaux.

Governor Brumbaugh of Pennsylvania announces that he has approved the bill increasing the number of mine inspectors in the first anthracite district from six to nine, and in the second district from five to six. This measure had the backing of the United Mine Workers organization.

J. W. Searles, general sales manager of the Pennsylvania Coal & Coke Corporation, No. 17 Battery Place, leaves on Saturday for a month's vacation. Mr. Searles will go with his family on a trip up to the Great Lakes, returning to a Canadian point where he will spend two or three weeks in fishing.

Archibald McNeil, Jr., and Kenneth McNeil, of Archibald McNeil & Sons Company, wholesale coal dealers of Bridgeport, Conn., and New York, have acquired a controlling interest in the *Bridgeport Standard*, a daily newspaper, the purchase price of which is said to exceed \$110,000. It is said that the McNeils now control three of the four daily newspapers published in Bridgeport.

P. B. Heilner, vice-president of the Lehigh & Wilkes-Barre Coal Company, has started on a vacation trip, which will take in points of interest through the west, terminating at San Francisco, where he will view the exposition. On his return, Mr. Heilner will go through the northwest. This is his first vacation in four years, and he has promised himself and friends that he will take ample time to see all the points of interest from coast to coast.

A recent issue of the Fayetteville (W. Va.) *Journal* states that several large coal operators in the New River and Kanawha field are said to be concerned in a deal now pending, which it is believed will mean the transfer of a lot of coal lands in these two regions to an English syndicate. Interested in this deal are Frank B. Enslow, a well known lawyer of Huntington, W. Va., and W. H. Cunningham, a consulting engineer of the same place. Mr. Enslow was interested in the proposition that was under in the early part of 1914, known as the New Virginia Syndicate, which at that time had up negotiations for the sale of a lot of New River coal properties to an English syndicate.

Due to the increase in its coal tonnage, the Western Maryland Railroad for the fiscal year ending June 30th, will report the largest annual gross revenues in its history. The total receipts from traffic will amount to \$8,630,000, against \$8,267,000 last year, which until this year was the company's largest traffic. This record is said to be due primarily to the new arrangement made with the Consolidation Coal Company under which a part of that company's coal traffic is now carried by the Western Maryland. Since the date of this agreement, traffic has steadily been increasing in volume, and by the end of June the company's gross receipts will be more than \$360,000 ahead of the corresponding twelve months last year. Of the year's increase in gross, nearly \$300,000 will have been contributed by coal traffic, so that it appears that in the last four months the accession of this Consolidation Coal Company traffic has amounted to nearly \$500,000 in the Western Maryland's gross results. The movement of coal and coke since the inception of the new movement has shown an average increase of about twenty-five per cent over the corresponding periods of last year. General merchandise traffic also shows a substantial increase of eighteen per cent, both for the third week and for the three weeks, but passenger receipts have declined about a third as much as the general merchandise receipts have increased. It is estimated that during the next fiscal year receipts from the Consolidation Coal Company's traffic alone will add between \$1,800,000 and \$2,000,000 to the railroad's revenue.

Philadelphia Trade.

Demand Is Increasing as Production Is Curtailed—Piers Crowded With Coal.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, July 1.

Within the last ten days all of the faith of coal men in better prices and better market conditions has strengthened. Here is a summary of the new pegs on which their faith is pinned: The federal employment bureau, in its report, says that positions for 2,000 miners in West Virginia remain unfilled; an abundance of war contracts and sub-contracts have been let to eastern Pennsylvania firms; thousands of miners have returned to their native lands to answer the call of the war departments; railroad conditions show that transportation is likely to be tied in a knot about the middle of September. That is, demand is increasing as production is curtailed.

As to the local trade's actual record: Fairmont slack has been cutting up didoes. The market has a range from thirty-five to forty cents and no strength shown. This is caused by the operators of that section of West Virginia piling up shipments to the east and by the cement mills cutting down on consumption to a ratio in keeping with contract requirements. This market will absorb only a normal amount of this size and when too much is offered the stability in price is bound to give way.

Once again the operators in western Pennsylvania have committed the indiscretion of piling up their coal at the piers rather than have it lie on mine sidings. Port Richmond is sadly crowded with coal that has passed or is dangerously near the demurrage point. Some high grade Somerset and Clearfield coal has changed ownership around eighty to eighty-five cents, a concession of twenty-five to forty cents a ton, to move it. And at that, concessions have not been successful in all instances, and the railways are collecting their toll.

Line business has been off color and the spot market for these sales are practically nil. The only outlet is for bunkering purposes, and while there has been considerable shipping taking coal here, yet this will not take near the surplus that has been put on the piers.

Movement from the Reynoldsville and Punxsutawney district has been mostly west and north, with considerable coal going to Canada for thrasher purposes. Price ranges as quoted are: Slack, eighty-five cents and up; run of mine, \$1.10 to \$1.25; smithing, \$1.25, and screened lump, \$1.25 and up.

Greensburg is still moving in fairly heavy quantity toward Baltimore for export, with the range: \$1.10 for run of mine and \$1.20 for screened.

Quotations on Somerset still are around \$1.30 for best grades, \$1.20 to \$1.25 for medium grades and 85c to 95c for ordinaries.

Not any change has been noted on Western Maryland offerings and the quotations seventy-five to eighty-five cents a ton stand.

Anthracite Situation.

July prices go into effect tomorrow, but whether they can be maintained is another matter. One thing is certain, and that is that the companies are going to hold to them. For the first couple of weeks in June the independents accepted orders at May prices and there is considerable indication that the ten-cent rise in price for July will be again a basis for order getting.

The following prices listed for July are plus the state tax of 2½ per cent:

Lump	\$3.50
Steamboat	3.50
Broken	3.30
Egg	3.55
Stove	3.80
Chestnut	3.95
Pea	2.50
Buckwheat	1.50

While the quotations on pea coal are made at \$2.50, yet there have been concessions made by the companies to a \$2.10 to \$2.25 range. Sales by independents have been made even below this figure. Steam sizes, buckwheat No. 2 and smaller, have also been sold below listed prices. The sizes that have been best taken and are leaders in the anthracite market at the present time are stove and egg.

Retail dealers are said to be shorter on coal at the present time than for months. The reason, so runs the explanation, that cash sales only will bring deliveries in July and August except in rare cases.

At the mines it is reported that three of the companies have shut down for a week to ten days from the first of July. The others and the independents are working on short time. An intimation is given that the report of the Bureau of Anthracite Statistics will show quite a falling off in production as against that of former years for the month of June.

Philadelphia Trade Notes.

Harry Morgan of the Emerson & Morgan Coal Company of Baltimore was a visitor early in the week.

Walter P. Maguire of the Makoma Coal Company of Harrisburg was one of the trade visitors of the week.

Charles A. Owen of the Shade Creek Coal Company, Johnstown, Pa., paid his respects to local acquaintances in the trade this week.

Charles W. Mills of the Climax Coal Company was west this week, his itinerary including a visit to Cincinnati and other points.

W. E. Watson, Jr., of the Rosebud Fuel Company of Fairmont, W. Va., was in this city this week sizing up the eastern steam situation.

J. M. Green, secretary of the Spreckels Sugar Refinery Company, and who is the "yes" man on coal contracts, has returned to his desk after an absence of a couple of weeks.

Plans and specifications have been prepared by the Specialty Engineering Company for a coal trestle 100 feet long to be built in steel, concrete and wood for Isaac Nicholson of Germantown.

Frank M. Ramsey, Jr., of the Glen Brook Coal Company was away this week on a business trip west. While in Cincinnati he will call on his brother-in-law, who is connected with the Island Creek Sales Company forces in that city.

C. C. Gano of the Gano-Moore Company, who has been in South America for four months, has returned to Rio Janiero and, according to a letter received this week, may return home in the next six weeks.

C. P. Burtner of the C. P. Burtner Coal Company of Altoona, Pa., was a business visitor. It is understood that his business has expanded so that he may arrange for an eastern office as an outlet.

A. S. McQueen, Pittsburgh manager for B. Nicoll & Co., and A. Kelly Rothstein were visitors at the local office of that company. Harry Stauffer of the local staff returned from a ten-day visit to Buffalo and Toronto.

H. B. Cornog of the Cortright Coal Company was noted among the piscatorial experts who tantalize the fish of Barnegat Bay. He has taken occasion to declare, however, that the imputation that he caught 178 fish at one sitting is a pure fabrication—nothing more—nothing less.

At the ripe old age of seventy-four, John W. Moyer of Last Creek died at his home last week. He had been employed in executive capacities in anthracite mines the better part of his life. As a contract miner in the early sixties, he was one of the men who made history in the development

Considerable interest has been aroused through the efforts of crude oil men to place their wares on this market as a fuel commodity. Long term contracts are being sought on the plea that boiler room changes would be equalized through long-time use of the product. It is known that three large fuel consumers have seriously considered the change and this is a reason why they have not signed up their coal contracts.

The local newspapers have been offering some dazzling figures from the coal mining sections as to the number of men that have left these sections to return to fight for their fatherland. Mine owners are inclined to dispute the figures given and say that exaggeration has been shown in more than one instance, and prove this by the number of passengers carried on boats to foreign ports.

Eastern Pennsylvania bankers have estimated that the war in Europe has prevented miners in the anthracite regions from shipping nearly \$10,000,000 abroad during the past ten months. The bulk of this money went to Italy, Russia, Greece, Germany, Austria and the Balkan States in times of peace. It is said that the miners in the regions never were better supplied with money, despite the short time they have work, than at present.

Provision has been made by the City Councils for an appropriation of \$80,000 for coal storage equipment at the Queen Lane pumping station. About eighty tons of coal a day are burned at this plant and for years the station has been living from hand to mouth as regards its coal supply. The city has owned a piece of ground

for years on which it has been the intention to place a yard that would have railway connection. The new storage house will have a capacity of about 3,000 tons.

Buffalo Trade.

BUFFALO, N. Y., July 1.—(*Special Correspondence*)—Shipments of anthracite by lake for the past week were on a heavy scale, amounting to 177,100 tons. The feature of these shipments is the quantity of coal and the number of cargoes now going to Duluth-Superior. Thirteen cargoes were recorded for these two ports during the week, or about as many as for all the other ports combined. The shipments cleared as follows: Duluth-Superior, 96,100 tons; Chicago, 47,300; Milwaukee, 21,200; Fort William, 10,300; Port Washington, 1,200; Marinette, 1,000.

Anthracite trade is practically dead, so far as retail demand is concerned and were it not for the lake trade there would be little coal moving in this territory. Dealers could dispose of more coal in a good many cases if they are willing to grant extended credit, but they prefer not to take such action, finding collections slow as it is. A dull period in the near future is being predicted.

Shippers of bituminous are beginning to report a somewhat increased business, though trade is not at all active and the improvement in conditions is so small as scarcely to be noticeable. Concerns which have been taking three cars a week are now taking five in some instances, and other concerns which have for a long time had no need of coal are now placing orders for it. But the supplies of coal coming to market are large, being increased beyond the needs of the situation by the addition of a good deal of consignment coal, shipped here by one or two companies that make a practice of gambling on the market and relying on the extra ability of sales agents to sell the coal before it incurs demurrage charges. The slack market is very weak, with prices down to the lowest point in a good while. Fair quality slack is said to be bringing for spot shipment only fifty to sixty cents above the freight rate, and some predict that the price will be lower before it is higher. Three-quarter coal is also depressed in price.

Coal men see no immediate prospect of better market conditions and expect prices to drag along at the present low level for a number of weeks. The lake trade is disappointingly quiet and not much stir is to be looked for there until another month or so. It is believed that by August 1st conditions will be improved on the lakes.

Buffalo Trade Briefs.

Among local wholesalers of coal lately in Pittsburgh were J. Bert Ross and J. W. Noble.

F. W. Buckalew, sales agent of Whitney & Kemmerer, has returned from a two weeks' wedding trip in the Adirondacks.

Francis Barrington, a former Philadelphian, has taken a position as traveling salesman from the Buffalo office of the Pittsburgh Coal Company.

Francis H. McDonald, a Niagara Falls coal dealer, is completing the erection of a concrete elevator, which will have a capacity of about 1,800 tons.

H. K. Stauffer, representative of B. Nicoll & Co., Pittsburgh, was a visitor to the coal trade here last week. The company will not fill the position left vacant by the death of its salesman, A. M. Brumagim, it is said.

Mrs. Abbie H. Horton, wife of Col. Joseph H. Horton, one of the veteran members of the Buffalo coal trade, died suddenly at the family home on June 27, aged seventy-one years. She had been a resident of this city for thirty years and was born at Worcester, Mass. She leaves a daughter, Mrs. Grosvenor R. Trowbridge.

The county coal contract has been divided between Spaulding & Spaulding, who get the penitentiary award of 2,500 tons, and C. A. and M. Kaiser, who get the county home and hospital of 3,600 tons. The coal was slack and the price is equivalent to \$1.85 on cars. The anthracite contract was dropped, the authorities concluding to use coke instead.

Eugene C. Roberts, Jr., sailed this week from Montreal for England as a lieutenant in the British army, the only American ever to have been given a commission. He expects to be in the trenches in France within a month. While superintendent of the Fairmont mines, Mr. Roberts was a deputy sheriff of the county and was wounded in the face while attempting to arrest a drunken miner.

New England Trade

BOSTON, July 1.—(*Special Correspondence*).—Retail dealers throughout New England report a better demand for anthracite, which is the most encouraging news the wholesale houses have received before in some time. The retailers, especially those operating in Boston, have had mighty hard going because of the indifference of the public household demand. Almost every concern has had large numbers of horses idle, house to house canvasses were made and consumers were flooded with circulars giving reasons why coal bins should be filled. The retail contract market was shot to pieces, competition was so keen, but since retail buying has improved contract prices have stiffened. The usual July 1 advance of twenty-five cents per ton in retail anthracite prices was not announced today, but probably will be next Monday.

The improvement in the household demand for anthracite has been reflected in the wholesale market, the all-rail buying being better. There are, however, some spots where absolutely nothing can be done, notably Attleborough which has suffered much through the depression in the jewelry business. Cargo lots are sold every day in Boston, but the all-rail business seems to hold the center of the stage. At the moment there is a scarcity of egg owing to deliveries on school contracts, etc., all over the country. The local market seems to be long on nut and pea, while the demand for stove just about offsets the supply. At Mystic Wharf, stove and egg have been advanced ten cents per ton to \$6.90 per ton on cars, and nut to \$6.25. Longside Boston Harbor prices are now: Stove and egg, \$5.65; nut, \$5.90; broken, \$5.30@5.40; pea, \$4.05 per ton. Buckwheats are unchanged on a basis of \$1.80 per ton f. o. b. New York for No. 3.

The local contract demand for New River, Pocahontas and other bituminous continues to improve. The Edison Company of Boston has just closed a contract for 175,000 tons of New River nut and slack. The price at which the coal sold and the name of the seller has not been made public as yet. A large tonnage of nut and slack has been sold on contract throughout New England, and in some quarters it is believed that dealers will have difficulty in filling such orders owing to the small available supply. Other large soft coal contracts are still pending, and should be announced within the near future. In the meantime the average sized consumer is in the market each day for reorders, and while some houses are reported as cutting prices, the average dealer is holding firmly to the official price of \$2.85 f. o. b. Hampton Roads for New River and Pocahontas.

Very little spot coal is offered at Mystic Wharf, as practically everything coming forward is on contract. The demand for spot New River and Pocahontas at that point is still light, however, and dealers in order to move lots have to sell at \$3.60 per ton on cars. It is almost impossible to get more than that price. Georges Creek at Mystic is generally held at \$3.90 to \$4 per ton on cars, but practically none has been sold since last reports. The Boston Harbor bunker market is unchanged on a basis of \$4.65 per ton f. o. b. on board and trimmed for New River and Pocahontas. Pennsylvania bituminous continues active and prices are unchanged on a basis of eighty cents to \$1.50 per ton on cars at the mines. Some grades command more than \$1.50 per ton, but comparatively few of these coals are sold in Boston.

Some scarcity of anthracite barge space is reported by shippers using other than big company vessels. Anthracite rates remain unchanged, however, on a basis of fifty to fifty-five cents per ton from New York to Boston. The supply of southern coal space just about offsets the demand and prices are unchanged at seventy-five to eighty cents per ton from Hampton Roads to Boston, and seven to ten cents a ton from Baltimore to Boston.

Masachusetts Gas Companies.

At a recent meeting of the trustees of the Massachusetts Gas Companies, Edward Page was elected vice-president of the New England Coal & Coke Company. At the same meeting the Boston Consolidated Gas Company declared a quarterly dividend of two and one-half per cent, as compared with two per cent for the same period last year; the Citizens Gas Company of Quincy declared one per cent, against one and one-quarter last year; the East Boston Gas Company, two and one-half and one per cent extra, the same as last year, and the Newton & Watertown Gas Company, two and one-half against two last year.

The New England Gas & Coke Company declared an annual dividend of three and one-half per cent; last year the dividend was four and one-half per cent. The New England Coal & Coke Company declared ten per cent and ten per cent extra, against ten per cent and an extra of thirty last year. The Federal Coal & Coke Company declared fifteen per cent, against ten last year, and the Boston Tow Boat, twelve, against ten per cent last year. The J. B. B. Coal Company didn't pay a dividend this year; last year it paid five per cent.

The net earnings of the subsidiary companies for May compared favorably with those for the same month last year, but unfavorably with those for April, this year. The total net earnings for May were \$230,759, as against \$218,502 for the same month last year and \$212,502 for May, 1913. The total net earnings for the eleven months ended May 31 were \$2,422,218; for the same period last year they were \$2,332,997, and in 1913 were \$2,598,434.

Following are the net earnings of the coal department for May and the eleven months ended May 31 in detail, together with comparisons:

May—	1915	1914	1913
N. E. Gas & Coke.....	\$ 36,885	\$ 75,363	\$ 66,268
N. E. Coal.....	66,543	40,733	57,074
Boston Tow	3,804	6,501	2,397
Federal Coal	10,292	4,124	2,655
Total	\$117,526	\$126,723	\$118,395
Eleven mos. ended May 31—			
N. E. Gas & Coke.....	\$558,305	\$ 735,126	\$ 754,727
N. E. Coal.....	256,471	216,963	298,056
Federal Coal	99,090	63,157	19,850
Boston Tow	49,090	33,797	48,635
Total	\$963,320	\$1,049,044	\$1,121,268

Baltimore Trade.

BALTIMORE, July 1.—(*Special Correspondence*).—With all ports records for foreign movement smashed by the June record of export cargo coal loaded here some Baltimore coal men at least, who are sharing in this immense business, have reason for congratulation. That the total will show more than 300,000 tons loaded here for export when the official figures are announced is confidently expected. The past week saw a movement of nearly 80,000 tons for the six-day working period. Many vessels are now afloat, also, for coal loading here, and the past week saw the announcement of another big batch of charters, especially for Italian delivery. Prospects are, therefore, that the heavy trade will continue some time at least.

Coal men who have recently returned from trips to the mining regions of West Virginia, western Maryland and Pennsylvania have more or less conflicting stories to tell. On the one hand is found reports that those mines sharing in the output of export coal are working quite heavily, and that others are profiting by a growing call for fuel from the northwest, while on the other hand come stories of continued low prices and offerings of fuel at almost sacrificial rates at times. That there is some betterment, however, is evident from the fact that a number of mining properties are reporting full time or increased activity.

Times are quiet with the anthracite handlers here. There is little or nothing doing along the line of steam sizes. Considerable business is on the books, of course, but little is developing just now. There is some little call for smaller sizes, and some for storage for next winter, but the bulk of the remaining demand to fill the situation here will not develop for several weeks at least.

But little real change has come in soft coal prices for the past three weeks. The rates are about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.85@ .95	\$2.28@2.38
Run of mine.....	.75@ .80	2.18@2.23
Slack .....	.45@ .55	1.88@1.98
Somerset—		
Best	1.25	2.43
Good	1.10	2.28
W. M. R. R.—		
Freeport .....	.80	1.98
B. & O.—		
Freeport .....	.80	1.98
P. R. R.—		
Best South Fork	1.40	2.58
Miller Vein	1.15	2.83
Cherry .....	.95@1.00	2.13@2.18

Baltimore Trade Notes.

The Maryland Coal Company mines at Wendell, W. Va., are now reported working full time.

The effect of heavy purchasing for export is reflected in properties that are handling

product for that end of the trade. Elk Horn Fuel Company stock is now very active, apparently partly on such prospects.

The demand by foreign carriers for bunker use is growing steadily. Last week such vessels bought 13,248 tons.

The Davis Coal & Coke Company is remodeling the old Barton mine near Franklin, Md., preparatory to reopening the property.

It is understood that D. A. Thomas, English coal magnate, now on his way to this side as purchasing agent for the Allies, is to include this city in his trip. When here before he had several consultations with officials of the Consolidation Coal Company.

Pilotage Rates at Mobile.

In order to place the port of Mobile on an equal footing with competing ports on the Atlantic coast in the handling of bunker coal the Mobile Bar Pilots' Association have adopted resolutions reducing the rates for vessels coming into port only for coal to a sum equal to those prevailing on the Atlantic coast, although the service rendered is considerably greater. This action is a development of the opening of the Warrior river, making possible the establishment of a cheap coaling depot at Mobile.

The resolutions adopted by the association follow:

Resolutions unanimously adopted by the board of directors of Mobile Bay and Bar Pilots' Association on June 14, 1915:

"Whereas, The opening up of the Warrior river to all year navigation by the completion of Lock 17 makes possible the establishment of a cheap coaling depot at Mobile, a possibility which has not heretofore existed; and

Whereas, At competing ports on the Atlantic coast, notably Norfolk, Va., pilotage rates on vessels taking only bunker coal are lower than the ordinary pilotage rates; and

"Whereas, It is the desire of this organization to place Mobile on an equal footing with Norfolk, insofar as concerns the handling of bunker and cargo coal, although the pilotage here is much longer than at Norfolk; therefore, be it

"Resolved, That the Mobile Bay and Bar Pilots' Association does hereby reduce the pilotage rates on vessels calling only for bunker coals and on vessels substantially all of whose cargo is coal, to the rates now applicable under the laws and practice governing the Virginia ports with respect to such vessels. It is the intent and purpose hereof to place Mobile on exactly an equal footing with Norfolk and other Virginia ports insofar as concerns the charge for pilotage on ships calling for bunker coals and on ships whose cargo is substantially all coal.

"Resolved further, That the officers of this association do ascertain the exact rates applicable under the foregoing clause of this resolution and take such steps as may be necessary to put the same in force.

"Resolved further, That the president of this association be, and he hereby is, instructed to take the steps necessary to present to the legislature at its approaching session a bill or bills establishing as a matter of law the pilotage rates hereinabove authorized, and to that end that he cause to be drawn appropriate bills, and have the same presented to the senator and representatives from Mobile county.

"Resolved further, That this action be given full publicity that all may know that this association will do all that it can for the development of Mobile as a coaling port."

The state public utilities commission has denied the petition of the Victor-American and nine other southern operators to intervene in the order establishing lower coal rates from western slope points, effective August 1st. The commission will, however, hear the petition of the Colorado & Southern Railroad on July 13, maintaining that the same rates are confiscatory and unwarranted. The operators will, it is said, assist the railroad in fighting the reduction.

One of the large concerns near Buffalo that is busy with filling war orders is the American Locomotive Company's plant at Dunkirk. About 700 men are employed in the manufacture of shrapnel and it is expected that this number will be increased to 1,000. The Lackawanna Steel Company is turning out steel billets for making shrapnel and is said also to have an order for 6,000 tons of rails for the Cuban Railway.

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Making a Bigger Profit by Buying Coal Properly.

Scientific or near scientific buying as a source of profit for the retail coal dealers has not been considered as seriously as it might be. At least, there is still room for vast improvement. It is the purpose of this article to discuss this question and to suggest some of the possibilities.

The first thing to do, of course, is to buy something that will sell. The retailer does not buy coal merely to fill his empty space. He buys to satisfy a known or anticipated demand. He has, therefore, practically nothing to do with the selection of the coals which he is going to handle. This is predetermined by the demands of his trade. Right there, the question is raised: "How can a retailer know what his trade wants?" I am going to answer that question because it is the cause of so much needless confusion.

Stores like Marshall Field & Co. have a way of judging accurately the public taste. They buy a small lot of a given kind of goods and try them out. If the first lot moves rapidly, a second is bought. The rule with such stores is: "Small lots, small risk and quick turnover or the abandonment of that line."

However, Field & Co. and other such stores must have a big assortment of goods. They do not deal principally in those staples which do not change from year to year; on the contrary, practically everything they handle changes with the styles. Therefore, they must move cautiously on everything they handle.

The Unchanging Coal Demand.

The retail coal merchant is in different business. The people do not follow the fashion in coal. Rather, they stick to one kind for years. It is said truly that the average householder is as firmly rooted to the kind of coal he uses as he is to the location in which he lives. Therefore, the problem of "feeling the pulse of the trade" is not a difficult one for the retail coal man. The only customers about whom he should have any doubt are the new ones or those who have moved but recently into his selling zone.

When to Buy.

With the major problem of "what to buy" settled by the habits of the buyers, the next question becomes "When shall I buy?" The old truism in merchandising is to "buy low and sell high." The retail coal trade has converted this into: "Buy when you need it and sell for pretty nearly anything your competitor suggests." Between those two policies there is room to sail the ship of state with the royals and the spankers set. That is, there is about all the room there is. One policy gets some place that is definite. The other policy heads no place at all and hence never gets anywhere.

As a matter of fact, there is a time when every coal is at the low water mark for the year. There is anthracite, for example. It is lowest in April and advances steadily until September, when the price holds steady for the winter. The time to buy anthracite is in April and May.

Smokeless coal has two prices—summer and winter. The lump and egg begins low in April and moves up rapidly until July, when it is at top figure. The time to buy it is in April and May. At latest, it should be bought in June. The mine run stays at one price from April to August. This coal can be bought in July, under present conditions, to best advantage.

The point in consideration here is: The retailer wants to buy his coal at the lowest price and yet carry it the least possible time before he sells it again. Thus he gets the lowest price on anthracite and on smokeless prepared coal by buying in April and May and by holding it until October or November. But

By E. H. Irwin.*

Buying Low, Selling High, and Playing for a Quick Turnover Gives an Opportunity to Turn a Losing Business Into a Profit.

since the smokeless mine run does not change price in four months, the best possible policy is to buy it in the last month of the low price—July—and thus have the minimum hold or until October and November.

Buying Bituminous Coal.

Bituminous coal presents another problem. It has no regular schedule of prices. It is altogether a hit and miss proposition. Under ordinary circumstances, the supply is always greater than any possible demand. The only things that cause its prices to change are some present disruption of conditions or some expected disruption.

While that is true, it also is a fact that these actual or expected disruptions come around with remarkable regularity. One or the other gives some strength to the bituminous trade at certain periods each year. Thus there is nearly as much regularity to the bituminous coal seasons as there is to those of any other kinds of coal.

Experience proves, in fact, that the lowest prices on bituminous coal are quoted in June, July and the first half of August. The time, then, to buy bituminous coal at the lowest price is in those months. However, there is a secondary period of inaction in bituminous coal. A survey of the market for the last twenty-five years shows that a period of low prices comes regularly in December. Always it lasts for fifteen days. Sometimes it lasts longer.

Therefore, the program of the progressive retailer should be to buy enough bituminous in summer to carry him through until December and to buy enough in December to carry him through until March. The buying period—or the one when prices are lowest—in bituminous coal is thus split into two sections.

This presents a striking fact. The retailer can get, in the off season, a lower price on his bituminous coal than on any other. He can carry it a shorter period before he gets a "turn over" than he can any other. He can, when he has had the "turn over," renew his supply at bargain prices. Thus a retailer can buy bituminous to better advantage than any other kind of coal.

Matters of Policy.

There are several reasons why this early purchasing is advisable, aside from the question of making a bigger profit.

First. Relatively only a few of the better retailers can buy ahead of time. The others have not the money to pay cash nor the standing that would give them credit. The better dealer thus gets an edge on his competitor.

Second. Cars are always shortest at the time when the movement of coal to the householder is heaviest. The fact of the heavy movement from mines to yards explains this in part. The fact that farm produce is moving at that time explains it in another part. The fact that the railroads "borrow" and do not return more cars at that time than any other is still another good reason. By having a supply on hand, the retailer avoids the annoyances and dangers of a car shortage. Coal shipped during the summer months arrives in much better condition and can be handled more economically than later when it is liable to be filled with snow or frozen solid in the car, and there is not the danger of pilfering in July that there is in zero weather.

Third. Ordering the coal early assures that

it will be on hand when the demand is the biggest. It assures that the retailer will have something to sell when the buyers want it.

These three considerations decide that it will be "good policy" for the retailer to buy his coal early. This, of course, provided that he has the money with which to pay for it and the space in which to store it.

Measuring the Profit.

But, these things, important as they are, do not decide that the dealer is going to make money out of the coal that he buys early. That is one question to which careful attention must be given.

In the territory embracing the middle western states, it is conservative and perhaps fair to say that the average cost of western bituminous coal to the retailer is \$4.00 a ton. In the months of June, July and part of August, this coal can be had for at least seventy-five cents a ton less than the fall price. Thus the dealer by buying in the low-priced months can save at least twenty per cent of the purchase price of his coal. Twenty per cent would be a big profit on money invested in coal if the investment were carried a year. But it is not carried, on the average, more than four months. To get the yearly interest rate, we have to multiply the 20 per cent by three, which makes sixty per cent.

The return on the money invested in bituminous coal is larger than in any other for two reasons:

First. The summer discount on bituminous coal per ton is larger than on any other.

Second. The money is tied up a shorter time than is the case on any other grade of coal.

What is true of bituminous coal is true, in a measure, of semi-bituminous or smokeless and anthracite. The possible saving on anthracite is fifty cents a ton. The average selling price to the retailer in the middle western states is \$7.50. Therefore, if he saves fifty cents a ton, he makes a saving of approximately seven per cent. I venture to say that this is more than the average retailer makes yearly on the money tied up in his business. I know of one good retailer, located in a prosperous territory, who has earned for four or five years only one and one-half per cent.

However, the retailer makes this seven per cent for the time that his money is tied up. We will say that he buys his anthracite in April and delivers it in October. He has held the coal for six months and, therefore, the saving is not seven per cent but fourteen. There is no coal retailer of whom I know who makes fourteen per cent on his money.

My estimate is that the average cost of smokeless lump and egg coal to the dealer, in the territory here under consideration, is \$5.50 a ton. By buying this coal in April or May, he can save anywhere from forty to sixty-five cents a ton. We will say, on the average, that he can save fifty cents a ton. That is about nine per cent on his money. At the outside, he will have to carry this coal only six months, so that the nine per cent in six months becomes eighteen per cent on an annual basis. There is no retailer of whom I know who can make eighteen per cent in any other way—at least out of the retail coal business.

The average cost of smokeless mine run is, in the territory under consideration, probably \$4.50. The saving which it is possible to make on this coal is fifteen cents a ton or twenty-five cents a ton at the outside. The saving to be made on this coal is, therefore, about six per cent. However, if the retailer does not buy this coal until July and moves it out of his yard in October, he is carrying the coal only three months. Therefore, he gets six per cent for three months, or, on the average, about

(Concluded on page 29.)

*Of the O'Gara Coal Co.

Exact Figures Turn Expected Profit to Loss.

Two months ago, Ed Klinenberg of the Peoples Fuel & Supply Company of Chicago, would have taken oath that he was making money out of his retail anthracite business. He had a margin between his selling price and his cost of coal which he was sure would far more than cover every cent of expense. Also he had reason to believe that by virtue of a given arrangement, he could make a profit twenty-five cents a ton larger than that which most retailers get.

But, to make doubly sure, he called in an auditor who went over the records carefully placed upon his books. This auditor charged against the cost of doing business every cent of expense that had been entailed. When this had been done, instead of making a good profit on anthracite and twenty-five cents besides, Mr. Klinenberg found that he had thrown away his twenty-five cent advantage and, in addition, had lost one and one-half cents a ton.

This means, when applied to the retail business generally, that some dealers think they are making money on anthracite while charging current prices. Instead, they are losing from twenty-five to thirty cents a ton.

The same thing applies to other grades of coal, of course. It is true that, in other departments, Mr. Klinenberg did not lose money. But it is also true that he did not make anything like the amount that he supposed he was making. The facts in the case, when actually revealed by the auditor's statement, were astounding.

Now Mr. Klinenberg permits the printing of the auditor's report to him, not because he cares to disclose the private affairs of his own business but because he wants to impress upon the other retail dealers that they do not know how they stand. He is candid to show that they are not making the money they think they are unless they have accurate accounting and unless they employ an auditor now and then to go over their books.

The statement made to Mr. Klinenberg by Frank J. Ross, public auditor and accountant, is as follows:

"In accordance with your request I have compiled a statement of the business transacted by your company for the year ended March 31, 1915, showing in detail the selling price, cost of sales, gross profit, expense, and net profit or loss per ton of the various commodities handled during the year.

"The sales tonnage used as a basis for compiling this statement is summarized as follows:

	Tons.
Anthracite sales.....	7,102
Bituminous sales.....	9,508
Wholesale coal sales.....	4,362
Ice sales.....	10,700
Miscellaneous sales.....	434 1/2
Total sales tonnage.....	32,106 1/2

Anthracite Coal.

"The anthracite coal business transacted for the year shows that 7,102 tons of coal was sold at a net loss of about one and four-fifths cents per ton, making a net loss for the year of \$152.92.

Anthracite sales (7,102 tons).....	\$52,475.34
Cost of coal.....	48,240.51
Gross profit on sales.....	\$ 4,234.83
Special consideration.....	1,874.26
Gross profit on trading.....	\$6,109.09
Operating expense.....	2,484.79
Selling expense.....	703.14
Office and miscellaneous expense.....	3,074.08
Total expenses on anthracite.....	6,262.01

Net loss on anthracite.....	\$ 152.92
Sales price, per ton.....	\$7.38 4/5
Cost of coal, per ton.....	6.79 1/5
Gross profit, per ton.....	.59 3/5
Special consideration, per ton.....	.26 2/5
Gross profit on trading, per ton.....	.86
Operating expense, per ton.....	.35
Selling expense, per ton.....	.09 4/5
Miscellaneous expense, per ton.....	.43
Total expenses, per ton.....	.87 4/5
Net loss, per ton.....	.01 4/5

Bituminous Coal.

"The net profits on the bituminous coal sales of 9,508 tons amount to \$4,020.80, a net earning of about forty-two and four-fifths cents per ton. The net profits on the bituminous coal sales are eighty-five per cent of the total net profits on the trading done for the year. The following is a brief summary of the bituminous coal business transacted:

Bituminous coal sales (tonnage, 9,508).....	\$43,499.73
Cost of coal.....	31,379.34
Gross profit on sales.....	\$12,120.39
Allowances and discounts.....	296.32
Gross profit on trading.....	\$12,416.71
Operating expense.....	3,335.71
Selling expense.....	942.23
Office and miscellaneous expenses.....	4,117.97
Total expenses on bituminous.....	8,395.91

Net profit on bituminous.....	\$4,020.80
Sales price, per ton.....	\$4.57 1/2
Cost of coal, per ton.....	3.30
Gross profit, per ton.....	1.27 1/2
Discounts, per ton.....	.03
Gross profit on trading, per ton of bituminous.....	1.30 1/2
Operating expense, per ton.....	.35
Selling expense, per ton.....	.09 4/5
Miscellaneous expenses, per ton.....	.43
Total expenses, per ton.....	.87 4/5
Net profit, per ton.....	.42 4/5

"The ice business transacted for the year ended March 31, 1915, shows that 10,700 tons of ice were sold at a net profit of about one and two-fifths cents per ton, amounting to a net profit of \$114.29. The attached schedule shows that the operating expense on the ice sales is two cents greater than on coal sales. The following summary briefly sets forth the ice business transacted:

Ice sales (tonnage, 10,700).....	\$31,800.48
Cost of ice.....	22,670.53
Gross profit on sales.....	\$ 9,129.95
Allowances and discounts.....	629.69
Gross profit on trading.....	\$9,759.64
Operating expense.....	3,952.75
Selling expense.....	1,059.42
Office and miscellaneous expenses.....	4,633.18
Total expenses on ice.....	9,645.35

Net profits on ice.....	\$ 114.29
Sales price, per ton.....	\$2.97 1/5
Cost price, per ton.....	2.12
Gross profit, per ton.....	.85 1/5
Discounts, per ton.....	.05 4/5
Gross profit on trading, per ton.....	.91 1/5
Operating expense, per ton.....	.37
Selling expense, per ton.....	.09 4/5
Office and miscellaneous expenses, per ton.....	.43
Total expenses, per ton.....	.89 4/5
Net profit, per ton.....	.01 2/5

"The wholesale coal business is not treated here because it is not germane. The report continues:

Some Figures on Anthracite Output.

At the convention at Wilmington of the Pennsylvania Retail Coal Merchants' Association, Charles Enzian, mining engineer of the Bureau of Mines, delivered an address on anthracite in connection with the presentation of the moving pictures of the mines.

Part of it was explanatory of the pictures presented, but the forefront of it had to do with the statistics of the anthracite trade. These are grouped in a way that is not common. What he had to say on that phase of the subject was as follows:

"The history of the discovery of anthracite no doubt is familiar to every one connected with the industry. The Indian tribes of the Wyoming and Lackawanna Valleys had discovered the existence of "stone coal" many years before that region first attracted the attention of the white settlers. A narrative history of the region, the development of the first mine, the formation of the first company, the building of canals and railroads and many other changes brought about by the industry that has become of such tremendous importance to the prosperity of northeastern Pennsylvania and of the nation, abounds in epochs of absorbing interest.

"Illustrative of the economical importance of the anthracite mining industry, I quote from statistics compiled by Mr. E. W. Parker, statistician of the United States Geological Survey. During 1913 the total production of coal in the United States was 570,000,000 tons; of this total production, 91,500,000 tons were anthracite—about one-sixth of the bulk. The total value of all the coal mined in the country during the same year was \$760,000,000; of this value anthracite represents \$195,000,000, or more than one-fourth of the total. Since 1807 there has been mined 7,398,000,000 tons of bituminous and 2,447,000,000 tons of anthracite. On a comparative basis, using the average value for 1913, it will be noted that anthracite represents sixty per cent of the value of all the coal mined in the United States, which at the end of 1913 reached the enormous quantity of

Miscellaneous Sales.

"The miscellaneous sale of coke, hay, oats, corn, and wood show that on a sales tonnage of 434 1/2 tons a net profit of \$551.66 was realized, averaging a net profit of \$1.22 1/5 per ton as shown in the following summary:

Miscellaneous sales (tonnage, 434 1/2).....	\$5,342.24
Cost of miscellaneous merchandise.....	4,584.22
Gross profit on sales.....	\$ 758.02
Allowances and discounts.....	95.76
Gross profits on trading.....	\$853.78
Operating expense.....	78.65
Selling expense.....	38.48
Office and miscellaneous expenses.....	184.99
Total expenses on miscellaneous.....	302.12

Net profits on miscellaneous.....	\$551.66
Selling price, per ton.....	\$12.29 2/5
Cost price, per ton.....	10.55
Gross profit, per ton.....	1.74 2/5
Discounts, per ton.....	.19
Gross profit on trading, per ton.....	1.93 1/5
Operating expense, per ton.....	.18 1/5
Selling expense, per ton.....	.09 4/5
Miscellaneous expenses, per ton.....	.43
Total expenses, per ton.....	.71
Net profits, per ton.....	1.22 1/5

"The total sales tonnage handled during the year was 32,106 1/2 tons, the average selling price of same being \$4.37 4/5 per ton, or \$140,557.97, the cost price of same being fifty-three and four-fifths cents per ton, creating an average gross profit on the sales of about eighty-four cents, or \$26,981.65. The allowances and discounts on this sales tonnage of 32,106 1/2 tons was nine cents per ton or \$2,896.03, which added to the gross profit on the sales, makes the gross profit on trading ninety-three cents per ton or \$29,877.68.

"The operating expense on the sales tonnage averaged thirty and four-fifths cents per ton or \$9,857.92. The selling expense averaged eight and one-half cents per ton or \$2,743.27, and the office and miscellaneous overhead expense averaged thirty-nine cents or \$12,542.04, making the average total expense per sales ton of seventy-eight and two-fifths cents or \$25,143.23.

"The average gross profit on trading being ninety-three cents per ton or \$29,877.68, and the average total expense being seventy-two and two-fifths cents per ton, or \$25,143.23, making the net (clear) profit of fourteen and three-fifths cents per sales ton, or \$4,734.45 net profit on trading for the year."

9,844,000,000 tons. It may be of further interest to note that in 1913, which is perhaps a representative year, the State of Pennsylvania had a total production of over 265,000,000 tons, anthracite and bituminous combined, or forty-six per cent of the coal mined in the United States. It is estimated that in 1913 the United States produced 39.5 per cent of the world's production of coal.

"Sales organizations bear an important relation to the economical mining and the perpetuation of a national resource, not inexhaustible and never to be replenished when the present deposits have been depleted. In this movement the Federal Bureau of Mines, with the limited funds appropriated for its work, has taken a deep interest during its five years existence, and through the splendid co-operation of the miners and operators has accomplished most gratifying results. The bureau is most vitally interested in the safeguarding of the lives of the mine workers, and from investigations and experiments has been able to render a most helpful service to the public and the nation."

Up to June 6th a total of \$4,000,000 in tolls was collected for the use of the Panama Canal since the opening of the canal last fall. During April the tolls for the first time were greater than the cost of operating and maintenance of the canal by \$84,102, a total for the month being \$442,415, and the cost of operation \$358,303. The cost of operation was less in April than in any month since the opening of the canal. The reduction in operating expenses was due largely to diminished dredging operations.

E. D. Carr, at one time sales manager of the old Columbus & Hocking Coal & Iron Company, and afterwards connected with several local coal concerns, has taken a position as assistant sales manager of the Hickory Ash Coal Company, Wellston, Ohio. For a year or more past he has been in another line of business.

The Coal Company's Trouble Man.

PHILADELPHIA, May 13.—(*Special Correspondence*).—In the days when the electric light plants were in their infancy a set of men found new jobs. They were "trouble shooters." Their labor was to get to places of trouble "just as quick as the Lord would let 'em."

One of the new things connected with coal sales is a "trouble shooter." The particular "trouble shooter" who inspires this article has been in the employ of a West Virginia coal company for over a quarter of a century. An officer of his company told the writer that, conservatively, he had saved them the loss of thousands of dollars worth of business every year.

"Not alone that," this man continued, "but he has saved the blame that might fall on other shoulders from carrying a sting."

This man knows coal. He dived into the bowels of the earth for it for years. Afterward he fired the boilers at the company's plant. His was the school of hard knocks. All kinds of conditions were met in gaining the greatest energy from the coal. He was observant and he remembered what he observed.

There came a time when a big contract that was held by his company was in danger because the coal was not coming up to the point of efficiency that had been guaranteed in the contract. The sales force was at its wits' end to know where and why the coal was failing in its task.

One of the heads of this organization is a man that knows a thousand and one of his employes. He declared that if anyone could find where the coal was "falling down," our friend at the boilers could.

He took the man away from the boilers and told him exactly the situation confronting the company and proposed that he should ferret out the "monkey wrench that was disturbing the machinery." His report was:

"Well, I guess you won't have any more trouble with that coal. I found that the drafts were clogged up and there wasn't enough suction behind the boilers to draw milk out of a baby's bottle. We rigged it up so as to give her about two inches more leeway and you ought to have seen the steam hitting the high spots on the gauge."

A complete report of examination and deduction by an efficiency engineer would have dwelt on a dozen and one things that this "trouble shooter" found. But his way of expressing it was to tell of the great condition and smooth out the little ones without comment. Today the owner of the self-same plant where the "trouble shooter" made his debut into his own particular line of work would gladly pay his expenses and a goodly "bit" beside whenever the boiler room efficiency is falling below what he reckons to be right.

The coal company does a considerable amount of business in the southern states. Here, where the retailers are not as numerous as in the north, the business is done direct with corporations requiring coal. Here also is found the lower strata of boiler room men. To use one man's expression: "In the north the fireman considers his work as employment; in the south it is only—a job."

One day a long letter came from a cotton factory declaring that of all the coals that this plant had used in years, that on supply and from the beginning of the season was the worst ever.

By this time the "trouble shooter" had been "on the job" for several trips and he was dispatched to the scene of complaint. Here was a pretty pickle. The coal looked good and was good. All things about the boiler room section of the plant looked to be up to the mark, well kept and better than the ordinary. It took a day or two and finally the test that the old mine fireman applied worked out.

The flues of the plant were so corroded and stuffed with soot that it was a wonder that any fire below would burn red.

Here was another case from the south that he straightened out. This time it was reported that the coal was running "good and bad." The trouble shooter spent three or four days about the plant in question and finally there came a morning when the steam was surely insufficient to drive the load of machinery that it was supposed to. Another morning and a like condition. Then Mr. Trouble Shooter went sleuthing. He found that the steam on these two mornings had been turned into a huge dye vat and over half the generation was being side-tracked to that department of the works instead of running the machinery, as had been expected. It was *not* the coal; it was expecting the impossible.

So much for the mechanical side of this man's employment. His labors do not cease there. A demand came for the cancellation of a contract from a southern mill one year with no explanation. Off our friend was started to the scene of action. The trouble again was that the coal was below the grade that had been represented.

A visit to the engine room of the plant put him on the scent of "what was what" right away. The stuff that was being run upon the grates in the fire box certainly was not the run of mine coal that had been shipped from the mines of the company for which he worked. He pinned the superintendent of the plant down to fact and elicited the information that coal was being screened and the large pieces were being sold to the employees at regular retail rates. The superintendent was surprised beyond measure when he learned that the fine coal placed under the boilers was burning in the natural manner of fine coal without giving the heat efficiency that he wanted.

Numerous cases he has run to ground where he has been called upon to show that a piece of slate picked out from a car of coal did not at all represent decent grounds for a kick. One occasion was the receipt of several bricks that one buyer found in his coal. He wanted to know if the coal company "had taken the means of loading a car with broken brick to cheat him out of coal." He was a much surprised business man to know that the object of his complaint had been used by a lot of boys in his own home town as missiles with which to peg coal cars.

All coal men have "kicks" coming in daily and some of these above may sound like some of their own. The outstanding difference, however, is that the selling force of the coal company referred to believe that a satisfied customer is an

asset and that every complaint should be investigated and cared for if the business is "to be held."

Is it possible then to improve on the system outlined in this case? My informant offered an answer in a shape that may cause comment.

"There will be a new addition to the selling force of big coal companies one of these days in the form of an efficiency engineer. In our case we have followed up the question from the obverse angle. We have waited for a complaint before we took action. In other words, we have assumed that all plants are up to the mark unless we get a complaint. It is on a par with believing a man innocent until he is proved guilty."

"I really believe that were coal not as cheap as sand—cheaper in some instances—and we had to pay the price for it that the folks in Italy do today, we would find manufacturers and corporations paying more attention to their boiler rooms. Instead of that, they fish around for some coal 'they like better,' or some coal 'that suits our purpose better,' without taking a peep at their own local conditions that may be retarding efficiency."

"Why not, then, if they place the burden on the coal man and demand that he should show them wherein they err, have a man thoroughly expert and fully equipped to find the cause of the buyers' dissatisfaction?"

"It is a trade or a profession wherein a man to handle it, I will admit, must be born and not made. I have told you about our man. He is as plain as an old shoe. He is probably the last man you would pick out of a crowd. But he sure does know coal and boilers, firing and firemen."

"Were we looking for a man to fill his shoes tomorrow, it would not be the book-read student, nor perhaps the efficiency engineer, but one of his kind, a mine fireman with brains. And you can say for me that I believe that there is a greater field than some of the firemen at the mines know of lying right before them if they only knew it."

Taxing Premium Plans Out of Existence.

One of the mooted legal questions of the day is the legality of the present campaign to tax all manner of premium schemes out of existence. Readers of trade papers know that this campaign has broken out in various States of the Union, and is now being vigorously waged.

It takes either of two forms. The first is such a law as Colorado has just passed, flatly forbidding all manner of gift enterprises, and the second is a law making everybody who sells or uses trading stamps and other premium devices pay a tax so high that nobody can afford to remain in the business. Such a bill is pending in Pennsylvania. It would compel trading stamp companies to pay a license of \$2,000, and retailers who distribute the stamps to pay \$500. In New York State the attack takes even a third form—that of a proposed law forbidding all sorts of coupon schemes except trading stamps.

In some states prohibitory or regulatory laws have already been passed and are waiting tests as to their constitutionality. In other states such laws undoubtedly will be passed, and it is probable that the coming year will see the whole premium question thrown into the courts for decision as to whether premiums have a right to live.

Can laws be passed which will make premium schemes illegal? Or can premium schemes be gotten rid of by imposing such a high license tax that nobody can pay it? My own opinion is that the courts will finally answer both of these questions in the negative. In the present state of the law in most states, a Legislature can impose some tax on the premium business or any phase of it, but it cannot destroy it under pretense of taxing it. Only on one ground can premium schemes (which include trading stamps) be either forbidden or taxed so high as to be destroyed, and that is on the ground that they are detrimental to the public. Here is almost all of the law on the subject in a nutshell:

"In regard to certain forms of business which are inherently harmful and dangerous to society, the Legislature may either enact statutes which are directly prohibitory, or may accomplish the same and indirectly by requiring a license fee so high as to amount to a prohibition of the business. But useful occupations which are not detrimental to the public cannot be unduly restricted or substantially prohibited under the guise of police regulation."

In other words, if the trading stamp scheme

and other premium schemes are "inherently harmful and dangerous," any Legislature can destroy them instantly and directly, or give them their quietus by a prohibitive tax. If they are not "inherently harmful and dangerous," then laws imposing high taxes or directly prohibiting them are unconstitutional and will be thrown out by the courts as fast as they come up.

The Supreme Court of the United States, which will have to say in the end whether premium schemes are "inherently harmful and dangerous," has never expressed itself on the subject as yet. Many states, however, have done so, the large majority deciding in favor of the premiums. Oregon not long ago passed a law taxing people using trading stamps \$5,000 per year, and the court upheld it. In effect this was a decision that premium schemes were "inherently harmful and dangerous," and that on that ground the Legislature could destroy them. This case is to be taken to the United States Supreme Court, which will probably decide the question once and for all.

There was also the state of Arkansas, in which state there is legislation taxing everybody using gift enterprises \$1,000 and everybody patronizing them \$500. This legislation was also upheld by the United States Circuit Court for that district and the tax stood. This, too, is practically a decision that gift enterprises, which in Arkansas means trading stamps because the law says so, are "inherently harmful and dangerous."

On the other hand, something like twenty-four states, if I remember rightly, have decided that premium schemes, particularly trading stamps, were not "inherently harmful and dangerous," and could therefore neither be prohibited nor destroyed by high taxes. What the United States Supreme Court will say is, of course, a question, but if it follows what is unquestionably the weight of judicial authority in this country today, it will decide that premium schemes are not "inherently harmful and dangerous."

(Copyright, May, 1915, by Elton J. Buckley.)

L. C. Sabin, general superintendent of the canals at Salt St. Marie, in a report on April traffic through both the United States and Canadian locks, shows that the west bound movement of coal in short tons was: Anthracite, U. S. Canal, 121,652; Canadian canal 8,459; total 130,111. Bituminous coal, U. S. canal 149,455.

The Inside Story of How the "Little Giant" Won.*

By N. H. Kendall.†

The Commissioner of the Chicago Coal Merchants Association Tells the Canadians How His Organization Got Its Start.

in a small way. The system has been growing ever since, and from May 1, 1908, to May 31, 1915, there has been collected, through our Collection Department, \$145,535.79.

The greatest benefit from this department is the data which has been collected, and is now in our office for the benefit of members. Our members are supplied with a book containing about 15,000 names, which was issued a year ago, it being the third issue of this credit data. In addition they receive monthly lists, containing all information that has come to our notice during the month. This information is taken from reports furnished by members, and from another source. They are furnished the names of all parties, known to be coal consumers, who have been sued or had judgments entered against



N. H. Kendall.

them. We also have a way where members can secure information as to the habits of pay of prospective customers, in a very short time, by requesting the office for it.

Our monthly bulletins contain from three to six hundred names each, and in a very short time it will be necessary for us to reissue our printed list.

By this one act of the association thousands of consumers who were in the habit of getting coal, paying for it if they wished to, and not doing so if they so desired, are now compelled to "toe the mark."

The amount collected is a good showing, but the benefit to the members is very small, compared with what they have saved, by keeping away from undesirable trade these last seven years.

Probably some of you, engaged in business in smaller towns, are thinking that this is all right for a large city like Chicago, but not in smaller places. In this you are mistaken, as in a city with only two firms engaged in the coal business, your proposition is very much easier than the one we have to contend with. By getting acquainted with your competitor, who is also your neighbor, arrangements can be worked out whereby all coal bills of both parties will be paid. I am not familiar with your laws, and do not know how far a proposition of this kind could be carried, but I feel safe in saying that you are permitted to inform other members of the trade that Mr. Smith owes you \$50 for coal purchased six months ago.

Dealing With Carriers.

As is well known, Chicago is one of the largest railroad centers. As far back as I can remember there have been agreements on reciprocal switching, designed to equalize conditions as

between industries. The situation (owing to the growth of the city) became more confusing, until in 1905 it was so unsatisfactory and unjust to all the commercial interests that the various associations, headed by the Chicago Association of Commerce, began conferences with the carriers, with a view of correcting the existing evils.

When I say that this situation obtained in what is known as the switching district, which embraces territory from a point on Lake Michigan, just west of Gary, Ind., to the southern boundary of Evanston, north of the city, a distance of about twenty-five miles, and an average distance back from the lake of twelve or thirteen miles, in which district something over thirty railroads operate, serving more than two thousand industries, you can imagine the task before them in endeavoring to work out a uniform arrangement, which would be satisfactory to carrier and shipper alike.

After conferences extending over a period of two years an agreement was reached, and on August 1, 1911, a tariff, known as the Lowrey tariff, became effective. This tariff took the place of individual road issues. Before this time, if a shipper wanted a rate it would be necessary for him to consult the tariffs of all of the lines making the deliveries. With the Lowrey Tariff in effect the switching situation was boiled down to one tariff.

The greatest obstacle to overcome in reaching the settlement was the allowance for switching coal and grain. While the association was consulted it was not in a position to take a positive stand and back it up. It was understood that the interests of the coal industry were to be taken care of. But when the Lowrey Tariff was published it was found, to our amazement and regret, that coal and coke had been excluded. There had not only been no improvement in the conditions surrounding the coal trade, but we were worse off by \$2 per car, in a large portion of the city, due to a peculiar arrangement of tariffs.

Finding ourselves actually hurt, we got together. It was necessary to bring the matter before the Interstate Commerce Commission, who sent its suspension board to Chicago. After two or three days' conference a tentative agreement was reached with the carriers, whereby the trade was, at least, not to be penalized. Conditions were to remain the same as before the application of the Lowrey Tariff. There were some points in this agreement that were not clearly covered, and some of the carriers have endeavored, at various times, to make changes in their switching rates on coal and coke.

It was necessary for us, in one case, to file a complaint with the Illinois Railroad and Warehouse Commission on intrastate shipments, and the Interstate Commerce Commission on interstate shipments. We were successful in securing favorable decisions.

Winning a Big Fight.

The decision of the Illinois State Commission was appealed from, and we had to follow the case through the circuit and supreme courts of Illinois, receiving favorable decisions in both courts. The expense of handling this case was something like \$5,000.

Also growing out of the situation rates were increased in other parts of the city, which were very detrimental and discriminatory to the coal industry. A coal company located on the rails of one railroad would enjoy the benefit of a rate, sometimes twenty to twenty-five cents less than a competitor, only a few blocks distant on another road, and it was necessary to object to these conditions.

The objections were in the form of formal complaints to the Interstate Commerce Commission. As carriers are represented by attorneys, it was necessary that our cases be likewise presented, so that the result of not being properly organized when we should have been cost the coal trade of Chicago ten or twelve thousand dollars in legal expenses, and it is impossible to state how much in profits.

We have been successful in winning every case presented to the Interstate Commerce Commission, and the returns have justified the outlay.

Our association now has its representative on the Chicago Conference Committee on Switching, which is a joint committee of carriers and shippers. We now get together on these switching. (Concluded on page 29.)

The members of the Chicago Coal Merchants Association highly appreciate the opportunity you have accorded me, as their commissioner, to deliver their message to you. They are proud of their association, and welcome opportunities to tell of its work.

The message entrusted to me is extremely short, but its brevity does not detract from its importance; it is the one word "Co-operate."

For many years Chicago has had a coal association. The present organization was formed in June, 1906. Immediately prior to that time there existed what was known as the Track Dealers Association, which, as its name implied, only accepted as members coal merchants who had track connections.

The Chicago Coal Dealers Association, now the Chicago Coal Merchants Association, was formed to replace it, and founded on broader lines, it accepting as members any individual, firm or corporation having an established office, doing a regular wholesale or retail fuel business, or engaged in the production, jobbing, shipping or mining of fuel. The important point in broadening the scope of operation was admitting the wholesale trade as members. It was recognized, even as long ago as 1908, that an organization with both branches of the trade as members, should be able to accomplish more (and that more speedily) than two separate organizations.

We have today committees composed of members engaged in both branches of the trade, who are working on matters pertaining strictly to one branch, giving their time cheerfully. The intimate business relations and personal friendships resulting from these committee meetings are worth the time spent, even if the object of the committee is not attained. Co-operation of this sort pays.

Our association is confined in its direct operations to Chicago, and its suburbs, differing from your organization only in the amount of territory covered. One great advantage we have over associations like yours is our ability to get together frequently.

Our regular meetings are held on the second and fourth Tuesdays of each month. The directors meet monthly, and our committee meetings will average better than two per week. We are in constant touch with all members by telephone. The result of this close communication keeps an office force of four busy.

Stopping Short Weights.

The first thing that was done in our present organization was to incorporate in its by-laws an article that no action could be taken as an association contrary to federal or state statute or municipal ordinance.

During the lapse of time between the demise of the Track Dealers Association and the birth of the Chicago Coal Merchants Association conditions became almost intolerable for the honest dealer. The standard table of weights was entirely overlooked by a sufficient number of the trade so that it was almost impossible for a reputable concern delivering 2,000 pounds of coal to the ton to exist.

The association took steps to have an ordinance passed permitting the city sealer to stop wagons on the streets, take the delivery ticket from the driver, reweigh the load on an adjacent scale, accompany the driver to delivery point, and then reweigh the wagon light on the same scale. If a discrepancy was located the owner of the wagon was required to report to the city sealer. The ordinance provides for a fine of twenty-five to two hundred dollars for violations.

To assist the city sealer's department the association, for a number of years, paid an inspector to work jointly with the deputy weighman.

For the first few months after the ordinance became effective convictions were quite numerous, but when on the second and third offense, these dishonest dealers were fined the limit of two hundred dollars, they began to realize that the ordinance was to be enforced, and changed their business methods, and today the city is comparatively free from the short-weighting evil.

Collecting Bad Accounts.

The next evil that we started in to correct was to reduce the enormous losses to members through bad accounts. This matter was started

*Part of an address before the Canadian Retail Coal Dealers' Association at Buffalo.

†Commissioner of the Chicago Coal Merchants' Association, Chicago.

Putting a Retail Coal Business on a Cash Basis.

At the recent meeting of the Illinois & Wisconsin Retail Coal Dealers' Association, Wednesday evening was devoted to a round table discussion, in charge of H. A. Robinson of Peoria. What follows is, in major part, what the stenographer took down; there has been cut out only a few stories put in to amuse.

The Chairman: We are going to limit the speakers to three minutes. I wish you would confine yourselves to the topic under discussion. The first subject is, "Cash Basis," and Mr. Peter E. Beck of Harvey, Ill., will open the discussion.

Mr. Beck: I do not know what Friend Robinson was trying to do to me when he said three minutes. To cover the subject of cash basis in three minutes is almost an impossible thing. At the start I want to explain that I do not want to speak as one having authority on that subject. It is a wide subject, a far reaching subject, a subject in which there are local conditions that must be considered. It is a thing that laid upon my mind and upon the minds of those associated with me for a great many years. We thought over the problem each year. On looking over our books and seeing the "no-good" accounts that we were assuming, the amount of interest that we had to pay on them, the amount of bookkeeping, the clerical wages that we paid to keep track of them, the cost of the collector going out pleasantly but persistently trying to collect those accounts, it simply "got our goat," that was all there was to it.

We tried various ways. First we offered a cash discount, but that did not work at all, because the thirty day customer, when he pays his account in thirty days, is supposed to get a discount, and when you allow it to the thirty day customer the sixty day customer wants it, and you have to allow it to all.

We tried, several years ago, the matter of giving coupons, trading stamps, and that sort of thing, but that is just as bad as the other. It becomes a nuisance and does not work.

So a year ago we made up our minds that we would absolutely sell coal on no other conditions except than for cash. No matter whether we sold to a millionaire, a check would have to be received with the order or would have to be paid to the driver or to the messenger at the time of delivery. Sometimes we sent one of the clerks from our office to collect the bill, because it has to be collected elsewhere. But it was always collected the same day the coal was delivered, or some time perhaps on the next day.

Getting Away With It.

Of course, it naturally took a lot of hard work to introduce it and to explain it. A lot of people did feel naturally "sore" to have a driver come up to their house to deliver a ton of coal and come in with a ticket marked "C. O. D." That looks just like striking them in the face and insulting them. But before we did that we started out on a two months' campaign. We got a complete list of our customers, and a couple of women were sent around to every house to get the people posted. We started advertising in the papers, something to this extent:

"Did you ever stop to consider what it costs you to do business with the merchant who gives credit?"

I used a half page of two local papers with nothing but that for one week. The next week I followed that with something like this:

"When you buy from a merchant who gives credit you have to pay for selling to the customer who never pays at all. The cost of giving him credit is the cost of carrying his account in the business. Do you realize how much carrying his account costs you?"

We had an auditor go over our books and prepare a statement, and I have satisfied myself that it was substantially correct. It costs us fifty cents per ton to do a credit business. We put in our statement the extra clerical labor, the cost of collecting, the interest on the money invested in outstanding accounts and bad accounts and all those things entering into it, and it amounted to approximately fifty cents a ton.

We published that and followed it with newspaper advertisements during the months of June, July and August, twice a month in the newspapers, so that nobody could fail to get it. Then we started out on the first of August by saying that we were going to serve the consumer in the best manner possible, that we wanted to cut down every item of unnecessary expense, that the most unnecessary expense we ever incurred was that

Peter Beck Explains His Plan and Other Members of the Illinois and Wisconsin Association Discuss It.

of giving credit; that we were going to reduce the price by doing away with this unnecessary expense. We made a reduction of fifty cents a ton for deliveries in two-ton lots, and a reduction of twenty-five cents a ton for deliveries in one-ton lots, and for less than ton lots the price would be the same as before. We made just one price for all.

We started this plan and carried it through all last year by simply mailing out a price card the first of every month, and with some new feature connected with the selling of coal for cash only. We carried it through in that way and our sales from the 1st of January, 1914, to the 1st of January, 1915, exceeded the sales of the previous year about ten per cent. The other day I went over the accounts of our April sales of coal and we had six accounts that just through some oversight, or because the people were not at home, or something of the kind, had got on the list. And that was on a tonnage of about 6,700 or 6,800 tons for the year.

Now, that is what we have succeeded in doing this year, in selling coal on the cash basis. As



Peter Beck.

far as I am personally concerned we will never again sell any coal on credit.

We have other features and other local conditions to meet at present connected with the way we conduct the business, which have made losses, but it is not due to selling coal for cash.

I believe it is the biggest and best advertising that any business can adopt, that of selling your product for cash and at the lowest possible cost to the consumer. I believe that any concern that undertakes it carefully and systematically will make a success of it.

The other dealers in our town did not wish to co-operate with us. They have not yet, so that in our locality they still adhere to the heavy burden of selling on credit.

Experience of C. S. Dodge.

The Chairman: Is there any one else here who has had any experience in selling for cash only?

C. S. Dodge, Monroe, Wis.: I started in the coal business six years ago this summer. There were six dealers in our town of 4,500 people. My father was one of the dealers. He has been in the lumber business for fifty years. He objected to my building a coal elevator. He said it would not pay, but I went ahead on my own hook. I borrowed the money to build it and borrowed the money to go into the coal business. I was in the lumber business with my father and thought I could carry on the lumber business, but I had failed in it. I built a coal elevator that is twenty-four by fourteen, thirty-two feet high to the eaves. I have a better location than the rest of them, because I am only one block off from the public square. I started out to do a cash

business. But it has got away from me; I have not stuck to it, I am sorry to say. But my business jumps by leaps and bounds, and last year my increase was over \$4,000 from the year before. This year it is running higher than it was last year. The cash business did not stop me from getting business. The elevator drew business. They used to sell a great deal of lump coal. I started in handling No. 1 coal, and I have educated the trade so that about sixty per cent of the coal I handle is No. 1 coal, and probably about thirty per cent is hard coal. We give them screened coal that runs over a screen into their wagons and the farmers all come there and buy their coal, even though they are related to the other dealers.

Cash Always.

Mr. Beck: I forgot one item, and what Mr. Dodge says brings it to my mind. You may ask if it is impossible under any circumstances to give credit. I have had maybe a dozen people who have been good customers, who own their own homes and have been buying of us for several years. It is an industrial town, and they will not get a cent till pay day. Just a month ago a woman came around with that plea. I knew her to be perfectly good. She simply telephoned over from a neighboring telephone. I explained to her that we were selling coal on a cash basis which enabled us to give a low price. She came over and we talked about it. She wanted \$4 worth of coal. So I took a \$5 bill out of my pocket and lent it to her, and I said:

"There is nobody in my office that knows anything about it. I will lend you this money and you can pay me next pay day, or you can address it to me personally in the mail."

She paid it. I have done that about half a dozen times, not over, and in no case have I failed to get the money back. But I have felt the absolute necessity of adhering to the rule, or the whole proposition would fall down.

A Member: You pay your bills with cash, do you?

Mr. Beck: Certainly; I do a cash business with the merchants. I have asked Mrs. Beck to pay her bills in cash. It is some trouble to her to do it, but she does it. I have done that in order to carry out the principle.

A Member: Suppose a person comes in and says, "I haven't any money." What would you do?

Mr. Beck: We do not take him his coal. We handle lumber, too, and that is the only way we extend credit. I have gone thirty or sixty days perhaps on lumber. We take installment notes at six or seven per cent interest. I do not do that with coal, because at the price we are handling it we cannot do it. The principle we are working on is to make it as cheap as possible to the consumer, cutting off every unnecessary expense, and if Mr. Rademacher is here this evening I think he can tell you the condition they have run up against in Milwaukee, because the lumber concerns are entering into the coal business and selling coal for cash and giving coupons with it, these little trading stamps.

A Member: Don't you think if it can be carried out in a big town it can be in a small town?

Mr. Beck: Our town is not so big. It has only about 9,000 population. I do not know why it should be, because you can make it perfectly apparent to everybody that they have been paying the cost of this credit system. I have had people come into our office and say:

"Ain't I good? Don't I always pay my bills?"

"Sure you are good, but I am almighty ashamed of the fact that I had not the nerve before to do anything but charge you an extra price for the fellow that never paid his bills and the other fellow that is slow pay."

Of course it is a little hard on an old business. It is hard for me to educate my office men diplomatically to carry that out. It meant very close attention, during the fall months last year, sitting right in the office and meeting pretty nearly every person that came in, and answering every telephone call. But that is all pretty well covered now.

Recognizing the increasing activity of Baltimore as a coal port, the Davis Coal & Coke Company has re-established its headquarters in this city. Two years ago the general offices were removed to Cumberland. President A. W. Callaway will hereafter make his home in Baltimore.

Sale of Pittsburgh-Buffalo Company Properties.

PITTSBURGH, July 8.—(*Special Correspondence.*)—The sale of the properties of the Pittsburgh-Buffalo Company, which has been postponed from time to time, has again been set by order of Judge Shafer of the Court of Common Pleas. The court issued the order last Monday. The date, as now set, will be July 15th. The sale is under the mortgage held by the Union Trust Company of Pittsburgh. What further action will or can be taken by the receivers of the company is not known.

The sale is for the satisfaction of two mortgages, one for a \$2,000,000 bond issue, which the trust company financed, and the second asking indemnity for a loan to the company on the paper given it by the officers of the company.

This latter obligation was placed by an attorney of the company yesterday at \$1,750,000, which

makes the Union Trust Company's claim against the company approximately \$4,000,000.

Other liabilities of the company were said by lawyers to total several millions more, but with which they have no concern.

The holdings of the company consist of five separate mines, all of which were prosperous. These are the Marianna, the Hazel, the Frances, the Johnetta and the Bertha mines. John H. Jones is the president of the company and D. G. Jones is the general manager.

The troubles of the company are said to have been hastened by the formation of the Four States Coal & Coke Company, an auxiliary concern, and into which was poured much of the revenue of the Pittsburgh-Buffalo Company.

As advertised today, the sale will be by public auction in the rotunda of the Allegheny court house, at 10 a. m. the 15th.

Bids for and Contracts Let on Coal.

Bids on Ohio Contracts.

COLUMBUS, OHIO, July 8.—(*Special Correspondence.*)—Bids have been opened by the trustees of Ohio State University, Columbus, on 15,000 tons of nut, pea and slack. The lowest figure submitted was that of the Halmer Coal Company, Cincinnati, a price of twenty-six cents having been made. It is the claim of the company that it will realize a heavy enough premium under the specifications to raise the price to a good figure should the contract be awarded it. Pending the analysis in its own laboratory of coal samples submitted, the trustees are holding back announcement of successful bidder.

The Franklin County Commissioners have made award of coal contracts as follows: Peacock Coal Company, Columbus, 4,000 tons of Pomeroy delivered on infirmary switch at price of \$1.60 for use at the county infirmary, court house,

county morgue and memorial building; M. A. Suydam & Co., Columbus, 1,200 tons Pomeroy mine run, at delivered price of \$1.95 for court house and memorial hall.

Michigan Reformatory Bids.

Bids will be received by the Michigan Reformatory at Ionia, Mich., until August 6, 1915, for 4,000 tons of bituminous coal to be delivered at Ionia, one to three cars per week, as needed, in flat bottom cars. Bids must be accompanied by analysis and the name of the coal, with the state and county where it is mined and the nearest shipping point to the mine, and price quoted f. o. b. Ionia. Bids will be opened at the warden's office at Michigan Reformatory on August 6, 1915, or as soon thereafter as a quorum of the Board of Control shall be present. The successful bidder will be notified by mail.

J. E. Mitchell's Silo Coal Pockets at Glenolden, Pa.

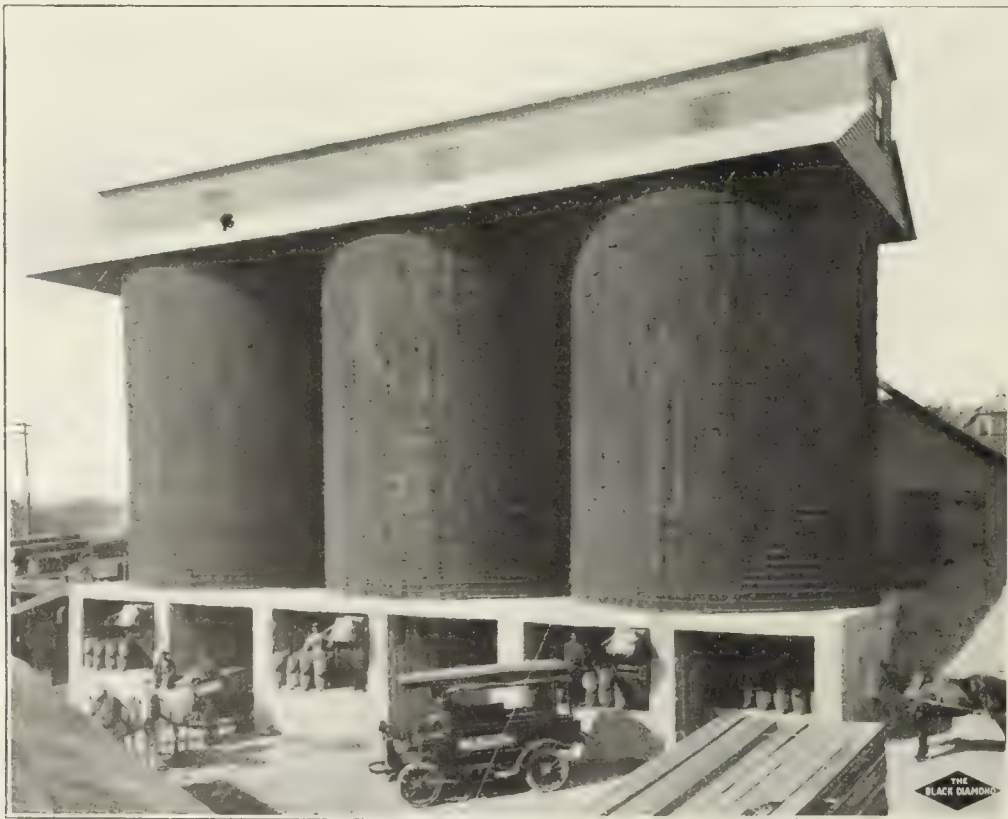
The photograph shown herewith is that of the very efficient coal handling plant of J. E. Mitchell at Glenolden, Pa. The three silo coal pockets have a combined capacity of 1,000 tons, and were built by the Creamery Package Company of Rutland, Vt.

The round bins are 24 feet in diameter and 30 feet high. The staves are of Canadian spruce plank dipped in creosote oil to prolong the life of the staves by preventing rot. The staves are held in place by hoops made of 3/4-inch steel rods.

Owing to the fact that the railroad track runs along behind the pockets, two systems

for elevating and conveying the coal are necessary. The coal is dumped from the cars into a steel lined concrete hopper, and carried from the hopper to a chain conveyor by means of a double chain elevating arrangement. However, these two systems or machines are operated as a unit, an electric motor being used with gear reductions and friction clutch. The coal in the pocket is also gently lowered to the floor by means of chain conveyors.

The conveying and elevating machinery was furnished by the Gifford-Wood Company of Hudson, N. Y. The plant was completed last fall.



A View of the Silo Pocket Built for J. E. Mitchell.

Communications.

"A Diseased Nation."

Editor THE BLACK DIAMOND.

CHICAGO, July 7.—It was somewhat startling to learn that America is a diseased nation. It was even more difficult to follow the line of reasoning used in proving the premise. Granting that the editor drew heavily upon the imagination in employing a negative—hence a misapplied definition—of a positive condition, nevertheless, his diagnosis of the symptoms could not, in the light of modern opinion, be accepted as conclusive. In fact, when we consider what is being done along sociological lines by large employers of labor, the sentiment of this editorial sounds more like an echo of the past generation than a reflection of modern thought.

That the world today is more restless is undeniably true. But it is a restlessness born of a desire to advance; to improve; to utilize the advantages that arts and sciences have spread for our use. It is the pressure of economic bondage throbbing in the mass that seeks a greater freedom so that it may enjoy the fruits of advancing civilization. It is not a state of dis-ease. On the contrary, it is a living, positive force learning to know what it wants, that will not down.

Allowing that the laborer is better housed, better fed and better paid than ever before, it is equally true that the cost of living at the same time has increased in greater proportion to his income with which to buy the improved living conditions. Therein lies the source of discontent. The disorganized mass of foreigners at Lawrence, Mass., did not declare war because of the mouthings of violent agitators, but because an adult male could not support a family on a wage of \$7 per week.

Keen minded employers recognized, not only the danger of such treatment of labor to our established institutions, but also the more pertinent fact that a better paid and cared for employe will render more efficient and profitable results. Henry Ford proved it. He may have been dubbed an anarchist by his competitors, but he has set a pace that but few, if any, can follow. The Wisconsin Steel Company, at its coke works at Benham, Ky., has recognized these facts and today folks in that wild mountain country speak about things done the "Benham Way." And it pays.

Jane Addams, Ida M. Tarbell, Lincoln Steffens, Ray Stannard Baker and Victor Berger are not suffering from mental dis-ease. They saw and suffered in their day from intolerable injustice and asked for a change. Ida M. Tarbell took up a line of investigation because her father was financially ruined through secret rebates and unfair competition. Lincoln Steffens was among the first to expose the political corruption in American cities. Ray Stannard Baker pointed out the futility of church work without practice of the Master's teaching. Berger was a conservative among radical socialists and recognized the rights of capital under the existing order. And Jane Addams. To charge her with sowing discontent! A woman whose whole life is devoted to the uplift of the helpless and ignorant. A woman whose work is praised and honored wherever civilization extends. The "Greatest Living Woman," as one of Chicago's leading dailies describes her, to be guilty of the motives ascribed to her, leads to the suspicion that the editor draws heavily upon the credulity of his readers. The men and women referred to, judged by their work, cannot be the instigators of movements that seek to overthrow the established order. They seek to correct evils that have crept in and provide for a greater measure of justice to which we are all entitled.

It seems to me that this is a field which the trade publications generally overlook. As leaders of thought, they seek to maintain rather a one-sided, ultra-conservative position without seriously considering the various shades of modern opinion. The world today no longer seeks to suppress truth. It asks for light—the safest guide by which solid and permanent peace and contentment can be reached. And, happily, signs of improvement are apparent on every hand. We are learning to relax—to think.

Yours very truly,

L. ROMANSKI,

President of the Atlas Coal & Coke Co.

[Our points of view on such things, Mr. Romanski, depend on our information about them. Your information about them differs, apparently, from ours. Yours leads to a eulogy. Ours does not. Whose information is correct? That is the point, after all.—THE EDITOR.]

Reading Company Wins in United States Court.

PHILADELPHIA, July 7.—(*Special Correspondence.*)—Following close on the heels of the Delaware, Lackawanna & Western decision in the United States supreme court, came the United States district court's finding in the suit of the Government against the Reading Railroad. This was announced last Saturday, and with the exception of three minor points was a victory for the Philadelphia & Reading Railroad and the Philadelphia & Reading Coal & Iron Company.

Briefly, the points gained by the Reading Company are: Charges of violation of the anti-trust act are dismissed; charges of violation of the commodities clause are dismissed; right of coal operators to acquire coal lands is upheld; that the decision in the Lackawanna case has no bearing on the Reading suit. The point of difference held by the court is a suggestion that the Jersey Central and the Wilkes-Barre Coal Company be divorced from the Reading Company in that the control is objectional and conflicting.

The court holds that no evidence has been produced to show that oppression or discrimination was practiced by the three Reading companies. The court also says that no dealers have been prevented from transacting their business and no shipper has been prevented from carrying on his trade. The court says:

"Everywhere along the Reading Railway the coal of other shippers over that route meets its own coal, while at many points the Pennsylvania Railroad and the Lehigh Valley Railroad bring the product of other mines.

"In more distant markets it faces the competition of all its great rivals. Neither is there any proof that the price of coal has been extortionate or unreasonable. Even in times of scarcity there has been no exaction of higher prices, although in such a situation some of the independent producers have taken advantage of the public need. The rates of freight have remained for years substantially as they now are, and (except in the case of certain shippers over two other roads, not defendants, that reach the anthracite field) the Interstate Commerce Commission, with full power of regulating the subject, has not interfered with these rates. Indeed, the Commission heard and dismissed a complaint against the reasonableness of the rates charged by the Reading Railway and other carriers at the suit of William R. Hearst several years ago.

"Neither does the evidence support the charge of the bill that 'the transportation of anthracite, by railroad at the rates now and for a long time past in force has been and is enormously profitable'; and this charge is not pressed in the Government's brief. And the mining of coal during the years from 1898 to 1913, inclusive, has resulted in a profit to the Coal & Iron Company of no more than eighteen and one-half cents per ton, while its miscellaneous receipts increase its income."

The holding of coal lands by the Reading Company is not taken by the court to be an evidence of restraint of trade, and the court expressed itself thus:

"It is elementary prudence to look ahead. * * * Since coal is a much-desired article, he (the miner) is not only serving himself, but is serving the consumer also when he takes the necessary measures to prevent the supply from being exhausted or interrupted. And we are not aware of any federal statute which has declared it unlawful to lay in a large supply of raw material. * * * The mere size of his stock does not make a merchant an offender against the law."

The court holds that the railway and the coal and iron companies are separate and distinct in organization, and therein lies the difference between the case of the Reading and the Lackawanna companies. In this regard the decision says:

"But even the lawful right, originally used for a lawful purpose, may afterwards be used to attain an unlawful object. Although the organization of the companies may have been lawful, and although their alliance may also have been lawful, the question remains, have they since offended?"

"And, especially, have they offended against the commodities clause?"

"To be exact: Has the Reading Railway since May, 1908, carried coal that had in substance and reality been mined or produced by it, or under its authority, or which it owned in whole or in part, or in which it had any interest, direct or indirect?"

"In our opinion, these questions must be answered in the negative, unless the long-established legal conceptions concerning corporate organization ought not to prevail in the present case. These conceptions are so deeply rooted in the theory and practice of the law that an immense readjustment of legal rules would be necessary if the legal separateness of a corporation were to disappear and be replaced by the rights and liabilities of the individual stockholders.

"The theory of separate corporate entity has been of enormous value, and while it has been sometimes abused, there is no doubt that industrial society is largely based upon its conspicuous features of distinct and separate existence and of limited liability.

Abuses Not Overlooked.

"The abuses have been exceptional, and the law has not overlooked them. Where a corporation is a mere screen for an individual, or where one corporation performs a similar office for another, the device has not been allowed to stand in the way of justice and fair dealing. But we may safely say that in practically all such instances the element of fraud or bad faith is to be found, and it is certainly rare to find a situation where such an element is secure from successful attack. The cases already decided by the supreme court make the distinction between good faith and bad faith. * * * If, then, the Government can succeed in the present case, it must offer evidence to satisfy the rules laid down by these decisions; and this brings us to consider what facts have been proved.

"That the law has been consciously and deliberately violated we do not believe, and decline to find. But as the commodities clause does not make the carrier's state of mind an essential element in the offense, the question is still open whether the Reading Railway and the Coal & Iron Company, whatever their intention may have been, have in fact so conducted their affairs as to violate the law."

While the particular matter of the divorce of the Wilkes-Barre Coal Company from the Jersey Central was not argued, yet the court holds that inasmuch as the Jersey Central is the chief holder of the stock of the Wilkes-Barre Company and this is a competitor of the Reading Coal & Iron Company the exactions of the law would be met were the Wilkes-Barre Company divorced from the Jersey Central.

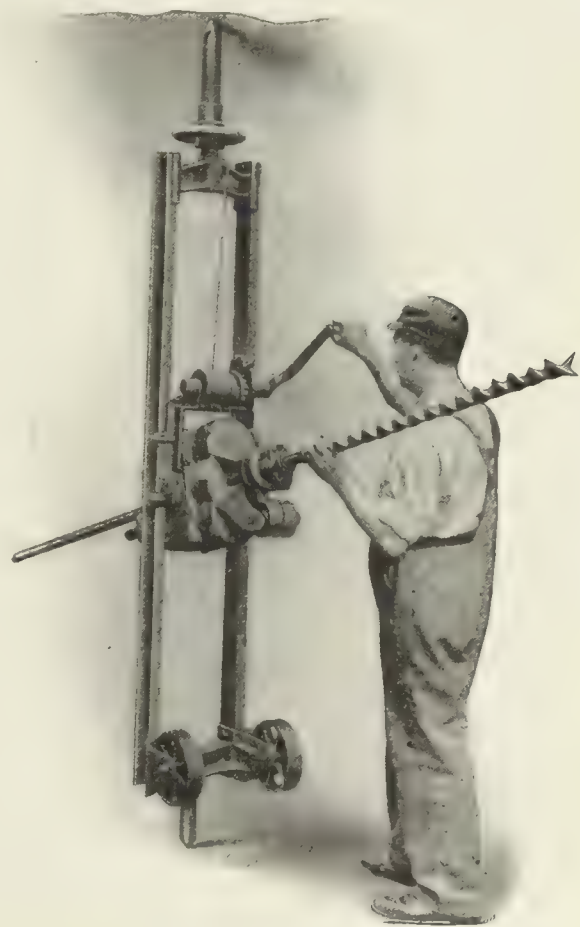
The decision was written by Judge McPherson and was approved by his colleagues, Judges Buffington and Hunt.

A dispatch from Washington received early this week announces that steps have been commenced to appeal from the decision and carry the case to the United States supreme court.

A New One-Man Drill.

The accompanying illustration shows a new type of powerful coal drill recently developed and placed on the market by the Jeffery Manufacturing Company of Columbus, Ohio.

The motor and drill mechanism proper are mounted on trunnions in a carriage, which



The New Coal Drill.

may be raised or lowered in a vertical channel-iron frame by means of a $\frac{3}{8}$ -inch steel rope. One end of this rope is fastened to the top yoke of the frame and the other end to a drum on the carriage. This drum is rotated by a handle, as shown, to wind up the rope and to raise the carriage. A ratchet and pawl are provided on the drum to prevent the carriage from dropping when the handle is released.

When it is desired to move the drill from one place to another, the carriage carrying the motor and mechanism is lowered to the bottom of the frame and the drill rolled along on the wheels provided on the bottom cross-yoke, in a manner similar to an ordinary hand freight truck.

The motor of this drill is rated at 3 h. p. The total weight of the drill is approximately 300 pounds, while it is made sufficiently rugged and powerful to drill through any material against which the auger will stand up.

With the means employed on this drill for raising and lowering and with the wheels provided for moving it from place to place, only one man is required to move, set up, adjust and operate the machine.

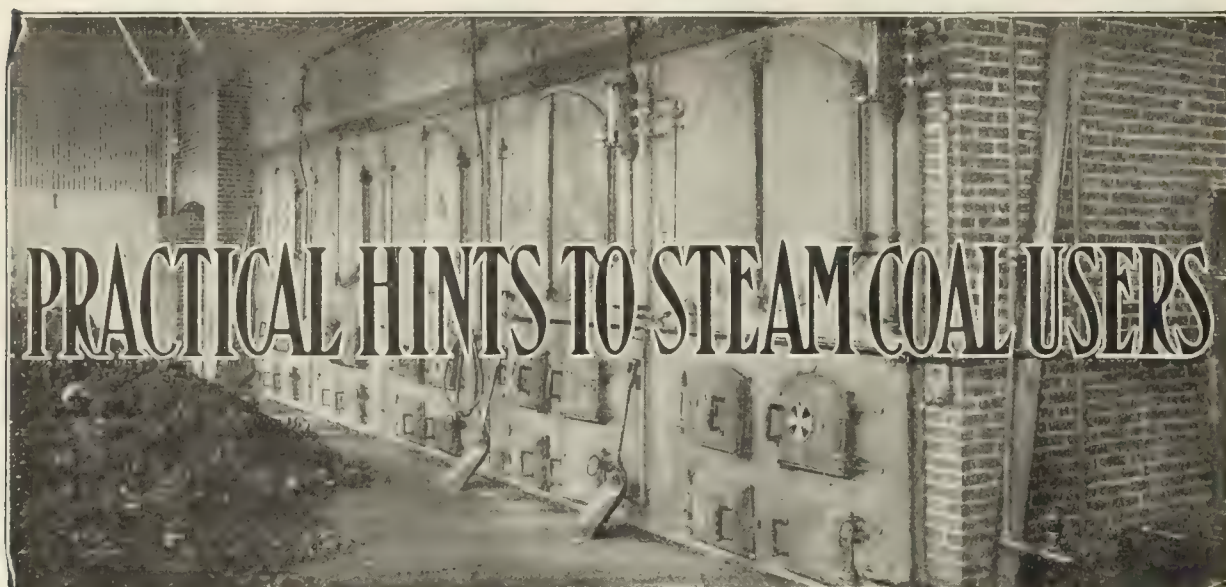


First Barge of Coal Through Cape Cod Canal.

Philip P. Woods, the well known transportation man of No. 1 Broadway, New York, sent the first barge of bituminous coal through the Cape Cod Canal. This was the barge "Ida Wood," which took a cargo of coal from Perth Amboy to the Cape Ann Anchor Works, Gloucester, Mass. The barge carried

950 tons of coal, and passed through the canal on May 11.

The accompanying picture shows the barge passing through the canal at a point about midway between Buzzards Bay and the eastern outlet. Eastern coal men will watch the development closely.



Simple Changes Possible in a Furnace.

By H. A. Atwater.

Once the steam coal buyer has had his attention directed to the substantial reductions in steam costs which it is possible to make by the proper use of the cheaper grades of coal he should be cautioned against rushing blindly into the market after the cheapest grade of coal he can find. Nor should this warning be reserved solely for the buyer of cheap coal. This matter is of just as vital importance to the user of the higher priced coals as it is to the user of the cheaper coals, as the former, having the proportionately greater coal bill should be all the more anxious to make cuts in his yearly fuel bills.

The first and by far the most important fact to be impressed upon the buyer is the only correct basis upon which comparisons of the commercial efficiency of various fuels should be made. This is the actual cost of generation of a certain quantity of steam, say for example, a thousand pounds.

Of the various cost items which enter into this quantity by far the largest and consequently most important one is the fuel cost of generating a thousand pounds of steam.

A resolution upon the part of the buyer to try every possible kind of coal seems commendable at first glance, but a little consideration will readily indicate that such a procedure is very liable to end in disastrous results. The furnace equipment of any plant is suited more to the combustion of some particular type of coal, and haphazard experiments with every coal available are liable to result in a complete shutdown. While a great deal of emphasis should be laid upon the possibility of substantially reducing steam costs by the intelligent use of cheap coals, the fact should not be lost sight of that often the cheapest coal to burn is one of the higher grade and consequently higher priced coals.

The composition of coals varies so greatly and there are so many factors all of which directly affect the efficiency of combustion that no hard and fast rules can be applied to steam plants in order to obtain the most economical operation. However, there are many general rules which will apply to all furnaces and the best results will be obtained by the owner who is guided by these in putting into effect any methods which experience and local conditions might suggest.

In taking up these general governing principles the logical start would be with the subject of the design of the furnace. There are many other factors which should be considered in connection with this subject, but a rough outline of a few of the more common examples of furnace design as found at the present time, and the changes which will usually result in an improvement would be most useful in aiding the owner in acquiring an understanding of the problem of fitting a coal to his furnace condition or vice versa.

The owner might argue here that his particular furnace design features are fixed, and hence that this discussion does not help him, but such an attitude is not justified. Very few owners are so placed that they will never have to consider the possibility of future additions to their steam generating equipment, and even though they should be so placed

any poor furnace design can be changed in many ways and usually with the expenditure of a trifling sum of money. For these reasons it is to an owner's best interests to acquire a general knowledge of these principles of furnace construction without which it would be impossible to proceed intelligently towards the selection of a coal to fit any specific conditions.

In the earlier days of steam power plant settings were developed in the eastern states for use almost exclusively with the higher grade coals such as anthracite and bituminous coals of a low percentage of volatile matter. Gradually these earlier designs became practically standardized and naturally, when these standards were followed in laying out plants in regions where only the poorer grades of coal were available trouble was immediately encountered which usually took the form of incomplete combustion. Most of the changes which it is possible to make in existing plants are a result of the endeavor to get away from these old established standards.

Figure 1 is an outline of the type of setting usually seen with a horizontal return tubular boiler. In this more or less standardized setting the grate surface is usually about twenty-six to thirty inches below the bottom of the boiler shell, the combustion chamber back of the bridge wall is usually filled in and leveled off by a sloping course of brick, and the arch at the rear of the boiler is usually a curved surface. In almost every such case combus-

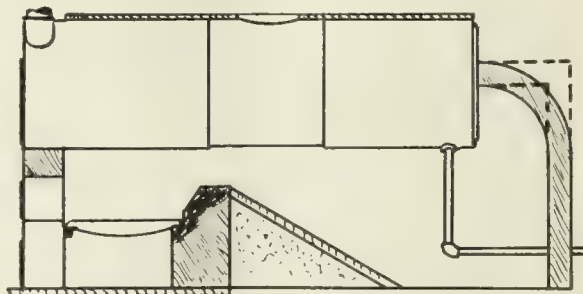


Fig. 1—The Standard Setting.

tion can be greatly improved by removing the filling behind the bridge wall and changing the curved arch to a flat one at the rear end of the boiler as indicated by the dotted lines in the figure.

Furthermore when installing new settings the boiler should be raised so as to have at least thirty to thirty-six inches of space between the grate surface and the boiler shell, the top of the bridge wall to be carried up also to correspond with the change. There are many different types of wing walls piers, etc., designed for the purpose of securing a better mixture of air and the gases evolved from the coal. It is useless though to give a diagram of any of these arrangements as most of them give more or less trouble on account of their inability to withstand for any length of time the intense heat to which they are subjected. Nevertheless the owner can very well pay some attention to these mixing devices as there is no question as to their value with reference to improving combustion in general. Experiments have been made with arches sprung over the grates to protect the

gases from the chilling effect of the boiler shell, but while they usually make for more smokeless operation they seldom increase the overall efficiency.

Figure 2 is an outline of the setting and method of baffling usually seen with a Heine boiler, which is a good representative of horizontally baffled boilers. In this type there are only two changes of any importance which can be made. The first change has to do with the baffling. The figure shows the standard baffling giving two passes to the gases, but of recent years a number of installations have gone in with a larger number of baffles. The other change concerns the type of tile roof used over the furnace. This tile roof can be constructed of "C" or "T" tile, the "T" tile roof being supported only by the row of tubes

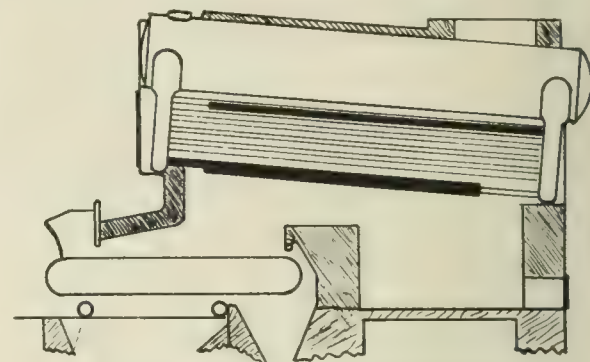


Fig. 2—Heine Boiler Setting.

upon which it lies, while the "C" tile roof in addition to being supported also completely encloses and thus prevents its supporting tubes from exercising a chilling action on the furnace gases. The figure illustrates a "C" tile roof. The advantages and disadvantages of these two roofs are of too detailed a nature to go into in the present discussion.

The best known type of vertically baffled boilers is the Babcock and Wilcox water-tube boiler, which is of such a standardized nature that a sketch of it is hardly necessary. With this type of boiler most of the easily made changes have to do with the arrangement of the baffles and their number. So far as the different settings as a whole are concerned the furnace can be shifted to the rear end of the boiler which makes it possible to install a tile roof over the furnace proper and secure a dutch oven effect.

The baffling and furnace design of the Stirling boiler is so well established that there are not many changes possible to make. Most deviations which are being made at present from the standard three pass design run towards an increasing number of baffles thus giving more than three passes for the gases.

So far as grates and stokers are concerned, changes in these are more a matter of variations in design brought out by the manufacturers and troubles encountered in the use of any grate under certain conditions can usually be remedied only by completely replacing it with some other better adapted type. In mechanically stoked plants the questions of how much spring to give an arch, its proper height above the grate, whether it should be flat or curved, and how much pitch upwards it should be given when carrying it back towards the throat of the furnace all present almost unlimited possibilities for any owner who wants to go into the subject of what changes he can make in his present furnace design.

The foregoing discussion has been very general in character and has touched only upon some of the more commonly met types of boiler installations. The object has not been to cover the field of present day boiler and furnace design or to go into the reasons for making certain changes in furnace designs, but merely to show in a general way that any owner, regardless of what type of furnace, stoker, or boiler equipment he may have, can make a number of changes without much expense or trouble. The question of when to make these changes and when not to, of course, is one involving many correlated factors which could only be presented by means of a detailed discussion.

The Fidelity Fuel Company has taken over the entire production of the Oklahoma Consolidated Coal Companies, Dewar, Oklahoma. J. T. Buckner, formerly general manager Oklahoma Coal Company, is general sales manager of the Fidelity Fuel Company, headquarters at Muskogee, Okla.

America "Arrives" as a Factor in Coal Exports.

It was not so many years ago that the total exports of bituminous coal over the Atlantic seaboard did not exceed 1,000,000 tons per annum. For the past two years, they have averaged 4,200,000 tons per year.

Therefore, when we make the announcement that exports for June past exceeded 1,000,000 tons, the exact figures showing 1,047,277 tons, we record the advent of a new era for the export coal trade of America.

It has been a hard up hill struggle to make much headway in building up a fair export business in coal from America. The great handicap has been the lack of shipping—all bottoms used in this trade being until the last few months, of foreign ownership, and for the most part, owned or controlled in Great Britain, with which country we have been competing for export trade. Moreover, but few of the American coal men had the capital and courage to go after foreign trade. It has been a hard fight for them, but a study of the figures of exports for the past three months, say, show that they have won out, and that they are now so firmly entrenched in the foreign trade in both hemispheres, that even a sudden cessation of the European war will not drive them from the positions they have attained in the principal foreign markets where they are sending American coal today in a large and radically increasing volume.

Exact exports for June by ports, were as follows:

	Tons.
Hampton Roads	604,695
Baltimore	314,799
Philadelphia	127,783
Total	1,047,277

This shows an increase of 269,277 tons over May, when 778,000 tons were exported.

A table of exports from these ports for the first six months of 1915, shows:

	Baltimore.	Hampton Roads.	Phila. delphia.
January	89,779	117,607	54,078
February	79,029	150,417	32,794
March	76,888	262,687	43,290
April	193,293	448,239	60,658
May	231,124	442,872	107,670
June	314,799	604,695	127,783
Totals	984,912	2,026,517	426,273

Grand total for all ports 3,437,702 tons.

Total exports for the entire year of 1914, were 4,205,000 tons, so that the first six months shipments of this year fall only 767,298 tons short of reaching the total for last year.

A comparison of figures of the first six months of this year exports for the corresponding months of 1914, shows that Baltimore in the first half of this year more than doubled her exports for the same period in 1914, by shipping 984,912 tons abroad. Total shipments from Baltimore for the first six months of 1914, reached 452,538 tons, while shipments for the same months this year totaled 984,912 tons.

Shipments from Baltimore for the first six months of 1914 and 1915, respectively were:

Destination—	1914.	1915.
Italy	102,413	456,793
Spain	37,765	16,404
Costa Rico	15,240	6,703
Panama	19,911	3,145
Cuba	116,580	84,318
France	40,826	18,843
Argentina	34,170	272,719
French Africa	20,921	.....
Netherlands	202	.....
Guatemala	9,854	2,757
Philippines	12,809	.....
Egypt	38,961	60,128
Honduras	900	8,500
British West Indies	696	84
French West Indies	1,190	.....
Sweden .....	.....	18,865
Uruguay .....	.....	11,547
Mexico .....	.....	45
Jamaica .....	.....	1,885
Venezuela .....	.....	9,500
Porto Rico .....	.....	4,436
Central America .....	.....	2,500
Martinique .....	.....	2,500
Brazil .....	.....	9,705
Greece .....	.....	5,592
Totals	452,538	984,912

As is shown from tables given in the fore-part of this article, Philadelphia has also begun to show increases in tonnage, both May and June, showing marked improvement over the earlier months of the year.

Hampton Roads exports began to improve in March, April and May, both showing very heavy gains. The June increase over May was 161,823 tons.

The distribution of coal exported from Hampton Roads during June, 1915, was as follows:

Country—	Tonnage.
Italy	244,893
Portugal	3,254
Spain	13,638
France	13,147
Greece	11,189
Egypt	8,007
Morocco	2,318
Holland	10,886
Sweden	6,833
Canary Islands	3,800
Africa	15,802
Bermuda	1,125
Porto Rico	2,994
British West Indies:	
St. Lucia	4,541
Bridgetown, Barbados	14,026
Georgetown, Demerara	1,697
Port of Spain, Trinidad	11,634
Curacao, D. W. I.	5,541
Cuba	29,283
Mexico	3,414
Chile	750
Peru	3,143
Argentina	26,982
Uruguay	11,968
Martinique	4,641
Brazil	101,056
Panama	47,708
Total	604,695

Making a Bigger Profit.

(Concluded from page 21.)

twenty-four per cent for the year.

Thus, laying aside the question of the responsibility of the retailer to keep his customers supplied with coal and laying aside all other questions of good policy, it is a profitable thing to buy coal when it is at the low price and to sell it out quickly the minute the price rises.

As indicated in what has been said, the time to buy anthracite is in April, May and June. The time to sell it is in October and November.

The time to buy smokeless lump and egg is in April and May; the selling time is the same as in anthracite.

The time to buy smokeless mine run is the latter part of June or July, so long as the present basis of prices is adhered to. The time to sell it is in October and November.

The time to buy bituminous domestic coal is in June, July and the first half of August. The time to sell it is in October and November. The time to buy again is when the slump comes in December. The time to sell is when the busy time comes in February and March.

A Limited Advantage.

If every one followed this program, the situation would very quickly change. The periods which now offer bargain prices would be the high priced periods of the year. However, there is no possibility that any such change can come in the coal trade. In the first place, there always will be those who will not be forehanded in their buying, no matter how much they are urged.

Also there are sure to be those who will not have the money to invest in coal at these opportune times.

Also there are retailers who have no storage capacity and could not house coal even if they bought it.

For these reasons, there is no danger at all that what I recommend as good policy for a few retailers will become the general buying practice of the trade.

The Selling Policy.

Having bought the coal advantageously, the question arises: How can the retailer sell it to an equal advantage? I have noticed in the retail trade two practices which I think are indications of mistaken policy. A retailer will buy storage coal in the early months as here indicated and then will hold it, sometimes, until February or March, before he tries to move it out. This is not giving him a turn-over which he ought to have. On the contrary, he keeps coal in storage so long that a good part of the advantage is lost because the interest eats up part of the profit. Also he passes over the big buying time of the householders.

I doubt if any dealer deliberately tries to hold coal for a better market. Doubtless the average dealer simply waits for customers to come and merely accepts orders.

Good merchandising suggests that where there is a possibility of a profit, take it. That is, if you have carried coal from May until October and you get a chance to sell your coal

at a price which will insure a good profit, sell it. Then if you want to restock for a later demand, continue to buy coal for current delivery and put *that* in storage and hold *that* until the later demand arrives.

Another policy which I think is mistaken is to base the selling price in October, November and December on the purchase price in the earlier period. This is giving the householder the profit which you should have or the interest on your investment which you should keep for yourself. The householder invested no money in coal in April and May. He did not carry the insurance on it. He did not assume any responsibility for it. Rather, he waited until he wanted the coal before he bought. Therefore, the householder earned no profit on his winter supply of coal and he should not have it. The profit belongs to the man who is forehanded and far-sighted. That is the retail dealer. Therefore, the price charged in October and November should be the regular price dictated by the law of supply and demand at that time, which is the big buying period of the year. This price, of course, should carry a profit on the cost of coal delivered at that time. Such a selling price, therefore, will not only give a current profit on coal bought currently, but it will give a much bigger profit on coal bought earlier.

This consideration is important because prices named in October and November are likely to determine the price which will be received all through the winter months. Therefore, if the retailer gets a good price in October and November, he is likely to get a price in the later months which will yield him a profit, although a small one, on the coal which he buys for delivery during the winter and which he sells almost directly out of the car.

In other words, I recommend a buying policy which is to make two distinct classifications of coal purchases. One of them is the early purchases with a big profit. The other is the later purchases with a moderate profit. Averaging these two up should give the wide-awake and progressive retailer a bigger return on his year's business than though he followed out the prevailing idea and bought coal only as he needed it or as the buyers took it from him.

How the "Little Giant" Won.

(Concluded from page 24.)

ing matters, and usually any differences are settled in a satisfactory manner.

City Ordinances.

I would like to also mention some of the matters we have taken up with the city council recently.

About two years ago a very prominent city official observed a coal wagon being unloaded in the downtown district in such a manner that considerable dust and dirt was flying, to the discomfort of those about. He immediately drafted an ordinance providing for the saturation of all coal and coke after being weighed, the ordinance being specific that the coal must be drenched, and prohibiting the weighing of any coal after the wetting process. This ordinance prevented the city sealer from carrying out the provisions of the weighing ordinance, in which we are so much interested. The ordinance made no provision as to the condition of the weather, and prescribed that the drenching process must take place in freezing as well as warm weather.

It was necessary for the association to point out the impractical points in this ordinance, and after several lengthy conferences with the judiciary committee of the city council we were able to have the matter referred to the department of public works.

The matter was finally left, with the understanding that all possible precaution would be taken to avoid creating dust and dirt.

Very recently, in order to avoid congestion, an ordinance was proposed prohibiting the use of street car tracks in downtown districts by any commercial vehicles, during certain hours of the morning and afternoon. So far as the coal trade was concerned, it would reduce the efficiency of teams in the district about fifty per cent, because during the proscribed hours it would be impossible to send a team into the loop district.

After conference with the local transportation committee and police department we were successful in having the committee recommend that the subject be made a matter of police regulation, where it is today.



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An Ugly Fact or Two.

As the Ohio mines try to work under the Green anti-screen law, it becomes evident that, as the urchins say, the miners "spilled the beans" when they forced the legislature to pass that bill.

One obvious cost of that law was a strike which lasted a year in eastern Ohio. The union miners went on a vacation. The union mines were closed down.

The miners did not really expect that the coal consumers would go on a sympathetic strike. The trouble is they didn't think about that at all. All the miners thought about was that they wanted to whip the operators. The spirit of their leaders was: "I'll show you who is boss around here."

When the miners returned to work, they expected to take up their jobs where they left off. They expected the operators could go back to their old customers and resume the sale of coal. This was their silly childish dream.

Then the naked truth walked abroad. The resumption of mining showed that the market was gone. Somebody else had taken the business and the Ohio operators could not recover it. When orders were sought, it was found that the non-union mines of West Virginia had them. Eastern Ohio had been robbed of its business because the miners refused to work or to let anyone else work.

Some other Ohio mines did not hold out against the miners. They accepted the law and paid what the miners demanded. Even they started to prepare their coal similar to the way that is done in some of the western states. But the non-union mines did not do it because they did not have to.

Neighboring states did not do it because that was not the practice. Thus the Hocking Valley field was the pioneer in the matter of investment for and the cost of elaborate sizing of coal.

It simply could not be done. Ohio could not pay its miners more money and add to the cost of preparation and still compete.

The announcement was made a week ago that a number of the Hocking mines were closed down to remain closed indefinitely.

You have there a direct example of cause and effect. It is an ugly fact, but we must look at it.

The Hocking operators explain their move by saying that competing mines in eastern Ohio have been given the better mining rate. That is an explanation which does not explain. The eastern Ohio mines cannot hold their business at that rate against the non-union mines of West Virginia. The Hocking mines may be outclassed, as the operators say, by eastern Ohio, but eastern Ohio in turn is outclassed by West Virginia. How impossible it is, therefore, for the Hocking Valley to compete with West Virginia.

The closing down of the Hocking Valley mines means that under labor domination their profitable operation is out of the question. This is what it has cost Ohio to be ruled by the miners' union.

The miners tried in convention and by a conference to win their dispute. Failing there they went to the legislature. The resultant partnership between labor and politics proved that while it is possible to force capital to make concessions to labor, the force designed to remedy a business situation cures the ill by killing the business.

Every woman knows that the laws governing human actions apply to all men—except her husband. Every coal man credits every business—except his—as being regulated by certain fixed rules. These mental exceptions explain the growth of divorce suits and coal company failures.

Profitable Buying.

Every coal merchant should read the article by E. H. Irwin on buying which appears in this issue. He should take time to study it until he is sure that he has mastered not only its facts, but the principles which it announces.

One principle in particular deserves memorizing. "Buy at the lowest price and take your profit the instant there is an opportunity." That is worth real money to any man who wants to be a merchant in coal.

Many retailers get coal at a low price. When they have a chance to sell it at a good price, they do not like to dispose of it. They seem to want to tantalize themselves by thinking of the still bigger profit they are going to get after a while.

Rather than getting the higher price and the larger profit later, the presence of cheap coal in a yard is demoralizing to current prices. The retailer keeps it always in his mind. He cannot forget that he has cheap coal on hand. He is thinking always about how much he can cut prices if he must. After thinking of it, he does it. That is, he lets it level down the price he paid for the other coal until he has arrived at an "average" price. Thereafter he is prone to fix his current selling price on this average rather than on what a fresh supply of coal would cost. If he would dispose of cheap

coal early in the fall, he would soon forget about it. Then the average price would rise and he would get a profit on all of his coal.

We have known of instances where one bargain lot of coal has caused a dealer to lose money on every pound of coal sold during a winter. To illustrate how that is made possible, we will say that a retailer bought ten cars of coal in July for \$1 a ton. He held it until September, when he bought ten other cars of coal paying \$1.50 a ton. He then said, which was true, that the average price on his twenty cars of coal was \$1.25.

He sold out the second lot of coal or that which was bought last, at the equivalent of \$1.25, or at a loss of twenty-five cents a ton. He then bought ten other cars. Still using the first ten cars as the cheap coal in a mixture, he said that the coal in his yard still cost him on the average \$1.25. Here his calculations were away off. As a matter of fact, the average price—including the ten-car lot already sold was \$1.41 2-3.

To avoid this and other mistakes, it is well to take the profit on cheap coal when you can get it and then forget about it.

Exports of coal are now at the highest point in our history. This is more than an incident of the war. It means that America, which has been trying for foreign trade for years, has now an introduction. Whether we hold the business must depend on our merchandising ability.

Pointedly Put.

Some Chicago retail coal men had gathered around a table to discuss the business situation. All of them said that they had lost tonnage in the last year because of the times and the weather. Most of them confessed that they also were losing money because prices had been cut right and left. Ed Klinenberg, a retailer, was in the party. He expressed his opinion of the latter statement as follows:

"You men are cutting prices not because you want to but because the other fellow does. You are losing money not because you like to lose it but because the older fellow sets the example.

"All right. Suppose I too set an example. We will all start from here and walk to the lake. When I get to the end of the pier, I am going crazy and will drown myself. Will you fellows do the same thing merely because I set the example? Of course you will not, because you are not quite so crazy as you seem to be.

"Still, you will lose money and commit business suicide merely because the other fellow takes the lead.

"If the other fellow wants to lose money, let him. But I am not in business for that purpose and I refuse to follow that sort of a leader."

We have never been able to make out why men who have such destructive policies as have the price cutters should be referred to as "leaders." Generally, a man who leads has something constructive to offer. The devil is the only known exception to this rule since Roosevelt lost his following. Nevertheless, coal men have deserted the constructive leaders of the trade and have gone off after men of the other sort. It seems today that the whole flock is following the black sheep.

Because it outlines a policy which leads

the other way, we like the statement of a wholesaler who said this week:

"I never sell any cheap coal. It may be good coal at that, and it may be in distress for legitimate reasons. But, when a coal gets a habit of being in distress, I think of it the same as I do of a man who is always in hard luck. I think there is a reason. I refuse to jeopardize my standing with the trade by passing such coal on to my customers."

Cash and Credit.

There is a lot of talk these days about returning to a strictly cash basis in the sale of coal at retail. That is one way out of a dilemma. But, the credit system is not quite so black as it is painted sometimes.

A coal operator told this story, just the other day, to illustrate his attitude on the subject:

"My wife and I were in a store in Cincinnati about thirty years ago. The clerk asked: 'Shall we charge it?' We had the money to pay, of course, but we wanted to see whether the store would open a charge account for a couple of youngsters from the country. We gave our references, etc., and there and then opened an account. We have traded with that store every month since."

In those thirty years, this account has meant thousands of dollars of trade, at wholesale and retail, to that store. There was one case where a liberal extension of credit worked out the right way for the store.

While on that subject the big Chicago stores feel, apparently, that credit is a good thing. For example, the big State street stores are more liberal on terms, etc., with their credit customers than they are with those who pay cash.

It may not have occurred to some, but it is true, that merchant tailors continue in business solely because they extend credit. Thus, the concrete evidence in favor of the credit system is striking.

Here is one thing which must not be overlooked. The man who sells anything must satisfy his customer or he does not hold the trade. If he does not satisfy a credit customer he knows it. If he does not satisfy a cash customer, he may never know it; the man will simply go elsewhere. When a man opens an account, he and the merchant expect that it will be active. When, therefore, the account is closed or becomes inactive, the merchant knows that something is wrong. Thus the trend of credit accounts proves a sure indication whether the store itself is on the road to popularity with its patrons.

The man who sells only for cash, has no way of knowing how many customers he is losing because his service is not good or because his clerks are not courteous.

That which is against the credit system may be summed up under three headings:

First, bad accounts are made by a promiscuous extension of credit.

For one thing, there should be no promiscuous extension of credit. For another thing, bad accounts in annoying volume mean a poor system for collecting credit information. Thus the first objection is not valid because it means that a man is condemning a method of doing business because he is trying to do something for which he is not equipped.

Second, interest money is lost because those who buy on credit pay slowly.

This is an indictment against the collector or merchant himself rather than against the credit system. A man has no right to condemn any system publicly, merely because he will not do his business properly.

Third, it is an imposition upon the prompt pay customers to ask them to pay a higher price on coal to make up the losses incurred by those who refuse to pay their bills.

Because the coal man has not improved his methods to overcome these age-old defects in our business, is no reason for abandoning the credit system altogether. Instead there is need to keep it alive that the merchant in a struggle to hold the credit customer on the books will learn to please. In this way, and in no other, can a man make a merchant of himself.

Use Your Own Figures.

A coal man who does a big business made this astounding confession one day this week:

"I have been making the common mistake. When some one raised the question, I said that 'business is rotten.' When anybody asked me, I said I was losing money. I talked the way everybody else did because it has become a habit.

"On the first of July, the statement from our auditor was handed in. This accounted for the business for the first six months of the year compared with the first six months of 1914. I found that for April and May, I was ahead of last year by \$2,700 in cash. The comparison was with 1914, the best year in ten. The June figures were just as encouraging.

"We made a gain in tonnage of five per cent in the two months of the year which are considered the worst. If we continue on that basis merely, we will show a gain in tonnage of thirty per cent for this year. This compares with the business for 1914 when the gain was about twenty-five per cent over 1913.

"That is, the facts do not bear out my pessimistic remarks about business."

There is no intention here to say that everybody's business is increasing at any such rate. This business man made an exceptional showing. However, it is still good advice to suggest: If disposed to make any statements about business in general, base these on the records of your own books and not on what other people tell you about things in general.

This is really important for the reason that the period of depression is psychological. That is, business has been depressed because people have thought it would be. From thinking bad business, we have come to have bad business. If we reverse the process and think good business and talk good business, we will get it.

However, if we let other people dictate what we shall say and think, we are going to continue to have bad business. Therefore, we earnestly advise coal men to think about their own business in terms only of what their own books show. We recommend that all talk be based upon the actual record and not on what somebody has led somebody else to think.

As business shows an increase, we will have something cheerful and optimistic to talk about. Every man's mite of optimism, added to every other man's mite of optimism will soon bring about an improvement of business in general.

The experiment is worth trying because

it costs nothing. It costs no more to talk facts than it does to talk wrong theories. It costs no more to talk about small profits in an optimistic way than it does to talk about imagined losses in a pessimistic way. No one is honest with himself or with his associates unless he talks about what he knows instead of about what other people have led him to think.

Reserve Force.

The world is getting a good business suggestion from the manner in which the generals of Europe are maneuvering their fighting machines. He is either a fool of a general or he is in terrible straits if he puts his whole fighting force on the firing line at one time and keeps nothing in reserve for a sudden emergency.

There is a first rate example of how a coal man should consider his business. One of the primary rules of investment is: "Put your money in a place where the main line can be reinforced by some other line in case the leader meets with a serious reverse." Under this rule, one of the best business investments is in a general merchandising concern, such as a department store. The leading line may be dry goods, but the merchant has recourse to helpful activity in a hundred or even a thousand other lines. Another good investment is a steel producing company as organized today. If anything happens to the finished steel business, the owner has recourse to one of the processes of conversion to get a profit.

Applied to the coal producing, the operator must concentrate upon one line of activity. We have not developed, as they have in England, an assortment of business around a coal mine. Usually our one line is devoted to some specific use or to sale in some fixed territory. Thus many companies devote themselves almost exclusively to the lake trade. If anything happens to make the lake trade unprofitable, the operator is without reinforcement unless he is keeping himself in touch with all rail trade.

Another company devotes its product, it may be, mainly to railroads and to public utilities companies. If anything happens to one big contract that operator is in an embarrassing position unless he is making a steady appeal to another class of buyers.

Applied to the retail trade, the situation is somewhat different. If a retail coal merchant deals in nothing but coal, he is dependent for his prosperity upon the fickle element of the weather. If the weather turns against him, as it did last winter, he is practically out of business and out of profit for a year unless he carries some other line. Some of the larger companies hold the ice business in reserve to help out the coal business and still others rely upon building material.

It is hardly likely that all of these things will fail at one time. Thus if one thing fails, the money invested has a chance of getting returns by extraordinary activity in another line.

We do not consider it a wise policy to put all of one's investment upon one line of activity which is likely to fail. An investment needs reinforcement as much as does the firing line of an army. It is part of the business general's duty to provide that reinforcement.

News Local to Chicago.

A visitor in Chicago this week was John A. Buell of Pontiac, Ill.

The next tournament of the Coal Trade Golf Association will be held at the Evanston Golf Club on July 14th.

The receiver for Rasmusson, Balmes & Burke has paid a first and final dividend of two per cent to its creditors.

E. C. Pratt, the northwestern sales agent of the Purity Coal Company was a Chicago visitor on Friday of this week.

Among the Chicago visitors within the last week was William Forschner, manager of the Forschner Coal Company of Linton, Ind.

One of the visitors to the Chicago coal trade on Tuesday of this week was E. M. Peters, president of the Hamilton, Otto Coke Company of Hamilton, Ohio.

Dudley Gregory, son of the well known George Gregory of Marshalltown, Iowa, has been added to the Iowa selling staff of the Purity Coal Company.

Fred Harwood of The New Kentucky Coal Company, is spending his energy and the week at Birmingham, Alabama, in connection with the Alabama rate case.

The Mancourt-Winters Coal Company of Detroit, has opened a branch office at No. 110 South Dearborn street, with Benjamin M. Ferguson in charge as manager.

C. M. Moderwell, president of C. M. Moderwell & Company, took an outing over the holidays by attending a rate hearing at Birmingham, where the commission is now going into the proposed rate advance.

C. D. Caldwell of the By-Product Coke Corporation returned the latter part of last week from his trip through the east, which embraced Cincinnati, the mines, Cleveland and Detroit.

The general outing committee of the Chicago Coal Merchants' Association held a meeting in the association rooms on Thursday morning to decide definitely on the place and time for holding the outing. After having looked over many amusement parks, it was finally decided to go to Fox River Park near Aurora. The date is August 14th.

Herbert H. Taylor of the Taylor Coal Company, left the early part of the week for the northwest. Mr. Taylor endeavors to visit every coal buyer that he does business with at least once a year.

A visitor to the Chicago coal trade on Tuesday was Mr. Wynne of the Buser Concrete Construction Company of Mount Morris, Ill. One of the interesting points about his visit was that he left a coal contract behind him.

A. O. Tandy of the Franklin-Tandy Coal Company, was on a trip to the mines of the Logan Pocahontas Fuel Company in MacDowell county, W. Va., within the week. He was accompanied by E. S. Lovejoy of O. S. Richardson & Co.

H. W. Weeks, the fuel engineer and salesman for the Peabody Coal Company, having completed a severe test of coal on locomotives and having landed a contract of some size, took an outing over the Fourth, which he spent in a three day automobile trip to Indiana.

Carl Scholz, president of the Consolidated Indiana Coal Company, returned the middle part of this week from a fishing trip. Instead of going to the Wisconsin resorts, as is customary, he knows of a place in Arkansas where the fishing is good and he and his family went there for about a week.

George F. Getz of the Globe Coal Company spent the Fourth at his farm in Michigan, where he went at the conclusion of a recent tour of inspection of some properties in West Virginia. On the latter he was in company with some New York financiers and some men of influence in West Virginia.

The Chicago Coal Merchants' Association was to have held a meeting on Tuesday of next week, but out of consideration of the fact that the annual pow-wow of the Order Kokoal is being held here next week the meeting was abandoned. The next meeting will be held subject to call, perhaps two weeks later.

I. L. Runyan, secretary of the Illinois & Wisconsin Retail Coal Dealers' Association returned the latter part of this week from

Galesburg, where on Tuesday night he attended a district meeting of retailers representing Galesburg, Monmouth, Abingdon, Knoxville and DeLong. There were thirty-three retailers in all present at the meeting which was an enthusiastic gathering. In fact the success of the coal club at Galesburg is so pronounced that Monmouth decided to organize one at once and the enthusiasm for association work became so strong that five new members were added to the Illinois & Wisconsin membership list.

A novel plan to encourage thrift among wage-earners in every trade and business in Chicago, through which corporations will agree to pay an amount of interest, in addition to that paid on savings accounts by the banks, to employees who are willing to deposit part of their income, has been decided upon by a number of prominent corporation men and bankers of this city. The Consumers Company, with a pay roll of about \$10,000 a day, is the pioneer in the plan. President Fred Upham has announced that his concern will agree to allow 1 per cent annually on all savings accounts of employees, in addition to 3 per cent allowed by the bank in which the employees may elect to place the funds.

Carl Scholz attended a meeting at Des Moines on Tuesday of the operators in the state of Iowa. It seems that Iowa is becoming impressed with the fact that some of the other coal producing sections are taking away business which belongs to it. The Iowa operators believe that the difficulty is that the good qualities of Iowa coal have not been generally known, therefore, an organization to promote information about Iowa coal was formed. This will get some money together at once, and this will be used to hire an efficiency engineer who will show people how to burn that coal and it will also pay the expenses of an Iowa man who is going to write some things about Iowa coal for the farm papers. The new organization was effected and a committee of four was appointed to map out the details.

Some progress has been made recently in the matter of forming a selling agency for Indiana. It will take two or three weeks to get it in shape to act, but an organization already has been effected. The name is the Indiana Coal Sales Company. The officers are: President, A. M. Ogle; vice-presidents, E. D. Logsdon, J. K. Dering and David Ingle; secretary, P. H. Penna; and treasurer, M. L. Gould. The executive committee are J. C. Kolsem, W. S. Bogle, H. A. Huskey, W. J. Freeman, Hugh Shirkie and H. B. Talley. The directors are: John Oliphant, Oliphant-Wasson Coal Company; H. B. Talley, Coal Bluff Mining Company; W. S. Bogle, W. S. Bogle & Co., Inc.; Hugh Shirkie, Shirkie Coal Company; A. M. Ogle, Vandalia Coal Company; J. K. Dering, J. K. Dering Coal Company; David Ingle, Ayreshire Coal Company; W. J. Freeman, Green Valley Coal Company; J. C. Kolsem, Jackson Hill Coal & Mining Company; E. D. Logsdon, Indian Creek Coal Company; M. L. Gould, Gould Coal Washing & Mining Company; J. T. Connery, Miami Coal Company; Harley Huskey, Worth-Huskey Coal Company; Carl Scholz, Consolidated Indiana Coal Company; H. M. Ferguson, Clinton Coal Company; James Persons, Knox Coal Company; Paul Zimmerman, American Coal Company; Jabez Woolley, Woolley Coal Company, and Thomas Byers, Bicknell Coal Company.

Chan. F. Lemmon is chairman of the reception committee appointed to welcome the delegates to the annual pow-wow of the Order Kokoal, which is to open at the Auditorium on next Tuesday, July 12. The members of the order in Chicago are getting ready to extend a characteristic Chicago welcome to the visiting coal men who are expected to come in rather large numbers. Mr. Lemmon's reception committee, which will be made up of some of the best known coal men in Chicago, will be on hand at the Auditorium at two o'clock. This means that all details for the coming annual pow-wow and coal convention have been taken care of down to even the point of entertaining the visitors. Late last week Ed. Smith, the imperial pictor, made a trip to the printers and had several thousand copies of the program struck off. It is a program filled with big speeches by men who know what they are talking about, and who will be able to say a lot of things to the coal trade that are worth listening to. Among those who are on the program are

C. M. Moderwell W. S. Bogle and A. J. Moorshead—all of them well known for their ability to say things that are worth while and to say them well. On the program B. L. Shepard, the accountant, will make his first appearance as a public speaker, but he has something to say which is distinctly worth while. If the annual pow-wow had nothing else to attract the visitors than just merely the program it would be distinctly worth while. However, there are some other features, among them the launching of the new purpose of the order, which was arranged for and announced at this time last year. It is always interesting to see any organization take on a new purpose or try to do something that is different and new and the Order Kokoal has espoused a purpose and is going to try to give that purpose vitality at this annual meeting and coal convention. It will, therefore, be one of the interesting things of the trade in a year and the working out of the experiment will be watched with more than common interest.

Lackawanna Coal Changes.

The Delaware, Lackawanna & Western Coal Company had its sixth annual meeting on Thursday of last week. At this meeting in addition to the regular two and one-half per cent quarterly dividend on \$6,590,000 stock, they declared an additional cash dividend of fifty per cent. The coal company has paid regular annual ten per cent dividends since it was organized. The directors at this meeting took formal notice of the recent Supreme Court decision, and announced the plans intended to bring the Delaware, Lackawanna & Western Coal Company within the mandate of the Supreme Court. The following announcement was made by the company:

"Steps were taken to comply promptly with the recent rulings of the United States Supreme Court.

"The board authorized the officers of the company to execute a new contract which should conform to all matters questioned by the Supreme Court as either illegal or objectionable.

"The only directors of the coal company who are directors of the railroad, viz.; Messrs. W. H. Truesdale and George F. Baker, Jr., resigned from the board, and Messrs. C. D. Norton and T. J. Mumford were elected in their places.

"E. E. Loomis, president of the coal company, tendered to the board his resignation to be accepted as soon as his successor can be selected, and arrangements were made to procure separate office accommodations without delay."

At this meeting it was stated by Mr. Loomis, the retiring president of the company, that the coal company had actually changed its original contract with the Lackawanna a year ago. The first changes were made to conform to suggestions made by the agents of the Department of Justice, when the coal case was tried in the lower Federal courts. The Supreme Court decision took no cognizance of the fact that the coal company had made any changes. This decision was made on the contract which prevailed when the case went to trial in the lower courts. Mr. Loomis said:

"The railroad company owns the mines and sells the product to the coal company. In everything we have tried to be open and above board our books were always accessible to the Department of Justice, and we employed the best lawyers available to tell us how to obey the law. If we have erred, we are only too anxious to correct our mistake. So far as the earnings of the coal company is concerned, I foresee no likelihood of an adverse effect at this time. The sixty-five per cent clause, will, of course, be eliminated. If the lawyers suggest any other changes, they will also be made. We are going to try to do just what the Supreme Court wants us to do. We have nothing to conceal and we make no objection. We are glad that we have a final decision to go by."

The contract for the coal and coke supply for the public schools of Uniontown, Pa., was awarded last week to John A. Whyel & Son. Their bid was for run of mine, from the Snyder mines at seven cents per bushel, and soft coke at \$3.00 per ton of 2,000 pounds net.

Facts Which Determine Our Export Prospects.

The Welsh Coal Situation.

Latest advices from Cardiff state that the refusal of the government to grant licenses for exporting to countries outside of the allies and British colonies is still the all-absorbing topic. It is stated that as result of this drastic policy which the coal committee of the government have up to the present been following that the market for all descriptions of coal is considerably restricted, and that prices have suffered consequently. Some of the coal men hold that the general trade of Great Britain will suffer very largely, especially as regards to South American business, due to the restrictions placed upon this country as well as other neutral countries, because of the loss of the great quantity of grain, meat and other products that England imports, and which is quite an attractive return cargo for ships. Concerning prices, it is pretty difficult to quote current prices at the present time. The quotations for the cheaper grades of Admiralty coals is given at about 30s, though this price is said to be considerably reduced by some of the middlemen. Small coals are very weak, especially for cargo qualities. One reason given for this is that at present there is a very large number of loaded steamers at the principal French ports that have been unable to get discharged. At that writing there were said to be no less than fifty steamers waiting for their turn at the coal docks at Bordeaux, and that consequently a great deal of demurrage was accruing. For ordinary cargo qualities 16s. 6d. to 17s. 6d. is said to be ruling prices. Best bunker smalls are quoted at 21s.; best ordinaries at 20s to 20s. 6d., and cargo qualities at 16s. to 17s. 6d. In the Monmouthshire coals, Black Veins are quoted at 28s. to 30s.; Western Valleys 26s. to 27s.; Eastern Valleys at 23s. to 25s.

Current freight rates from Cardiff are about as follows: To Algiers, 23fr.; Genoa, 25s. to 25s. 6d.; Bilbao, 14s. sd.; Barcelona, 21s. 6d.; Havre, 10s. 6d.; Las Palmas, 20s.; Lisbon, 15s. 6d.; Marseilles, 25fr. to 25½fr.; Malta, 20s.; Oporto, 16s. 3d.; Port Said, 23s. to 23s. 6d.; River Plate, 26s.; Savona, 25s.

Recent Coal Freight Charters.

Steamer Pheada (Dutch), Norfolk to Parana, coal, p. t., July.
Steamers Primo (Ital.) and Giuseppe Accame (Ital.), Atlantic Range to west coast of Italy, coal, p. t.
Steamer Mariteres (Span.), Virginia to Casa Blanca, coal, 40s., July.
Schooner George D. Edmonds, Philadelphia to Summerside, P. E. I., coal, p. t.
Steamer Ulidia (Br.), Baltimore to Alexandria, coal, p. t.
Steamer Egda (Nor.), Philadelphia to Cuba, coal, p. t.
Steamer St. Andre (Fr.), Philadelphia to St. Nazaire, coal, p. t.
Steamer Starfond (Nor.), Philadelphia to Havana, coal, p. t.
Schooner Augustus N. Snow, Norfolk to Rio Janeiro, coal, \$8.
Schooner Eleanor F. Bartram, Norfolk to Rio Janeiro, coal, p. t.
Steamer — (Braz.), Atlantic Range port to west coast of Italy, coal, 42s., July.
Steamer Stormount (Br.), Newport News to Havana, coal, p. t.
Steamer Urd (Nor.), Baltimore to Stockholm, coal, p. t.
Steamer Clumleigh (Br.), Philadelphia to Barcelona, coal, p. t.
Steamer Geddington Court (Br.), Philadelphia to a Spanish port, coal, p. t.
Steamer Camilla (Nor.), Baltimore to Banas and Preston, coal, p. t.
Schooner Clara Davis, Virginia to Brazil, coal, p. t.
Schooner Wm. E. Litchfield, Norfolk to Porto Plata, coal, \$3.50 and port charges.
Steamer Campeiro (Ital.), Baltimore or Virginia to west coast of Italy, coal, 42s., July.

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, report as follows under date of July 6.
Freight conditions are practically the same as a week ago, and although we have chartered a number of steamers for export coal since our last report, the rates have varied but slightly from previous quotations. A steamer was chartered today from a U. S. port north of Hatteras to Genoa at 39s. Plate orders from here are accumulating, which rather surprises us as we understand that grain freights from the Plate have considerably improved recently.
We would quote freight rates on coal by steamer as follows:
Marseilles, about..... 36s.
West coast of Italy, about..... 39s.

Barcelona, about	35s.
(Spanish dues for account of cargo.)	
Montevideo, about	34s. 9d.
Buenos Aires or La Plata, about.....	35s.
Rosario, about	37s.
Rio, about	36s.
Santos, about	37s.
(Consignees paying docas dues.)	
Valparaiso or Callao.....	\$6.75@7.00
Havana	2.00@2.25
Cardenas or Sagua, about.....	2.75
Cienfuegos	2.75@3.00
Port of Spain, Trinidad.....	3.50@3.75
St. Lucia, about	3.50
St. Thomas	3.00@3.25
Barbados	3.50@3.75
Kingston	2.75@3.00
Curacao, about	(and p. c.) 3.50
Santiago	2.50@3.00
Guantanamo	2.50@3.00
Demerara, about	4.25
Bermuda, about	3.00
Vera Cruz	3.50@3.75
Tampico	3.50@3.75

Hampton Roads Exports.

Exports of bituminous coal from the Hampton Roads ports for June, 1915, totaled 604,695 tons, as compared with 209,064 tons for June, 1914, as follows:

	1914.	1915.
Genoa, Italy	22,300	81,342
Cagliari, Italy		17,848
Naples, Italy	12,800	22,724
Leghorn, Italy	5,600	5,800
Savona, Italy		12,742
Santa Lieberata, Italy.....		5,355
Torre Annunziata, Italy.....		15,873
Catania, Italy		5,500
Spezia, Italy		5,993
Messina, Italy		6,900
Palermo, Italy		8,305
Puerto Ferrajo, Italy.....		18,991
Civita Vecchia, Italy.....		5,172
Lisbon, Portugal		3,254
Seville, Spain		1,369
Bilbao, Spain		5,646
Tarragona, Spain		5,798
Marseilles, France.....		7,493
Piraeus, Greece		11,180
Port Said, Egypt		8,007
Casa Blanca, Morocco.....		963
Amsterdam, Holland		6,002
Rotterdam, Holland		4,834
Stockholm, Sweden		6,833
Las Palmas, G. C. I.		3,800
Dakar, French West Africa.....		4,852
Lagos, Africa		5,000
Sierra Leone, Africa.....		998
Forcados, Africa		4,952
St. George, Bermuda.....		1,125
San Juan, Porto Rico.....		2,994
St. Lucia, B. W. I.	5,950	4,541
Bridgetown, Barbados	3,727	8,481
Georgetown, Demerara		1,697
Port of Spain, Trinidad.....		2,973
Curacao, D. W. I.	4,573	5,541
Santiago, Cuba		1,522
Havana, Cuba		20,948
Vera Cruz, Mexico		3,414
Iquique, Chile		750
Salaverry, Peru		550
Buenos Aires, A. R.	2,215	11,738
La Plata, A. R.	1,800	6,014
Montevideo, Uruguay	6,172	6,755
Rio de Janeiro, Brazil.....	6,300	40,739
Pernambuco, Brazil		4,593
Para, Brazil		1,640
Cristobal, Canal Zone.....	22,125	47,708
Kingston, Jamaica		2,700
Colonel, Chile, for orders.....		5,781
Valparaiso, Chile		5,075
Venice, Italy		20,600
Brindisi, Italy		6,500
Trieste, Austria		4,244
	138,462	467,689

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	1914.	1915.
Genoa, Italy		14,445
Naples, Italy	18,093	
Sardina, Italy		7,058
Italy, any port		5,081
Cartagena, Spain		835
Marseilles, France.....		5,654
Casa Blanca, Morocco.....		1,385
St. Lucia, B. W. I.	13,709	
Bridgetown, Barbados	1,425	5,545
Port of Spain, Trinidad.....	9,967	8,661
Santiago, Cuba	2,620	
Havana, Cuba	8,201	4,851
Cardenas, Cuba		900
Guantanamo, Cuba		1,066
Vera Cruz, Mexico	3,938	
Buenos Aires, A. R.		5,040
Montevideo, Uruguay		5,213
Fort de France, Martinique.....		4,641
Callao, Peru		2,593
Rio de Janeiro, Brazil.....		45,131
Pernambuco, Brazil		2,082
Para, Brazil		1,007
Manzanillo, Cuba	1,768	
St. Thomas, D. W. I.	4,575	
Ceara, Brazil	184	
	67,000	121,188

SEWALL'S POINT.

	1914.	1915.
Spezia, Italy		5,764
Buenos Aires, A. R.		4,190
Rio de Janeiro, Brazil.....		5,864
Para, Brazil	1,984	
Kingston, Jamaica	1,618	
	3,602	15,818

The aggregate total of exports from Hamp-

ton Roads for June, 1915, was 604,695 tons, as compared with 209,064 tons for June, 1914, showing a radical increase of 395,631 tons.

French Coal Production.

A recent Paris newspaper cable tells of the coal situation in France, as follows:
"The coal question in the first six months of the war was perhaps the greatest industrially that the government was called upon to answer. France got most of her coal from Germany and Belgium, and her northern provinces contributed their share. About 20,000,000 tons of foreign coal were needed in peace times to make up the total consumption of about 60,000,000 tons.
"For the first five or six weeks of the war the production of coal simply ceased, owing to the lack of miners and transportation, and a dangerous deficit arose, which was overcome by importations partly from America but chiefly from Great Britain. Then the government took hold, supplied the mines with enough men to carry on the work and provided means of transport. Bit by bit the situation improved, and gradually it is approaching the normal.
"French mines are now producing 20,000,000 tons, or half the normal domestic output, and inasmuch as the war has reduced the annual consumption to about 35,000,000 tons England will be called upon for only 15,000,000. The price of coal increased from twenty-five to thirty per cent, but it has fallen somewhat, and is expected to go considerably lower."

Baltimore June Exports.

Exports of bituminous coal from Baltimore for the month of June 1915, were as follows:

Country—	Tonnage.
Egypt	21,223
Italy	127,744
Spain	10,045
France	11,275
Greece	5,592
Sweden	6,111
Uruguay	8,882
Argentina	98,516
Brazil	9,705
Guatemala	2,757
Cuba	12,949
Total	314,799

Export Trade Briefs.

Of the total exports of coal from England during May the average value of large coal exported was 20s 6.05d; through-and-through (unscreened), 14s 7.2d, and small coal, 15s 9.7d. The average value of all kinds of coal exported was 17s 8.7d, an increase of 7.4d as compared with the previous month.
The South Wales correspondent of the Colliery Guardian says in its issue of June 18th: "The practical prohibition of coal exports to South America—indeed, to neutral areas generally, for there are very few left—opens out a question of highest moment, because of the opportunity thereby afforded to Americans. Coincident with prohibition is the much higher cost of production which is due to limitation of output and greatly increased wages, with higher price of all requisites. It is feared that once the American coal gets into the South American markets, we shall have much difficulty in ousting our competitors; and not only the coal trade, but also the shipping, corn, and other industries must be seriously affected through lack of steamers for return cargoes. In addition, American competition in the Mediterranean becomes a factor to be reckoned with." Continuing, this correspondent states that the government and Allies are taking probably ten times the quantity of Welsh coal which the Admiralty takes in peace times, and have the first call upon all coals that is available. Continuing, he says: "In the course of discussion on this very important subject, opinion on the Cardiff Exchange opened out into an expression of doubt as to what may happen when the Panama Canal route becomes available for steamers. Where on any particular line it proves cheaper to run via Panama, there is every prospect of American coal ousting British for bunkering purposes. As to Australia and New Zealand, it may very well be that the cost of bunkers will become a determining factor. The American Government have had exhaustive inquiry made on this point, their conclusion being that cheaper coal will determine the westward route via Panama as against the eastward route through the Suez Canal, the American coal being much cheaper."

General Review.

Coke Production Increases, Exports are Larger and Sales at Home Are Heavy.

A statement just issued by the *Connellsville Courier* shows that coke production for the second quarter was twenty-five per cent heavier than for the first, and that output is increasing; also that current demand is heavy and over the holidays spot coke brought a premium of fifteen cents a ton.

A statement coming from Baltimore and New York is to the effect that exports are now nearly 100 per cent heavier than they were three months ago and are increasing.

A statement in nearly every market is that the current buying of domestic coal is heavier than it has been in five months, indicating a revival of business with the retail dealers. Some good-sized contracts are being closed for steam coal.

In New York the anthracite market has strengthened a little because some of the mines were closed down for the entire week over the holidays. In bituminous there is some accumulation of unsold coal at tidewater, and therefore, a little weakness.

The situation in Philadelphia has improved materially. The holiday cut down shipments, while an increased demand for bunker coal took up the accumulation. The market gained strength quickly, rising fifteen to twenty cents a ton in a few days. The anthracite trade on the contrary has been very dull, the market being off to an unusual extent.

According to Baltimore advices the holiday brought no annoyance to coal men in that territory, but rather something of relief. The offshore movement has been rather heavy, but also there has been quite a free movement of coal from the mines to the piers. A little lull which would permit the clearing up of the accumulation was welcomed by the trade. The export demand showed a decline for the last week. Sales totalled 42,200 tons of cargo and 6,442 tons of bunker coal. Chartering for the last week was not so extensive as recently, but this is considered a lull in the trade rather than a decrease as contracts on hand will continue shipments at the present rate for some time.

The movement of anthracite by lake through Buffalo for June was 618,236 tons as compared with 805,879 tons for June, 1914. However, shipments to July 1st this year, aggregated 1,420,378 tons compared with 1,409,325 for the corresponding period of 1914. The local demand is quiet because more factories are taking steam coal, hence the market is improved in both tonnage and price.

The Pittsburgh report graphically describes the improvement in the trade there as "invisible but evident." That is, there is some improvement, but it is pretty hard to measure and what there is of it is not so noticeable now because the home trade and the local steam trade are in the summer vacation period, leaving only the lake trade to absorb the major portion of the output, and this is not as brisk as it might be. The market is helped out by shipments into the export trade by an increase in coke production and by heavy use in steel mills. River trade is quiet.

In Cincinnati an improvement is noted in tonnage and price in both the domestic and steam departments. It is not anything astounding, but yet it is noteworthy both in smokeless and splint coal.

Indianapolis records the fact that consumption of coal has been cut down by labor troubles in Indiana and Chicago, hence the market is even a little more quiet than it has been recently. Prices on the whole are unattractive.

In Chicago there was a general upturn in the trade. The operators of Indiana and Illinois, with a few exceptions, named prices on July 1st, which made an advance of fifteen cents a ton on the three domestic sizes. This was accompanied by a reduction of five to ten cents in fine coal prices. At the same time sales increased perceptibly and on the average the mines are doing a half a day a week more than they were. It looks as though the fall buying movement had started about two weeks earlier in the western territory. The eastern coals on the Chicago market are not quite so active.

Chicago Market.

Retail Buying Starts and Prices Are Improved, But Screenings Are a Trifle Easier.

Office of THE BLACK DIAMOND,
CHICAGO, July 8.

The Chicago market for this last week has a better tone, everything considered, than it has had for a year. There are still some weak spots in the market, but it is generally true that operators are more hopeful. Retailers are taking more coal and prices are better today than they have been for a long while.

This starts with the fact that retailers are beginning to put coal in storage. Some orders are placed for immediate delivery; some anticipate delivery later in the month. The retailers are committing themselves, and the operators are getting better prices.

It seems true that the general announcement of an advance in price, effective July 1st, had a stimulating effect all along the line. The advance warned all retailers that the fall season was approaching. Also, adherence to the price, which was quite general, gave retailers an idea that the operators are in earnest. The air has been cleared definitely within the last week.

For the time being, anthracite is slow. This, however, is expected at this time of the year. The retailer can get this month a discount of only twenty cents a ton from September circular and does not consider that attractive. Thus, July is always rather a dull month in that trade. However, the business is not much lighter now than it generally is at this time.

The smokeless trade is still a little slow. Sales agents have been trying to get the retailers to take in coal while it is plentiful and while transportation is easy. The dealers are not interested, largely because the real estate agents have not yet begun to buy. Mine run is kept firm in the meantime by being withheld from the market. The circular price is still \$1.25. This is being maintained. On July 1st the price on lump and egg advanced to \$2 a ton. The supply, however, is short, and already premium prices of ten to fifteen cents a ton are being obtained. The market is strong, with prices up to Thursday as follows:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run.....	\$3.30	\$1.25
Lump and egg.....	8.05	2.00

Somerset county coal, which follows the smokeless market closely, is not active, for obvious reasons. The operators are holding firmly to circular price. Very little coal is being shipped west, and none of it, this week, has been up to demurrage. Prices remain about firm as follows:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.75@3.95	1.70@1.90

Hocking coal is quiet. The week developed no change in situation, demand or price. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
1½-inch lump.....	\$3.15	\$1.50

There are two markets on Kanawha gas and splint. A lot of cheap coal is on the market. Some of the lump sells for ninety cents or \$1. This kind of splint has been getting a reputation lately of such a character that the better houses will not handle it. Better grades of splint are selling at a minimum of \$1.15, and some few sales have been made up as high as \$1.35. Prices on the better grades on shipments direct from the mines up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1½-inch lump.....	\$3.05@3.15	\$1.15@1.25

The eastern Kentucky market has shown all kinds of prices. For the summer, some of the operators have abandoned the production of block coal as that has been understood heretofore. Domestic lump includes now what was formerly block and lump coal. The price on this combination size has ranged all the way from \$1.25 up to \$1.75. Some operators are making a straight egg coal, while others are mixing the egg and the nut. The prices have been variable on that account. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump.....	\$3.15@3.65	\$1.25@1.75
Egg	3.00@3.15	1.10@1.25

Franklin county prices advanced generally fifteen cents a ton on the first. The lump, egg and

No. 1 nut are now being held at \$1.50, and the No. 2 or special stove is now held at \$1.35. The advance in price proved a stimulus to the trade. That is, the operators got more money for their coal and got more orders at the same time. The latter came because the retailers were warned by the advance that fall was approaching and began to get some coal in storage. The domestic sizes have been moving fairly well, but there has been no improvement in the demand for the steam sizes. As a result, screenings prices have eased off a trifle, being quoted today at eighty to eighty-five cents a ton. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.55	\$1.50
Egg	2.55	1.50
No. 1 nut.....	2.55	1.50
No. 2 nut.....	2.40	1.35
Mine run.....	2.15	1.10
2-inch screenings.....	1.85@1.90	.80@.85

Williamson county operators advanced their prices on the first of July to \$1.50 for the lump, egg and No. 1 washed and \$1.40 for the No. 2 washed. The operators got an increase in business as the result of this advance in price. What is peculiar is that the advance does not appear to have been contested by any of the buyers. Smaller sizes are not moving very well. No. 5 washed is selling for seventy to seventy-five cents, with No. 3 and No. 4 maintaining relatively a higher price. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.55	\$1.50
Egg	2.55	1.50
No. 1 washed.....	2.55	1.50
No. 2 washed.....	2.45	1.40

On the first of July, some Saline county operators advanced the price on domestic lump to \$1.50, but made no change in the prices on other sizes. As a consequence of increased production of lump the screenings market is easier, now being quoted at eighty to eighty-five cents. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.55	\$1.50
Mine run.....	2.15	1.10
Screenings	1.85@1.90	.80@.85
1¼-inch lump.....	2.30	1.25

One of the strongest spots in the market is the Springfield district. This contrasts with the record of that coal in former years. On the first of July, the operators advanced their mine price to \$1.50 on lump and egg and have been getting it. On the nut coal, the price is \$1.35. For the last week, the operators have been getting a fair run of orders. In the meantime screenings are easier, the average price being about seventy-five cents. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Springfield—		
Lump	\$2.32	\$1.50
Egg	2.32	1.50
Nut	2.17	1.35
Mine run.....	1.87	1.05
Screenings	1.57	.75

Clinton operators have not been making much of an appeal for domestic business. Since other operators are holding for \$1.50, the Clinton operators are doing the same thing. Most of the mines are running on steam coal contracts, with only an occasional lot of screenings on the market at about eighty cents a ton. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
Domestic lump.....	\$2.27	\$1.50
Egg	2.07	1.30
Nut	2.07	1.30
Mine run.....	1.87	1.10
Screenings	1.57	.80

Knox county coal has been practically unchanged within the last week, with but little business in domestic coal and most of the output being devoted to the steam trade. Prices up to Thursday, while mainly nominal, were:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.57	.70

The domestic sizes of by-product coke have not been any too strong. Nominally the producers have been holding for circular price of \$4.65, but orders can be placed at a concession of ten to fifteen cents a ton. Furnace and foundry coke has been fairly firm at the old prices. The market up to Thursday was:

	F. O. B. Chicago.
Coke—	
Connellsville	\$4.75
By-product, foundry.....	4.85@5.10
By-product, egg and stove.....	4.65
By-product, nut	4.65
Gas house.....	3.75@4.90

Pittsburgh Trade.

Line Business Is Quiet but Lake Shipments, Coke Sales and Exports Show Increase.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., July 8, 1915.

A mid-summer dullness seems to have settled over the coal trade in this district, domestic, line and lake trade all seemingly taking a summer vacation. One operator, when asked for an opinion as to present conditions, said "an invisible improvement was evident," and that is about as near the condition you can get—"invisible but evident."

Certain it is, however, that the trade enters the second half of 1915 under conditions vastly different, but much the same as the first half, which has undoubtedly been a disappointment. Prices, while showing firmness, have not advanced, and the volume of trade has not met expectations. Buyers have now pretty well covered for the last half, and outside of export business little new business has developed the past week. These conditions will probably maintain for some weeks, though the same optimism maintains as to the future that has characterized the past, or, if any change, the increasing volume of iron and steel business, increases the "invisible improvement" seen by the coal producer, the war business contributing largely to the hopeful views of the operator.

As in coke, the holiday of the week has to a smaller extent had its effect at the coal mines, though this was not felt as much as usual, owing to the idleness at many points, hence shipments were not interfered with to any extent.

Heavy rains of the past week disappointed the river coal men, inasmuch as they produced but a slight rise in the rivers—not of sufficient magnitude to admit of lowering the wickets, hence any coal going out had to be locked through the dams. The only shipment of any magnitude was made by the Diamond Coal & Coke Company, who sent out three of their tow boats with approximately 225,000 bushels of coal for the south. Each boat took five barges, which fleet will be consolidated when the lower pools are reached and continue down stream under one tow boat.

The usual mid-summer closing of mills and mines at this season apparently cuts no figure in trade under present conditions, few of the plants that are working making any stoppage, as all have had ample time in the past six months to make any needed repairs and improvements.

The coke market last week felt the usual holiday spurt, and spot furnace was in demand at an advance of from \$1.50 as quoted for some time past to sales at \$1.60 and \$1.70, and scarce, but this might be termed a soda water boom, preparatory to the usual holiday shortage, as many workers do not get back on their jobs for a day or two after a holiday.

The Frick interests are operating at about eighty-five per cent capacity, and the corporation was pushing them for every ton possible the past week, while brokers were phoning inquiries to different independents for spot furnace, but found it hard to get even at the advance. It is rumored that the corporation will blow in additional furnaces very soon, the increase of war and railroad orders being felt considerably—this being the case, it is expected that the Frick interests in the Connellsville region will fire a large number of additional coke ovens to meet this demand. The question of labor is approaching the ragged edge at coke plants, and if the Frick ovens take up the idle forces to be had today the merchant interests will find it very hard to get under way to any extent. At present the independent producers are at near sixty per cent, and the open market showing slightly increased demand with strengthening prices.

There was some little trouble among the coke makers the past week, and at one plant a three-day strike caused a little excitement. This was owing to the differences in wages paid, some having been operating at figures less than what is known as the Frick scale, and labor organizers created the agitation, but the matter was soon disposed of, and the operators granted the advance, which varies at different plants from about eight per cent to twelve and one-half per cent, and this will have a tendency to still further stiffen prices. One operator reported today that he had refused \$1.80 for delivery beyond October 1st, and would not quote price for the last quarter on furnace coke.

On the whole, the coke trade is feeling the effect of the steel trade expansion to quite an extent, and the opinion is that before the second half of 1915 closes the business will again be on a top-notch basis.

The foundry coke trade still lags, but there is more activity in the foundry iron market, and consumption, no doubt, improving, and it is believed the time is not far distant when this branch will feel the general expansion in the iron and steel trade.

News in and Near Pittsburgh.

Shipments of coal over the Norfolk & Western Railroad for the month of May were 1,778,338 tons. Shipments of coke from the Pocahontas field were 64,872 tons.

The Pittsburgh Coal Company has taken title to two tracts of coal land in Jefferson township, paying Jacob H. S. Mowry \$75,728 for 200 acres and John N. Mowry \$38,756 for 50.35 acres.

A member of the committee having in charge the reorganization of the United Coal Company states that subscriptions on the part of creditors for new bonds is coming in satisfactorily, the plan having met with a favorable reception.

The American Zinc & Chemical Company, with offices in the Oliver Building, Pittsburgh, are opening a new coal mine at their plant at Langoth, Pa., near Bengettestown, of 1,500 tons capacity. The company consume their own nut and slack, marketing the screened coal.

At the annual election of officers of the Latrobe-Connellsville Coal & Coke Company, Mr. Julian B. Huff was elected president, succeeding Mr. M. W. Saxman, retiring. The other officials remain the same. The general offices of the company have been removed from Latrobe to Greensburg, Pa.

Last Saturday a deal was closed whereby the Edgewood Coal Company, composed of Marshall county people, sold a tract of almost 800 acres of coal land about three miles east of Wheeling, W. Va., to Pennsylvania and Ohio capitalists. The price said to have been paid for the property was close to \$75,000. It is understood that the purchasers will continue to operate the property, but on a more extensive scale. The officers of the old company were Sheriff C. E. Hutchinson, president, and J. W. Garvin, treasurer. Among the other owners were G. Charles Hughes, F. H. Jones, J. M. Grandstaff, W. T. Hughes and J. L. Phillips.

Detroit Trade.

DETROIT, MICH., July 8.—(*Special Correspondence*.)—With inactivity continuing the dominant feature of the local coal market, shippers appear to have lost none of the optimism which has characterized their patient "watchful waiting" for some weeks past. The explanation of their attitude is perhaps traceable from the statement of one of them:

"People will have to buy coal some time, and every day that passes now brings that time nearer. When they do get ready to send in their orders some of the buyers may be fortunate if they are able to get coal at the same price and with as little delay as is possible at present."

Neither steam nor domestic coal appears to be in much demand. Fortunately the situation is not seriously complicated by large consignments shipped into Detroit as a speculative market. While the amount of coal brought here is considerable, in the aggregate, it appears to be less than were the shipments a month or so ago, the result being a closer balance between supply and consumption, which has the effect of giving steadier prices.

Coal is still being sold below list prices to avoid demurrage, but such sales seem to be more infrequent, and the reductions made are reported to be less extensive than was the case in the spring months. While first-class slack ranges from sixty cents upward, a good quality may be bought around forty and forty-five cents. West Virginia lump is obtainable at from \$1.10 upward.

The improvement, if it may be so described, is perhaps attributable to the diversion of surplus coal to the lake trade, though the volume of the rail-lake movement has not materially increased. Shipments carried through the waterways at Sault Ste. Marie in June were more than 336,000 tons less than in June, 1914.

The statistical report for last month shows a total movement of anthracite amounting to 300,361 tons, which compares with 414,401 in June

last year and with 377,869 tons in the similar month of 1913. Soft coal carried through the canals amounted to 1,624,535 tons last month, in contrast to 1,846,689 tons last season and 2,601,302 tons in June, 1913.

Owing to the bunching of ore carriers at Lake Erie ports because of the Fourth of July double holiday, there has been a great scramble for coal cargoes this week, in which many of the freighters were unsuccessful and were forced to make the upbound trip light. Others were held several days on Lake Erie to await arrival of coal at loading docks.

Coal from the Pittsburgh No. 8 district has not yet regained much prominence in the local market. Anthracite is dull, the retail dealers seemingly being unwilling to stock up at this time.

Prices in the local market on direct shipments are:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$0.95@1.00	\$2.35@2.40
Mine run.....	.75@ .80	2.15@2.20
Slack .....	.40@ .50	1.80@1.90
West Virginia Splint—		
Four-inch lump.....	1.35@1.60	2.75@3.00
Two-inch lump.....	1.10@1.25	2.50@2.65
Three-quarter	1.00@1.10	2.40@2.50
Mine run.....	.90@1.00	2.30@2.40
Nut, pea and slack.....	.50@ .75	1.90@2.15
Smokeless—		
Lump and egg.....	2.00	3.60
Nut	1.50	3.10
Slack	Open	Open
Mine run.....	Open	Open
Kentucky Splint—		
Lump	1.20@1.25	2.60@2.65
Egg	1.00@1.10	2.40@2.50
Nut, pea and slack.....	Open	Open
Fairmount—		
Three-quarter steam lump.....	.85@ .95	2.25@2.35
Mine run.....	.70@ .80	2.10@2.20
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.35	2.50
Three-quarter lump.....	1.25@1.30	2.40@2.45
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open

Detroit Local News.

Harry B. Parker, having sold his interest in the Parker Bros. Company, Ltd., wholesale and retail Detroit coal dealers, has retired from the firm and will devote his attention to other interests.

Bids for supplying coal to the United States lighthouse service in the Eleventh district, which were opened recently, have been referred to the bureau in Washington, which will award the contract.

J. T. Sinclair, for many years a well-known wholesale and retail coal dealer in Detroit, has formed the J. T. Sinclair Company, which is incorporated with capital stock of \$200,000, of which \$100,000 is paid in property. Besides Mr. Sinclair, the stockholders are A. F. Arbury and D. N. Harper. The company will handle coal and coke.

Anthracite Tax Case.

PHILADELPHIA, July 7.—(*Special Correspondence*.)—Another chapter was written in the fight to determine the constitutionality of the anthracite coal tax of 1912, when an appeal from the decision of the Dauphin county court was heard before the state supreme court in its sitting in this city on Friday last. The text of the decision upholding the tax was printed in THE BLACK DIAMOND of last week.

In the argument of the case John G. Johnson, C. B. Miller, J. T. Olmstead and A. C. Stamm appeared as counsel for the coal companies. They advanced the argument that the act directed the distribution of the money raised by tax to boroughs, districts and townships wherein no coal was mined, and that nine counties alone were producing this revenue.

The noted lawyer John G. Johnson urged that the title of the law was defective and misleading in that no one would suppose that the tax to be collected would be distributed in a manner as to tax the citizens of one municipal district for the benefit of another distinct district. The method of distribution, he declared, was unconstitutional in that it contained two different subjects. Francis Shunk Brown defended the provision of the bill and the method of distribution ordered.

The decision of the judges was reserved.

Cincinnati Trade.

Prices Are Better Because There Is a Demand for Coal From Retailers.

CINCINNATI, OHIO, July 8.—(Special Correspondence.)—While the situation is what is described as "spotted," in this territory, prices of coal are somewhat better in most fields, and demand has improved. This is especially true in nut and slack, which is beginning to feel the pressure of better demand from the increased iron and steel production and the general resumption of industries.

Events have proved that the accumulation of cheap coal in the various parts of the country was much larger than had been thought, and that now this accumulation is beginning to melt. Another factor that has aided slightly is the three-day holiday over July 4th.

Some of the prices this week look better. Kanawha lump is \$1.25, and well advertised grades are going as high as \$1.60. In this field nut and slack is in better demand at higher July prices of fifty to seventy-five cents, egg \$1.10 to \$1.25 and run of mine from eighty to ninety-five cents.

In other fields there is little lump moving except for railroad purposes. Splint prices for July are held by most of these fields to be: Lump, \$1.35; egg, \$1.10; mine run, ninety cents, and nut and slack, seventy-five cents. These are contract prices, spot prices being lower in some respects. In these fields the better advertised brands are held at \$1.50.

Inquiries for all grades and brands of coal have been much better this week, and contract signing has become more general, many who have refused to sign now being active in leading up to negotiations, and in many cases even taking the initiative. There is a little more shipping to the lakes, but very little, and splint producers have been gladdened by inquiries from Spain and Italy, while South Americans have been giving indications that they are turning their attention to cheaper coal than the smokeless producers can guarantee them. Altogether the splint man is more cheerful at the close of this week than he was at the close of the last week.

There is no surplus of any sort of smokeless coal, and this includes both New River and Pocahontas products. It was reported early in the week that No. 3 Pocahontas was weak, and some of it was on the spot market. This was indignantly denied by No. 3 companies, who sent feelers out to find if the report were true. One would have taken 100 cars off the market, but he could not find ten cars, but he did find a few producers who said they could furnish a few cars if he would take the resultant run of mine and slack, which he does not need. The tide water demand is still as good as ever, with a little halt in shipment due to lack of vessels. As a general rule, operators say, they are going smoothly along at a satisfactory pace.

Some splint operators frankly say that nothing will improve the market until a car stringency strikes the country. They are looking for that very thing to occur; in fact, they say there are evidences all around. As to the labor market, the weakness of that will not develop, it is alleged, until all the fields begin operating in full force. As it is now, the splint mines, operating but three and four days a week—and most of them are doing this now—give employment to a percentage of the men which keeps at a steady figure, the balance going into the smokeless fields, where mines are running night and day. When the splint mines get into full operation it is predicted the labor stringency will be certainly fierce.

Cincinnati Local News.

C. B. Ebbert of Chicago, representative of the White Oak Coal Company, was a visitor to the local offices of the company early in the week.

T. P. Young, manager of the Lexington Coal & Coke Company, was a visitor in the city Wednesday.

Kuper Hood of the Huston Coal Company left Monday for the east to oversee some of the details of new export business which has come to the company.

Harry L. Bocklage has been added to the Queen City Coal Company force in this section of the country, and will represent the company in Indiana.

D. T. Ulland of the Ulland Coal Company started with the Shriners of this city to Seattle

to attend the meeting of the Shriners in that city shortly.

Hugh Bartlett of the Darby Coal & Coke Company is in very much better spirits from the fact that Mrs. Bartlett was able last Saturday to be removed from the hospital, where she has been ill for some weeks, to her home. She is convalescing rapidly.

One or two Cincinnati companies have received inquiries from Spain for coal and requests to send prices and terms of delivery. In the letters are indications that there will be heavy demand from that part of the world in addition to the heavy demand from other parts of Europe within a few weeks.

Captains William and Edwin Marmet, who have just gone out of the Marmet Coal Company, are planning a \$100,000 river excursion steamer for use of Cincinnatians, and others, during the excursion season. It is planned to be a carrier of about 2,000 persons safely, and it is proposed that it shall be the largest, finest and safest boat in the river.

George P. Daniels, secretary-treasurer of the Smokeless Fuel Company, returned this week from an extended trip throughout the northwest, in which he uncovered a much better sentiment than suspected and a much better prospect for early resumption of satisfactory coal business than he had expected. Mr. Daniels returned the latter part of the week to Detroit for further business getting.

W. O. Davis, secretary-treasurer of the new Kentucky River Coal Corporation, was a visitor in the city this week. He was in conference with certain financial men of the city interested in the new coal venture, which is a consolidation of the various Slemp interests in Kentucky. Mr. Davis is a prominent lawyer of Lexington closely identified with the coal business in his profession and makes an excellent official of the big consolidation.

The Queen City Coal Company, the Diamond Coal Company, that Campbell's Creek Coal Company and the Otto Marmet Coal Company have brought down tows from the Pennsylvania and the Kanawha coal fields this week, the two first mentioned sending down three tows each. The river companies are in as good position for supplying their patrons this year as they have ever been, in all probability there having been very heavy transportation of coal from these fields this season, which has been much better than the average season for coal rises.

It was reported this week among coal men here that the Big Four contracts were awarded this week, but that the results are not to be made known to the successful bidders until later. The story has it that the company has, at its fuel points in this territory, a heavy accumulation allowed to be piled up on the late contracts in the latter part of June, and this accumulation will be allowed to dissipate before the new contracts are announced, to avoid the annoyance of holding back shipments. The West Virginia portion of the road's contracts totals over 400,000 tons, and quite a number of companies here are on the anxious seat. The contracts are effective July 1, and a little dissatisfaction exists at the situation.

A revision of the local prices by the coal committee of the Chamber of Commerce and of the Cincinnati Coal Exchange gives the following delivery prices: Youghiogheny lump, \$3.50 and \$3.75 per ton; nut and slack, \$2.25. Kanawha lump, \$3.50 and \$3.75 per ton; nut and slack, \$2.25. Smokeless lump, \$4.75; nut and slack, \$3.25; run of mine, \$3.50 and \$3.75. Anthracite, \$7.75 and \$8; broken, \$4.65 and \$4.70; egg, \$4.90 and \$4.95; stove, \$4.90 and \$4.95; chestnut, \$5.15 and \$5.20; pea, \$5.60 and \$5.65; buckwheat, \$2.80 and \$2.85; rice, or No. 2 buckwheat, \$2.40. River coal: Pittsburgh, eight and one-quarter cents per bushel of 2,688 cubic inches; run of mine, seven and one-half cents; Kanawha, eight cents, all afloat.

Toledo Market.

TOLEDO, OHIO, July 8.—(Special Correspondence.)—There is little in the local market to cause much optimism among Toledo coal dealers. The demand is not particularly better than it has been and despite a strenuous effort to uphold the market and keep prices right it is a fact that coal is not selling close to the list but is really a buyers' market and prices are determined largely by the desire of the buyer to secure coal and that of the holder to exchange his coal for money.

While it is the stocking season there is little stocking going on. West Virginia coal for lake movement is showing some life, but outside of this the market is extremely dull. The action of the Sunday Creek Company shows something of the state of Ohio coal operators and it is freely predicted here that an adjustment of freight rates must soon follow if Ohio operators are to continue in the business.

Smokeless coal is in good demand, but practically all Toledo dealers are completely sold up and there will be no available supplies until the first of August. This, of course, applies to the select grades.

	F. O. B.	F. O. B.
	Toledo	Mines
Smokeless—		
Lump and egg.....	\$3.45	\$2.00
Mine run	2.70	1.25

Pomeroy is dull and though the threshing season is now on there does not seem to be much tendency on the part of dealers to stock up. Prices remain unchanged.

	F. O. B.	F. O. B.
	Toledo	Mines
Pomeroy—		
Domestic	\$2.60	\$1.60
Egg and nut	2.35	1.35

Hocking is dull and the Ohio product is finding it practically impossible to meet the competition of the West Virginia coal.

	F. O. B.	F. O. B.
	Toledo	Mines
Hocking—		
3-inch lump	2.50	1.50
1½-inch lump	2.40	1.40
¾-inch lump	2.35	1.30
Egg	2.25	1.25
Nut	2.15	1.15
Mine run	2.10	1.10

West Virginia coal by comparison with other grades is moving well, but conditions are by no means normal. There is some shipping for lake movement, but this is below normal and prices remain the same.

	F. O. B.	F. O. B.
	Toledo	Mines
Kanawha Gas—		
¾-inch lump	2.30	1.05
Mine run	2.20	.95
Fairmont—		
1½-inch lump	2.30	1.05
¾-inch lump	2.20	.95
Mine run	2.10	.85
Kanawha Splint—		
4-inch lump	\$2.75	\$1.50
2-inch lump	2.65	1.40
¾-inch lump	2.40	1.15
Mine run	2.25	1.00

Kentucky coal has been enjoying a fair movement as conditions now are and prices remain fairly firm. There seems to be some difference of opinion on the price question and the movement is spotted. Prices follow:

	F. O. B.	F. O. B.
	Toledo	Mines
Kentucky—		
4-inch lump	\$2.90	\$1.65
Egg	2.50	1.25
Nut, pea and slack.....	open	open

Massillon shares the fate of other Ohio coal and is practically stagnant with unchanged prices.

	F. O. B.	F. O. B.
	Toledo	Mines
Massillon—		
Lump	\$3.25	\$2.50
Washed nut	3.25	2.50

Pittsburgh No. 8 is showing little activity and the call continues light.

	F. O. B.	F. O. B.
	Toledo	Mines
Pittsburgh No. 8—		
1½-inch lump	2.40	1.40
¾-inch lump	2.20	1.20
Mine run	2.10	1.10

Youghiogheny demand is low and prices are not being specially well maintained.

	F. O. B.	F. O. B.
	Toledo	Mines
Youghiogheny—		
Mine run	2.45	1.20
¾-inch steam lump	2.55	1.30
Blossburg Smithing—		
Prepared size	3.20	1.75
Lilly smithing, prepared size.....	3.20	1.75

Cambridge is unchanged with slow movement and unchanged prices.

	F. O. B.	F. O. B.
	Toledo	Mines
Cambridge—		
Mine run	\$2.10	\$1.10
¾-inch lump	2.20	1.20
1½-inch lump	2.40	1.40

There has been some development in cannel coal within the past week and the demand is fair with a good movement. Prices are fairly firm.

	F. O. B.	F. O. B.
	Toledo	Mines
Cannel—		
Kentucky Cannel lump	\$4.60	\$2.75
Pennsylvania Cannel, egg.....	3.60	2.15
Pennsylvania Cannel, lump.....	4.20	2.75
Ohio Cannel	3.85	3.00

Toledo News Notes.

Wm. Byers, of the Fluhart Collieries Company of Dayton, was a Toledo caller last week.

H. W. Jenkins, Ohio sales agent for the Borderland Coal Sales Company of Columbus, visited Toledo coal offices last week.

President R. T. Tway, of the R. C. Tway Coal Company of Louisville, Ky., was in the city this week. Mr. Tway states that business in his section is fairly good and he takes an optimistic view of the general situation.

Twin Cities Trade.

MINNEAPOLIS AND ST. PAUL, July 8.—(*Special Correspondence*).—In the matter of prices coal market conditions in the northwest are much improved over those existing a year ago. At that time dock prices as well as those of all-rail shippers were badly demoralized. While some of the factors in the trade were endeavoring to maintain circular prices they were not permitted to do so by the price-cutting of the other fellow, and when the other fellow was not actually cutting prices he was under suspicion, which had the same result. Although prices are being maintained they are not exorbitant. The present dock circular price on soft coal is fifteen cents a ton less than it was a year ago, whereas the circular on southern Illinois coal is exactly the same as that time. Under these circumstances the buyer of coal is not indulging in any complaint, and where the truth is known there is every reason to believe he is better satisfied with present conditions than he was with the previous demoralization. Most buyers pride themselves on the fact they can buy a few cents cheaper than the other fellow, and when there is a demoralized market they look for the last cent, just to sustain their pride in their business ability. Sometimes it keeps them very much worried to keep up with the procession, especially when price changes occur once or twice in twenty-four hours. On the other hand, when there is a steady market, they feel reasonably sure that no one else is doing better than they are and a heavy load is lifted from their minds.

Under existing circumstances it is to be expected that the market will continue steady. Coal investments on a large scale, for two or three years, have not returned a reasonable interest rate, and undoubtedly the whole country will be better off from a material standpoint if the man who has invested his money in mines, docks and retail coal yards is permitted to earn his six or seven per cent. There is already some talk that some of the dock companies may advance their prices on prepared sizes ten cents more a ton some time in August, and it is absolutely assured that prices on southern Illinois coal will harden fully ten cents a ton, if not more the first of next month. These market prospects will undoubtedly have a tendency to make buyers somewhat forehanded in their purchases against future requirements. An advancing market always induces heavier buying and the northwestern market on all grades of soft coal is showing stronger tendencies as the season advances.

Current prices on all grades of coal sold in this territory are as follows:

ANTHRACITE.		
	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate	\$6.60	\$7.80
Egg	6.85	8.05
Stove	6.85	8.05
Nut	7.10	8.30
Pea	5.50	6.70
Buckwheat	4.00	5.20
During July a discount of twenty cents per ton is allowed on all anthracite except pea and buckwheat, which prices are net.		
BITUMINOUS.		
Splint, screened lump and stove....	\$3.40	\$4.36
Splint, dock run	3.10	4.06
Hocking, screened lump and stove...	3.40	4.36
Hocking, dock run	3.00	3.96
Youghiogheny, gas, lump and stove..	3.40	4.36
Youghiogheny, gas, dock run.....	3.10	4.06
Pittsburgh vein, lump	3.40	4.36
Pittsburgh vein, dock run.....	3.00	3.96
Pocahontas, screened lump or egg....	4.75	5.71
Pocahontas screened lump and egg mixed	4.50	5.46
Pocahontas, mine-run	3.25	4.21
Cannel, lump	5.25	6.21
Smithing, bulk	4.25	5.21
Smithing, in 100-lb. sacks.....	6.00	6.96
Briquets, anthracite	5.00	5.96
Briquets, smokeless	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks	\$1.35@1.50	\$3.55@3.70
Southern Illinois egg	1.35@1.50	3.55@3.70
Southern Illinois No. 1 nut.....	1.35@1.50	3.55@3.70
Southern Illinois No. 2 nut.....	1.25@1.35	3.45@3.55
Southern Illinois No. 3 nut.....	1.20@1.25	3.40@3.45
Southern Illinois run-of-mine....	1.15@1.25	3.35@3.45
Southern Illinois 2-in. screenings.	.80	3.00

Southern Illinois coal includes Franklin county, Harrisburg and Williamson county.

Twin Cities News Notes.

Frank J. Browning, secretary and treasurer of the Purity Coal Company, Chicago, was in the northwest for several days on business and pleasure.

F. Warde Smith, formerly sales manager of

the Cedar Lake Ice Company, Minneapolis, has accepted an important position with the Flour City Fuel & Transfer Company, Minneapolis, one of the large coal companies.

H. L. Laird, secretary of the Northwestern Retail Coal Dealers' Association took a trip to Marshalltown over the Fourth with his family, in his new Premier car and was laid up at Albert Lea, Minn., for twenty-four hours on the return trip on account of bad roads, due to the recent very heavy rains.

The Northwestern Retail Coal Dealers' Association will hold its annual convention in Minneapolis next Thursday and Friday at the Dyckman hotel. A very interesting program has been prepared, the prominent feature of which is an address on features of the coal trade by Frank Stockdale, editor of "System." There will be entertainment for the dealers, but most of the large companies will refrain from calling in their salesmen from the road in order that the convention may be emphasized as a dealer's convention.

Indianapolis Trade.

INDIANAPOLIS, IND., July 8.—(*Special Correspondence*).—The demand for Indiana coal is not improving. The trade between the Indiana operators and Chicago has been cut down lately because of the labor troubles. Several operators say that their Chicago contract customers have reduced their orders because of the labor conditions. The Indiana tonnage to Chicago during June was below normal, and it bids fair to be even worse during July unless there is a change soon in the present situation. As far as Indianapolis and other Indiana manufacturing centers are concerned, the demand for steam coal is not improving. Here and there some concerns are reported to be doing a nice business. Harness manufacturers, for instance, are doing a wonderful business. They are making harness for European nations now engaged in war. But the harness factories use very little coal. The wagon manufacturers—there are but two or three in Indiana—are reaping a harvest because of war orders, but they don't consume enough coal to cause a change in market conditions. There are a few factories in this state that manufacture munitions of war, but they are not big enough to help the coal trade very much. The furniture manufacturers are complaining because of poor business. They are coal consumers. The lumber dealers who use coal say that business is poor. Taken as a whole, the business situation is far from being inviting from the standpoint of the coal operator. The demand for steam coal is below normal, and the prices are about the same as they have been for some time. There is practically no demand for domestic except from the wheat threshers. Under the circumstances the operators are doing well to hold prices as they have been for some time.

The following prices are being quoted by the Indiana wholesalers:

	F. O. B. Mines. Indianapolis.	F. O. B. Indianapolis.
No. 4 mine run	\$1.10@1.20	\$1.00@1.80
Nos. 5 and 6 mine run.....	1.00@1.10	1.50@1.60
No. 4, 1 1/4-inch steam coal.....	1.30@1.40	1.80@1.90
Nos. 5 and 6, 1 1/4-inch steam coal	1.20@1.30	1.70@1.80
No. 4 egg	1.30@1.40	1.80@1.90
No. 4 nut	1.25@1.30	1.75@1.80
No. 5 egg	1.25@1.35	1.75@1.85
No. 4 screenings.....	.85@ .90	1.35@1.40
No. 5 and 6 screenings.....	.80@ .85	1.30@1.35
Domestic lump	1.40@1.50	1.90@2.00
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Brazil block	2.00@2.10	2.50@2.60
Southern Indiana Field—		
No. 5 mine run.....	1.00@1.10	
Domestic	1.40@1.50	

The Indianapolis retailers are quoting the following prices: Linton No. 4, forked, \$3; Indiana lump, forked, \$2.75; Indiana lump and egg, screened, \$2.50; Kanawha lump, forked, \$4.25; Ohio Hocking lump, forked, \$4.25; Ohio Hocking, washed egg, \$4.50; Kentucky lump, \$4.50; Ohio Jackson lump, forked, \$5; Blossberg smithing, \$5.50; cannel lump, \$6; Pocahontas forked lump, \$5.50; Pocahontas shoveled lump, \$5; Pocahontas mine run, \$4; Pocahontas, nut and slack, \$3.50; anthracite chestnut, \$7.75; anthracite stove and egg, \$7.50; anthracite grate, \$7.25; Connellsville coke, \$6; Indianapolis by-product coke (all sizes), \$5.50.

Extra delivery charge: Bags, fifty cents a ton extra, ground floor or dumped in cellar; bags, seventy-five cents a ton extra, carried into cellar; charge for chute or wheelbarrow, twenty-five cents a ton.

Articles of incorporation have been filed by the Kingsbury-Shepherd Coal Company, Indianapo-

lis, \$10,000; to deal in coal and fuel. H. N. Kingsbury, H. R. Kingsbury, J. B. Shepherd.

The Elberfield Co-operative Coal Company, Elberfield, Ind., has filed notice with the secretary of state of an increase of \$1,000 in capital stock.

St. Louis Trade.

ST. LOUIS, Mo., July 8.—(*Special Correspondence*).—The July circulars, which raised nearly all grades of coal, together with the holidays, caused actual buying to drop off for the moment, but as the last few days of June brought a good deal of business on all grades of coal, the operators were content to lay back and fill the orders on hand, and have not been pushing much for new business the first week in July.

The dealers are beginning to come around to the July prices, and by the time the mines actually need more orders there is no doubt but that there will be plenty of the July circular to keep them busy.

Business on high grades has been better than expected. The Franklin and Williamson county operators are now getting a nice run of business, and are running as close to full as could possibly be expected at this time of the year.

The dealers locally are beginning to do a fair business, which will naturally increase in volume from now on. The 10th of July has always been considered the turning point in the summer coal trade, as after this date all business begins to take on considerable activity.

While the Standard operators have not been as fortunate in regard to the amount of orders on hand as those in the higher grade fields, nevertheless the conditions have improved, and the prices have been advanced. It is gratifying to note that the operators are more inclined to stick together, and hold out for the list prices, and the situation seems to be in hand better than at any time during the summer months in the past.

Current prices are as follows:

	Standard—	Mine	St. Louis
6-inch lump		\$1.00	\$1.51 1/2
6x3 egg		1.00	1.57 1/2
6x2 steam egg.....		.80	1.37 1/2
2-inch lump .....		.85	1.42 1/2
3x2 nut .....		.85	1.42 1/2
2x1 nut .....		.85	1.52 1/2
Mine run .....		.80	1.37 1/2
2-inch screenings .....		.85	1.47 1/2

Tilden and Springfield operators are doing a conservative business, and sticking firmly to their prices, which are as follows:

Staunton or Mt. Olive—		
6-inch lump	1.25	1.82 1/2
2-inch lump	1.20	1.77 1/2
3x2 nut	1.10	1.67 1/2
2-inch screenings .....	.80	1.37 1/2

Williamson county coal shows considerable improvement, both in price and in demand. There is quite a little demand from the south.

Williamson County—		
6-inch lump	\$1.25	\$1.97 1/2
3x2 nut	1.25	1.97 1/2
Washed No. 1.....	1.50	2.22 1/2
Washed No. 2.....	1.30	2.02 1/2
1 1/2-inch screenings .....	.80	1.32 1/2

The demand for Franklin county is good. The demand for coal, both locally and in the country is quite brisk, and orders are coming in better than was expected.

Franklin County—		
6-inch lump or egg.....	\$1.50	\$2.22 1/2
2x3 nut	1.50	2.22 1/2

Anthracite has been dull but is picking up. It had quite a spurt at the end of June. In fact the spurt was more than was expected, and cleaned out nearly all the entire supply of coal in transit.

Anthracite—		
Chestnut		\$7.35
Stove or egg		7.10
Grate		6.85

Coke and smokeless remain unchanged with light demand.

Coke—		
Gas house lump or egg.....		4.25
By-product egg, stove or nut.....		4.50
Smithing coal		4.25

Smokeless—		
Lump or egg.....	1.75	4.25

Prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice, or Granite City, Ill., are 25 1/2 cents per ton less than St. Louis prices.

All records were broken in Baltimore by the June coal exports. During that month there was loaded there a total of 305,917 tons for foreign points. Italy took the largest amount, 127,744 tons, with Argentina as second, with 98,516 tons.

But seven vessel charters were announced the past week, against an average of about fifteen for the past several weeks, in the foreign coal carrying trade.

New York Trade.

Holiday Observance Felt in Both Anthracite and Bituminous Markets—Orders Few.

Office of THE BLACK DIAMOND,
NEW YORK, July 8.

It is rather difficult to size up the anthracite situation following practically a full week's cessation from production, distribution and selling, due to the Fourth of July holidays. Up to Wednesday noon coal offices had practically no new business to report, and while a fair volume of coal is being loaded from the piers this is going forward on orders received prior to the holidays, and the coal in question is largely from accumulations at the piers. There is no pressure from any section for coal, and most of those in the trade anticipate that this month will be perhaps the quietest of any during the present year.

In the matter of production most of the collieries shut down last week for a full week, and are just starting up to run two or three days only, unless orders should become more plentiful before the week has passed. Production figures for June will be made public later in the week. It is estimated that shipments for the month of June will show a loss of about 400,000 tons as compared with June, 1914, when shipments reached 6,130,186 tons. According to the Bureau of Anthracite Statistics, shipments for the first five months of 1915 were 536,401 tons less than shipments for the first five months in the previous year. When June is included the shipments for the first half of 1915 will be close to a million tons less than for the first six months of 1914. The trade, therefore, are very hopeful that the fall months will prove very active, and that the improvement will set in late in August or early in September.

It has been pointed out at various times that requirements of anthracite for domestic purposes varies so little from year to year that the loss of production of a million tons in the first six months of the year will have to be made up during the fall and winter months. Moreover, anthracite stocks were pretty well absorbed during the past winter, and there is very little surplus above ground, so that if the coming fall is anything like normal the anthracite trade will unquestionably be active. Again, it is pointed out that manufacturing conditions, especially through the east, where anthracite coal is used exclusively for domestic purposes, have improved, and that workmen will consequently be in a much better position to keep their furnaces going during the coming winter than they were last winter, when there was so much idleness due to the European war.

In the way of concessions, a great deal of chestnut coal is said to be selling under the circular, but at prices that are said to be much better than prevailed at this time last year. Due to the restriction policy being practiced by both large companies and individuals, there is no great amount of surplus coal today, and the radical reductions that one hears talked about are confined in most instances to extreme cases and do not affect a considerable tonnage. Stove and egg coal are moving freely, considering the season, and are held closely to the circular.

Steam sizes of anthracite are not so plentiful—that is, as far as concerns the better grades—and at the upper ports of New York these sizes are held very closely to the circular, and in some instances shippers are delayed in getting cargoes loaded promptly, due to the restriction in mining and the small amount of these coals that are coming to tide. At the lower ports some of the inferior coals are very plentiful, and prices on these are easy. There are numerous loaded boats of pea and buckwheat in the harbor, and it is possible to obtain these at good concessions.

The Bituminous Situation.

The bituminous trade has been affected by the holiday observances. Production has been cut very materially, while distribution is consequently slow. Contracts coals are moving along in good volume, but the much talked of and expected improvement in spot demand has failed so far to materialize.

Unquestionably most of the large interests that take coal upon contract have closed up on contracts, so that practically the only business now open is that of small concerns whose calls are not so heavy. It appears that some of these, who have been prompted by the low prices that

have been offered on soft coals, believe that they buy coals to better advantage from time to time as they may need it, than to commit themselves over a period of months at a specified price, which is in all cases considerably higher than the spot prices obtaining for the same coal.

At the moment most of the tidewater ports have considerable unsold coal, but there seems to be no pressure to sell accumulations at some of the sacrifice prices that were in effect during the past spring. It might be possible today to pick up some lots of inferior coals in New York harbor as low as \$2.35 a ton, and some good Pennsylvania coals at \$2.65 f. o. b. the piers. Choice grades would sell around \$2.80.

The export trade continues to be the one bright feature of the bituminous situation. Total exports through Philadelphia, Baltimore and Hampton Roads during June reached well over 1,000,000 tons, establishing a new record, and advices at hand at the moment indicate that there will be very heavy loading throughout July, and contracts in existence call for heavy shipments throughout the remainder of the year. As export cargo coal increases, there comes a like increase in the demand for bunkers for steamers taking coal cargoes, so that this line of the trade is taking heavy tonnages from the ports above named.

The Vessel Situation.

The coastwise vessel situation shows no change. Former rates are just about firm, with some interests predicting that the situation will be eased somewhat by the return of some of the steamers that were taken during the winter months for the transatlantic trade. A great many schooners that went into the off-shore trade, taking cargoes principally to West Indies and South American ports, have not yet been returned to the coastwise service.

Off-shore rates are slightly easier, and apparently there will still be further declines in these. Current quotations are as follows:

From Hampton Roads to Boston, seventy-five to eighty-five cents; to the Sound, seventy to eighty cents.

From New York rates to New Haven are thirty cents. New London, forty cents, and Providence and New Bedford, fifty cents; to Boston, fifty-five to seventy cents; Portsmouth and Portland, fifty-five to seventy cents; to Bangor, seventy cents. Harbor rates are from eighteen to twenty cents.

Prices on gross tons of bituminous coal are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.85	\$1.25
Medium grades	2.60	1.05
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein	3.00	1.40
Cheaper grades	2.60	1.05
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.50	.95
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.50	.90
Maryland—		
Georges Creek big vein	3.15	1.65
West Virginia—		
Ordinary grades	2.40	.75
Best gas, ¾-inch lump	2.65	1.10
Best grade, run of mine	2.65	.90
Gas slack .....		.50 @ .50

New York Trade Briefs.

J. W. Whiteley of Whitney & Kemmerer, No. 143 Liberty street, spent the holiday of the Fourth at Lake George.

Alan E. Trombore of the Consolidation Coal Company of New York was a visitor to Philadelphia over the Fourth of July holiday.

Arthur Terry, New York manager of W. C. Mason & Co., has just returned from a week's automobile tour of the Catskill mountains.

Harry E. Meeker of Meeker & Co., No. 143 Liberty street, is visiting the Panama-Pacific exposition at San Francisco.

G. W. Seiler of Seiler-Blanchard Company, No. 1 Broadway, visited the Catskill mountains over the holidays, making his trip via motor.

Lemuel Burrows Jr., vice-president and general manager of Castner, Curran & Bullitt, Inc., No. 1 Broadway, is spending several days at Atlantic City this week.

George J. Haney, the well-known Perth Amboy, N. J., coal dealer, leaves this week for a visit to the Panama-Pacific exposition at San Francisco.

Taylor Vinson, an attorney of Huntington, W. Va., and interested very largely in coal prop-

erties in that state, was at the Waldorf several days this week.

At the recent meeting of the Delaware, Lackawanna & Western Coal Company an extra dividend of fifty per cent, in addition to the regular quarterly dividend of two and one-half per cent, was declared.

William B. Oakes has been elected treasurer of Peale, Peacock & Kerr, Inc., with headquarters at Grand Central Terminal, New York city, succeeding to the position made vacant by the retirement of J. H. Lumley. Mr. Oakes has been connected with the various Rembrandt Peale enterprises for many years.

Last week the newspapers stated that contracts for four 10,000-ton steamers are soon to be awarded to the New York Shipbuilding Company of Camden, N. J. The new order is said to be in addition to recent orders for ships of similar size, and that the company now has sufficient business to keep its plants busy for two years.

Willis G. Townes, who is now in Europe in the interest of a well-known bituminous company, has written a friend that he will open offices in both London and Paris. It is understood that Mr. Townes is meeting with some success in his work of securing foreign orders, and that some coal has already started to go forward on this account.

Bids were opened on last Friday, the 2d, by the department of docks and ferries of the city of New York for approximately 2,000 tons of No. 2 buckwheat coal. Bidders were as follows: George D. Harris & Co., \$2.26; Charles D. Norton, \$2.18; Gavin Rowe, \$2.21; Pattison & Bowns, \$2.14, and Clarksburg Coal Mining Company, \$1.94, all of New York city.

Louis DeMayo, the inventor of the DeMayo coal elevator, now in use by several of the transatlantic lines that bunker their steamers in New York harbor, returned about ten days ago from a trip to the Panama canal, where the Government has recently placed four of his elevators in commission. Mr. DeMayo states that these elevators have been placed on steel barges of 600 tons capacity that the Panama canal is using for the bunkering of steamers that are calling at Cristobal for bunkers. Two elevators are placed on each barge. Each barge has a capacity of handling about 200 tons per hour. It is understood that this equipment will be increased as the demand for bunker fuel grows.

Samuel Thorne, a capitalist, banker and director of railroads and other large enterprises, died suddenly of heart disease Sunday on board the yacht of James J. Hill, chairman of the board of directors of the Great Northern Railway, on the St. Johns river, near Quebec, Canada. Every year it has been Mr. Thorne's custom to take this fishing trip with Mr. Hill, his friend and long time business associate. He was eighty years old and was a native of New York state. Mr. Thorne was interested in the early development of the Pennsylvania anthracite coal fields and was for a time president of the Pennsylvania Coal Company. He was an uncle of S. B. Thorne, president of Thorne, Neale & Co., and the Temple Coal Company, with headquarters in this city.

One soft coal man was happy on last Saturday, when he pulled down his roll-top desk to go out of town over the holidays. He said: "You may say that the soft coal business is in pretty good condition when the Fourth of July rolls round, and you haven't got the harbor full of unsold coal. Some coal men can go away for their Fourth of July holidays this year without having to worry all the time they are away about what they are going to do with surplus coal at the piers the moment they get back."

The committee on general welfare of the board of aldermen of the city of New York gave a hearing on last Friday afternoon on the ordinance introduced by Alderman Gaynor of Brooklyn, which provides that all coal sold or delivered in quantities of 100 pounds or less in bags or baskets shall have marked on the container in letters one-inch high the weight contained in the container. The ordinance provides a fine of \$50 on conviction for a violation of the ordinance, and it also provides that on conviction the commissioner of weights and measures shall post a sign on the door of the convicted dealer for a period of ten days, setting forth details of the violation. There was no opposition to the ordinance, and the only persons appearing in its favor was Alderman Gaynor and a representative of the Brooklyn Coal Association.

Philadelphia Trade.

The Piers Are Cleaned up Because Shipments Decrease as the Bunkering Demand Increases.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, July 8.

The pier situation has cleared to quite an extent. Requirements for bunker coal have been better, and that, with picking up of occasional cars, together with shipping restrictions from the mines, has been the cause. Coal that could be taken at \$1.10 ten days ago by mid-week was commanding \$1.25 and even a nickel more for some particular lines of Somerset that were wanted for steamship purposes. In relating this betterment the dealers who operate on the piers expressed the opinion that there had been a severe lesson taught to those operators who take a flyer by shipping too much coal to the piers, and if this is the case there should be a fair profit there as long as a moderate amount of coal is offered.

Even western Maryland coals benefited from the clearance at the wharfs. The price quoted on these has been stationary around 75 to 80 cents, and this was advanced a nickel, or to 80@85 cents during the week.

Best grades of Miller vein are quoted at \$1.25 @1.30, with a fair inquiry for spot offerings. The ordinary grades of this Somerset coal are draggy around \$1.05 to \$1.10.

In the Punxsutawney-Reynoldsville district reports show that the mining is not as active as has been up to the middle of June, though a fair movement is reported to Canada and western New York state. Run of mine has a range of \$1.05 to \$1.30, depending upon quality, and slack is quoted from 80 cents up. Smithing and screened lump has been bringing \$1.25.

Shipments from the Greensburg district continue heavy toward Baltimore, and New York has been taking a fair quantity. Run of mine brings \$1.10 and screened \$1.20.

Anthracite Situation.

The first week in July is always taken by the anthracite people to be the most "off-color" week of the year. This has been no exception. Retailers have been marking time with such severity that orders are about as scant as hen's teeth. With the householder taking to the tall timbers, where cooling breezes blow, deliveries locally now strike their minimum. Egg and stove coal are the only large sizes that meet inquiry, while pea is sadly neglected.

With the restriction in production due to the holidays, dealers are inclined to believe that there will be a stiffening in both Nos. 1 and 2 buckwheat. But, as has been said above, orders are not coming in, and a stiffening of price depends on the future.

Reports from the operations show that more independents were curtailing or had actually suspended operations at July 1st than for some years past. The storage stocks that are being carried are known to be as heavy as has been, and some of the independents declare that if prices are to maintained in the fall this is the time to conserve.

Philadelphia Trade Notes.

Arnold Gerstelle of Percy Heilner & Son made a mid-week trip to New York.

Harry K. Stauffer of B. Nicoll & Co. paid a visit to the New York offices of that concern this week.

George D. Watts of the Makoma Coal Company and George D. Watts & Co. was another of the New York visitors this week.

Abel Mishler of the Blaine Mining Company dropped into the local offices Wednesday while en route from New York to the mines.

Charles A. Storck, general sales agent of the J. B. Jenkins Coal & Coke Company, was in Philadelphia late last week and left for a trip to western Ohio cities.

W. C. Huber, general eastern sales agent for the United Coal Company, returned to the local office of the company after a four-day trip to Boston and New York.

N. D. Cortright of Mauch Chunk, with Mrs. Cortright, left for a summer excursion to the Berkshire Hills. They motored through Jersey and crossed the Hudson at Poughkeepsie.

J. S. Wentz paid a visit to the offices of his company late last week while en route to Rimouski and other Canadian fishing grounds,

where he will spend a few weeks angling for the lordly salmon and other monarchs of the finny tribe.

T. W. Arnett, general manager of the Antler Coal Company, completed a trip from northern Ohio to the Atlantic seaboard and started for his home in Fairmont, W. Va., early this week.

John E. Sheets and R. S. Feeney of H. H. Lineaweaver & Co. (Inc.) left last week for a motor tour of the Berkshire Hills and other of the eastern coast summer resorts late last week.

J. Edward Hiblein, manager of the Baltimore office, and G. J. Geers, Jr. of the New York offices of the Quemahoning Coal Company were visitors at the local office of the company early this week. Caroline McDonnell of the local force is spending her vacation at a camp on Lake Nepahwin.

The value of organization was pointed out by a coal operator this week, who saw fit to draw a strong contrast between the protest that has been offered by the grain shippers against a change in diversion charges by the railways, and the quiet acceptance of the same charges by the coal men. In March the lines entering this city ordered a fee ranging from \$2 to \$5 for diversion and rerouting in transit. The coal men, without any association to fight for their rights, accepted the charge as inevitable, and there the matter rested. The grain men, when it came their turn to meet the charge, raised a fine old hullabaloo. Organized effort, backed by legal ramifications and plenty of newspaper protest, has caused a hearing before an examining attorney of the Interstate Commerce Commission. "Oh, for a Moses that would band the coal men together," said the commentator. "The coal man has more problems to meet, more battles to fight and more adverse criticism to contend with, and yet he gets nowhere because it is every man for himself and the devil take the hindmost."

Baltimore Trade.

BALTIMORE, July 8.—(*Special Correspondence.*)—The coal trade here welcomed the Fourth of July, which brought practically a three-day lay-off in both the mining regions and in the offices in this city. Some holiday periods of the past have been generally unwelcome because they interfered with a rush of business, but in the face of present conditions the lull caused no inconvenience.

After the tremendous rush of exports for June has come a period of decrease, at least for a time. For the week ending July 3 the cargo exports from Baltimore totaled 42,205 tons, and the bunker sales to coal carriers, 6,442. A falling off in the number of coal charters is also noted. Coal men here, however, say that contracts existing or at present pending for foreign countries assure a continued big tonnage. Whether it will hold to the great movement of the past two months is a question, however.

There is an air of confidence in the coal trade as to the future, despite the fact that no big improvement is noted in any direction. Fuel is still offering at remarkably cheap rates, much below actual production costs, but what little change that comes just now is for the better each time.

Prices to the trade at the mines may be quoted as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	80.80@.85	\$2.23@2.28
Run of mine .....	.75@.80	2.18@2.23
Slack .....	.45@.50	1.88@1.93
Somerset—		
Best	1.25	2.43
Good	1.10	2.28
W. M. R. R.—		
Freeport .....	.80	1.98
B. & O.—		
Freeport .....	.75@.80	1.93@1.98
P. R. R.—		
Best South Fork	1.35	2.53
Miller Vein	1.10	2.78
Ordinary .....	.90@.95	2.08@2.13

Nobody talks of rail movement these days. With the roads spending no more than absolutely necessary on rolling stock, etc., a big howl would probably be the vogue just now if general business was not so flat. As it is, the movement seems pretty good, outside of an occasional isolated complaint.

A little better demand is developing for coke. Several cargoes on export were noted recently. The steel mills are also calling for an increased amount of coke. Best Connellsville is bringing around \$2.30 to \$2.35 for seventy-two hour foundry, with forty-eight hour at \$1.60 to \$1.70. West Virginia seventy-two hour commands from \$2.00 to \$2.15, with forty-eight hour at \$1.55 to \$1.60.

Anthracite conditions are uninteresting. The summer household trade is also dull here at this time, and it will be several weeks now before the majority of unsupplied householders will be looking up their coal.

New England Trade

BOSTON, July 8.—(*Special Correspondence.*)—The wholesale anthracite and bituminous markets of New England have not as yet fully recovered from the effects of the July 4th holidays. Then, too, the vacation season is on, and consumer, retailer and wholesaler are all more or less upset by this fact. As a result, business has slowed up a little, but indications are that it will pick up again within the next week.

The slowing up of buying is more noticeable in anthracite than in bituminous. While no increase in contract buying is reported for the past week, local soft coal houses say there has been no falling off, and most everybody appears quite cheerful over the future. There is no question but that the New England mill situation is steadily improving, and this increased activity, together with the filling of foreign war orders by other manufacturers, spells a still greater consumption of bituminous and more prosperity for the local selling houses. The strangest feature of the New England soft coal situation is the inactivity of the spot market. At Mystic Wharf, for instance, the demand is so light that New River and Pocahontas seldom bring more than \$3.60 per ton on cars, and Georges Creek usually sells for \$3.90. A year ago prices ruled twenty to twenty-five cents per ton higher than quoted today, and the demand for coal at Mystic Wharf was quite active.

Local dealers claim they are at a loss to account for the Mystic Wharf situation. One man says, however, that conditions there are undoubtedly due to the fact that contract prices have been cut to a point where it is more profitable for the consumer or retail dealer to buy on a f. o. b. Hampton Roads basis than in the Mystic Wharf spot market. It is true that some shippers have been cutting contract prices owing to keen competition, but a majority of firms insist they are not. Certain it is, however, that from a New England standpoint the contract market is firmer than it was a month ago and that prices in the future are more likely to advance than decline. Pennsylvania bituminous continues to move fairly well, with prices firm on a basis of eighty cents to \$1.50 per ton on cars at the mines. Local receipts of Canadian and Nova Scotia bituminous are increasing all the time, but practically all of these are consigned either to the Boston & Maine Railroad or to the New England Coal & Coke Company. Very few if any of these coals find their way to the open market.

The restriction of output occasioned by the holidays has materially influenced Boston's receipts of anthracite since last reports, and shipments to New England all-rail points have decreased as well. New buy-orders made their appearance yesterday and today, and almost every house expects to close more business before the end of the calendar week. At Mystic Wharf stove and egg are quoted at \$5.90 per ton on cars, and nut at \$6.25, while at Portsmouth prices rule fifteen cents per ton more. Stove and egg alongside Boston Harbor are \$5.65 per ton, and nut \$5.90. Local and nearby retail prices on anthracite have been advanced twenty-five cents per ton, but the higher prices so far have not stimulated the household demand.

The marine freight rate market presents no new features. For bituminous space the average asking rate from Hampton Roads to Boston is unchanged at seventy-five to eighty cents per ton, while from Baltimore rates run from seven to ten cents a ton more. Some shippers of anthracite who previously had not covered themselves are finding some difficulty in securing space, and as a result freight rates are very strong on a basis of fifty to fifty-five cents per ton from New York to Boston.

The American Agricultural Chemical Company has purchased the Stewart wharf on Medford street, Charlestown, occupied for many years by the James P. Stewart Coal Company. The property comprises sixty-five thousand square feet of solid land and twenty-five thousand of dock, with several buildings used for offices, sheds, etc. The total assessed value is seventy-three thousand, but the price paid for the property was considerably in excess of this.

Buffalo Trade.

BUFFALO, N. Y., July 8.—(*Special Correspondence*).—The shipments of anthracite from this port for June were 618,236 tons, as against 805,879 in the same month last year. This year's shipments to July 1st amount to 1,420,378 tons, compared with 1,409,325 in the corresponding period of 1914. For the past week the shipments were light, owing to the holiday, and amounted to 95,785 tons, as follows: Duluth-Superior, 47,200 tons; Chicago, 22,500; Sheboygan, 9,000; Waukegan, 6,850; Fort William, 3,000; Milwaukee, 2,700; Marinette, 1,800; Lake Linden, 1,500; Green Bay, 1,235.

The lake movement of anthracite is expected to continue on an active basis this summer, as there is plenty of coal to be had and scarcely any demand for it from retailers, who are carrying large supplies, for which they have but little call. It is to be an uninteresting month from the retailer's standpoint, as consumers will undoubtedly pursue their same policy of holding off as they did in June. Much effort has been made to induce the dealer to buy more coal, but without success. Many dealers are carrying all they have room for, while others are carrying as much as they feel able to pay for. Independents are in some instances making lower than schedule quotations, and the market is generally spoken of as weak.

The bituminous trade is reported to be a little stronger than a few weeks ago, with many buyers finding it necessary to take a car or more extra per week and others laying in coal for the first time in months. Industries are recovering from the depression very slowly, however, and coal orders are coming in much less freely than usual at this season. The great trouble with this market is that the Canadian trade has been cut off so largely by the war. Lately many of the Canadian plants have begun to prepare to fill war orders for ammunition, and this will undoubtedly have a stimulating effect upon general business and make the coal trade a good deal more active.

Prices in bituminous have dropped down to a low level recently, the market for slack being weaker at present than for some weeks. Good slack from the Pittsburgh district can be bought for spot shipment for about \$1.85 here, which is about 30 cents below the contract quotation. Demand for slack is very small. Three-quarter coal is bringing less than a short time ago, and little is called for for spot shipment.

Buffalo Trade Briefs.

W. N. Gatfield of the Pittsburgh Coal Company staff at Sandwich, Ont., was a visitor here this week.

P. G. Roth of the Consolidation Coal Company's sales force at Detroit was here part of last week.

E. S. Keay, western sales agent of the Skeele Coal Company, has gone up the lakes for a business trip, accompanying President E. J. Skeele.

Reports from the Allegheny Valley coal fields state that quite a few Italians have gone back to their native land to join the army. A labor shortage seems likely this fall.

The Pennsylvania Railroad has restored two passenger trains between here and Pittsburgh and also an accommodation train to East Brady, much to the satisfaction of coal men.

Miss M. M. Moll, former sales agent of the Avoine Coal Company and for some time with the Keystone Coal & Coke Company office, has gone for a five weeks' trip to Vancouver, B. C.

Iron ore receipts at this port have been heavier this year than last by about one-third. This year's figures to July 1st were 997,600 tons, of which 625,341 came in during June. Last year to July 1st the receipts were 733,393 tons. Steel interests are predicting a heavy year in ore shipments.

B. W. Wister, northern sales manager of the Bader Coal Company, returned this week from a trip to Boston, Mass., where L. F. Bader, president of the company, entertained the sales agents and salesmen of the company's different offices at his summer home at Brier Neck, on the north shore.

John VanDorn, former postmaster at Mt. Morris, and a partner in the coal business with Jacob Knappenberg there, died on July 4th, aged 78 years. He was a prominent resident of the vil-

lage for a number of years, and was at one time in business at Towanda, Pa. He spent the winter in California, returning home in a critical condition. He leaves a wife and two sons.

The shipments of coal by lake from Sodus Point, on Lake Ontario, to the St. Lawrence and Canadian territory is proceeding at a very slow rate. Quite a number of shippers have coal there, for which no demand exists at present. The Canadian trade is very dull, and there is fear that the congestion at that port will after a while provoke the Pennsylvania Railroad to put car service rules into operation there.

Denver Trade.

DENVER, July 8.—(*Special Correspondence*).—The retail market is dull here this week, and jobbers report only a fair business. Weather conditions are ideal for the ice dealer, but offer small encouragement to the coal dealer. The lignite mines are making a very light tonnage, the average running time for the whole northern district not exceeding two days for the past week.

The Trinidad mines are running full time and are hard pushed on railroad and steam contracts. In addition, they are getting their share of storage orders and are several days behind on filling of orders.

There is a decided slump this week in storage bookings. There was a general rush to place orders before the advance effective July 1st, but dealers generally seem in no hurry in placing orders for either July to August delivery, as the price for both months is the same. It is probable, however, that July business will yet line up all right.

The Walsenburg district has felt the slump more keenly than other districts, the week's output running about 60 per cent of normal.

Routt county mines are all running full time, and are not able to catch up on the filling of old storage orders.

So far as prices are concerned, the slack situation is unchanged. Lignite slack is rather scarce, but heavy consumers are satisfied with Routt as a substitute and, in some few instances, mine run. The supply of bituminous is lighter, but there is sufficient for all present requirements.

Prices for lignite coal, f. o. b. mines, are as follows: For Denver delivery—Lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For delivery to points outside of Denver—Lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Canon City District—		Lump	Nut
For shipment May and June.....	\$2.50		\$2.00
For shipment July and August.....	2.75		2.25
Add 25 cents to above prices for washed nut.			
Walsenburg District—			
For shipment May and June.....	2.50		2.00
For shipment July and August.....	2.75		2.25
Washed nut 25 cents per ton additional.			
Chestnut, \$1.25 for entire season.			
Trinidad District—			
For shipment May and June.....	2.00		1.75
For shipment July and August.....	2.00		1.75
Routt County District—			
For shipment May and June.....	2.50		2.00
For shipment July and August.....	2.75		2.25
Western Slope District—			
For shipment May and June.....	2.25		....
For shipment July and August.....	2.50		....
From Baldwin, shipments for points east of Denver are 75 cents per ton less than Walsenburg prices.			

Birmingham Trade.

BIRMINGHAM, ALA., July 8.—(*Special Correspondence*).—While actual conditions have not improved to any great extent and trade is quiet with all classes of coal, there are indications that some improvement will be noted soon. This is especially true in regard to the use of coking coal and it is probable that four or five furnaces will be put in blast which have been idle for several months. Appearances seem to be better for the steam coal trade as contracts, both large and small, are being received right along. One of the largest last week was for 500,000 tons for the Southern Railway. Cotton oil mills which usually get coal supply from this district are placing orders. The Mississippi Cotton Oil Company closed contract with Pratt people for 25,000 tons. The Southern Cotton Oil Company has closed contract with Alabama Company for 25,000 tons. Numerous smaller contracts are being received by the different companies selling steam coal.

As to domestic coal very little buying is being done by either yard men or in most cases consumers, though business is fairly good with dealers

who are quoting low prices for high domestic coal. Usually about this time of the year retail coal prices are advanced slightly, but thus far no advance has been made.

The renewal of the larger contracts for coal has about been completed. It is announced for this week that one of the iron making companies has received a contract for upwards of 200,000 tons of coal to be delivered during the next twelve months, this being new business. Delivery on the contract will be started shortly. With what is consumed at plants of its own and contracts received heretofore, this company will be called upon, it is figured, to supply more than 2,500 to 3,000 tons of coal per day.

E. H. Coapman, vice-president of the Southern Railway, has placed contracts with Alabama coal operators for a tonnage of approximately 500,000 tons of coal for the years 1915-16.

The Pratt Consolidated Coal & Iron Company got about the same tonnage as last year. This tonnage will amount to about 200,000 tons. This was the largest individual contract. Contracts were also obtained by the Stith Coal Company, the Bryan Coal Corporation, the Burnwell Coal Company, the Barney Coal Company and a few others.

Freight officials of all the lines operating from Birmingham to the Mississippi Valley, and coal operators from Ohio, Kentucky and Illinois began to register at the local hotels early this week, preparatory to the hearings Tuesday and Wednesday before Interstate Commerce Commission Examiner Bissell. The local operators are seeking a new differential to the Mississippi Valley, claiming the Illinois and Kentucky coal fields enjoy better rates than Birmingham. They sell a lower rate in order to be on a competitive basis. Among the officials and coal operators here now are: B. J. Rowe, coal traffic manager of the Illinois Central; Eugene McAuliffe, general coal agent of the Frisco Lines; D. M. Goodwin, general freight agent of the Louisville & Nashville, and F. H. Harwood, representing the coal operators of Illinois.

No advance in prices has yet been made.

	F. O. B. Mine	F. O. B. Birmingham
Bibb County Domestic Coal—		
Cahaba fancy lump.....	\$2.10	\$2.40
Cahaba No. 2	1.85	2.15
Jefferson County—		
Fancy Steam Pratt.....	1.70	2.10
Run of mine.....	1.15	Frt. rate 30c
Jefferson Seam—		
Mine run	1.15@1.25	Frt. rate 30c
Horse Creek mine run.....	.90@1.10	Frt. rate 40c
Carbon Hill lump, Walker Co. domestic, \$1.60 to \$2.00.		
Most all coals based on this classification.		
Shelby County Domestic Coal—		
Montevallo fancy lump, \$2.00 to \$2.25.		Frt. rate 30c.
Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.		

D. A. Thomas, the well-known Welsh coal operator, arrived in New York on Monday to look after the interests of the British Government in its purchases of munitions on this side. Mr. Thomas was accompanied by several secretaries and several representatives of his government, and was met at the pier on his arrival by the British Ambassador, Sir Cecil Spring-Rice, and Willard D. Straight of J. P. Morgan & Co. Mr. Thomas stated that he came over exclusively on government business, and would have no time to look into coal matters. The purpose of his visit to America is set forth in the *Colliery Guardian* of London, printed the day before his departure, and follows: Mr. D. A. Thomas, chief of the Cambrian Combine, has undertaken on behalf of the Ministry of Munitions to visit the United States and Canada, and organize the operation of the munition contracts which have been placed across the Atlantic. As is well understood, the dealings of the British Government with American manufacturers have been financed through Messrs. J. P. Morgan & Co., and one part of Mr. Thomas' work will be to revise the terms with that firm, and to make arrangements for some means of meeting British Government liabilities in respect of war supplies instead of exporting gold. Between ten and fifteen millions sterling have already been sent forward to meet these liabilities; and there is a necessity to make some change which will not involve depletion of the Bank of England's gold reserves. With Mr. Thomas will go officials of the War Office and of the Treasury; and Mr. Thomas' well-known acumen, combined with business associations which he has established during his recent visits to the United States and Canada, lead to the expectation that national interests will be peculiarly well served by his entrustment with this important mission. As previously announced, Mr. Leonard Llewellyn, general manager of the Combine's collieries, has already taken up duty under the Ministry of Munitions in London."

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PITTSBURGH

\$3.00 Per Year

Coal Convention and Meeting of Order Kokoal.

The tenth annual pow-wow of the Order Kokoal, which this year took the form of a national coal convention, was held in Chicago on Monday and Tuesday of this week. The Auditorium hotel was headquarters.

For a year the proposition of changing the purpose of the order has been discussed. A year ago it was proposed that this fraternal organization should become the national voice of the coal trade on all matters pertaining to legislation, etc. During the year this program has been discussed much, and from every point of view. Some pessimists have said:

"Can any good thing come out of Nazareth? Can an organization of young men who have devoted their time principally to riotous, but sober, and undignified pleasure reform over night and become the leader of a great industry?"

Others who were politely unkind but sarcastic asked:

"Is it possible for young men to lead the old; for the inexperienced to guide the veteran? Is it possible that the leaders will abdicate in favor of those who want to lead?"

From these two pointed questions, discussion has run the whole keyboard from condemnation to praise. But all the while a few kept asking the simple question:

"Why not?"

That is, the doors of any coal trade organization are open wide to any man, no matter how big he is, to get in.

Why not, then, map out a definite purpose for coal? Why not rally around that purpose the men in the trade who are big enough to carry it to success? Why not, in fact, create the pur-

After Two Days of Discussion, It Is Decided to Form a National Association to Study to Improve the Coal Business.

pose and let it act as a nucleus for the organization? Under such conditions the parentage does not matter. The father may be a young

Selection of Officers.

F. C. Atwill presented the report of the committee on nominations as follows:

President, James A. Ballard, sales manager, Semet-Solvay Company, Detroit, Mich.

First vice-president, William A. Clark, Northampton Mass., president, New England Coal Dealers' Association.

Second vice-president, A. J. Moorshead, president, Madison Coal Corporation, St. Louis, Mo.

Secretary-treasurer, Arthur M. Hull, Monadnock block, Chicago, Ill.

Directors, Harry G. Trestor, sales manager, A. B. Currie & Company, Omaha, Neb.; Frank F. Mathers, of J. W. Mathers & Son, Philadelphia, Pa.; G. T. Rider, general manager, Scanlon Coal Company, Louisville, Ky.; Arch. Coleman, president, City Fuel Company, Minneapolis, Minn.; John J. Gordon, of Robert Gordon Sons Company, New York City; T. P. Bryan, of Gray-Bryan-Sweeney Coal Company, Kansas City, Mo.; Charles F. Kerchner, of Hall Brothers & Company, Baltimore, Md.

Their election was unanimous.

man or old—a fun lover or a wiseacre. The purpose is the thing.

In the latter spirit the coal men got together in Chicago this week. The spirit in which the organization was discussed was, at this meeting, changed from what it was a year ago. Then a determination was evident to leap into the mastery of the business. Those who came to the convention this week were more modest and hence more likely to succeed.

They did not talk of leadership. Rather, they said among themselves:

"Let us study the coal question. Let us study what coal needs most. Let us try, after a study of its needs, to devise a program that will fit those needs."

Thus from the proposal of a year ago the program shifted gradually during a year. At the closing session of the convention the object was so far changed that there was presented the idea of a guild or a student body wherein men would gather to go to school to learn their craft of producing, selling or distributing coal. They know that the business is disorganized, without a definite aim and has no harmonious and progressive program of production and distribution.

So there was discussed the idea of a guild in which all of these problems can be studied by those eager to learn.

In fact all the way through the convention there was expressed this one idea:

"Let us study the needs of coal and let us study them as that has never been done before."

Thus it is a modest beginning which the new



The Coal Banquet in Chicago on Monday at Which Was Formed the New National Association.

association has, but it is purposeful. And, what is most to the point, men who sat in that meeting, few though they were, were definitely in earnest. They mean to succeed.

What the Convention Did.

As to the concrete developments: The committee on constitution and by-laws presented a partial draft of its recommendations. It proposes to change the name of the Order Kokoal, temporarily at least, to the National Coal Association.

The names of the officers were put upon a business basis. Thus the chief executive of the association is the "president" and there are vice-presidents and all of the other officers down to a board of directors.

The present purpose is to retain the name of The National Coal Association for the national body and then to call the local organizations "guilds" instead of "breakers."

There was elected a complete list of officers, which is given in the proper place. The leadership of the new organization was placed in the hands of James A. Ballard, general sales agent of the Semet-Solvay Company of Detroit. Included in the list of officers are such men as Charles F. Kerchner, of Baltimore; John Gordon, of New York; A. M. Hull, of Chicago; G. T. Rider, of Louisville; A. J. Moorshead, of St. Louis, and T. P. Bryan, of Kansas City.

It was also decided to increase the dues to \$5 a year and to increase the initiation fee to the same amount. The by-laws provide for the admission of associate members, who shall pay \$10 a year and shall be admitted provided they employ a member of The National Coal Association.

The Opening Session.

The meetings of this coal association began at two o'clock on Monday and lasted, almost without interruption, excepting for a little time to sleep, until the afternoon on Tuesday. There was a session Monday afternoon filled to the brim with discussions of what it costs to do business. There was a little respite after that during which motion pictures of the anthracite mines were shown. After that the men took a little time to stretch their legs and to take the air.

Then, at 6:30 o'clock Monday night there was a banquet in the Auditorium hotel. While the dinner was being served professional entertainers were on an impromptu platform. Following that, there was the appointment of committees and then A. M. Hull, who had acted as chairman in the afternoon and the fore part of the evening, turned the banquet over to F. S. Peabody, who acted as master of the toast.

Mr. Peabody did not devote very much time to speechmaking himself, but confined his remarks to the statement that he and others are very much encouraged by the attitude of the Trades Commission toward business in general. He was encouraged especially by the idea adopted by the Trades Commission that the government should try to induce people to study what it costs to do business rather than to prosecute them for trying to make a living out of it.

From that on there were more than two solid hours of discussion of various phases of what it is costing to produce and handle coal.

W. S. Bogle opened the discussion by a ten-minute talk on whether prices had kept up with the rising cost of production, and C. M. Moderwell closed the meeting by a very short address on "The Value of a Definite Aim." In between there were four very purposeful papers. These are reproduced elsewhere and no further reference to them here is necessary.

The Tuesday Meeting.

At 9:30 o'clock on Tuesday morning the discussion started again.

In the meantime, the committees appointed the preceding evening went into session—one of them to nominate the officers, another one to formulate the resolutions, and a third to make the necessary changes in the constitution and by-laws. It was 11 o'clock before these committees were ready to report, and by that time the speeches had been delivered.

Also there were a couple of presentations. Morton Hiscox, on behalf of the Order, gave Charles K. Scull, the retiring imperial modoc, a handsome gold watch. The modoc in turn presented E. F. Smith, the imperial pictor, with a gold watch. Both of these gifts were inscribed, saying that they were given to the recipients by the members of the trade out of consideration for the work faithfully performed within the last year. At the conclu-

sion of this very pretty ceremony F. C. Atwill took the chair and a motion was presented to make Retiring Modoc Scull a life member of the Order.

It was at the conclusion of this ceremony that the committee on resolutions made its report. This committee had been working most of the morning and suggested for the Order the new name, the "National Coal Guild."

Almost immediately following there was presented a report of the committee on constitution and by-laws which suggested the name of "The National Coal Association."

Rather a lively debate ensued, led by the editor of this paper on one side as the advocate of the guild idea, and on the other side by Charles Kerchner of Baltimore, who was chairman of the committee on constitution and by-laws; A. M. Hull, Morton Hiscox, Leo Roman-ski and Homer Allen. At the conclusion of the this debate, which, while lively, was one of the pleasant features of the morning session, it was suggested by Mr. Hull, and adopted by the convention, that any name which might be taken now was purely temporary. Therefore, he proposed that the name, "The National Coal Association," be adopted for the major organization,



James A. Ballard.

and that the name of "guilds" be given to the local organizations which shall take the place of the old breakers.

Address of Welcome.

In his address of welcome, C. L. Dering, president of the Chicago Association of Commerce and western manager for S. C. Schenck Company, said in part:

"If I may venture to go a bit further, Mr. Chairman, than is ordinarily contemplated in an address of welcome and presume to advise you, out of an experience born of a lifetime of learning by mistakes.

"It is my understanding that from this honorable Order Kokoal and its ten years of happy and joyous existence, it is proposed to form a national organization of coal dealers based upon broad and ambitious lines.

"Some one has said: 'Association work is the composite of the individual mind, tried by the fire of general criticism, welded and tempered by thoughtful consideration. It represents not only the beginning but the maturity of mind and the structural strength defies assault.'

"Now the trouble, it seems to me, is that in the coal trade we lack co-operation that spells prosperity, in that we lack organization and we lack system. Mr. A. W. Shaw of *System Magazine* in a recent issue says:

"In times of opulent plenty, business can wink at a thousand weaknesses—and the profits will cover them up. But when conditions tighten, the wastes cannot be concealed. Mistakes are spotlighted, and careless methods stand forth as despoilers of dividends and progress. And out of the crises comes new knowledge that means new power. This is inventory time in American business—a time for trial balancing, not alone our physical assets, but our mental and moral capital."

"Colonel Goethals, speaking of the work on the Isthmus, said that each man was given to

understand that his particular work was the piece that was essential to the proper completion of the balance.

"We are living in a period of evolution; organization is the order of the day. Let's have done with bickerings and jealousies in the coal trade; let's organize a great national association.

"Don't let's be so afraid of what will happen if we do things, but let's be more afraid of what will happen if we don't do them.

"Let's work in the spirit of that stirring slogan, 'Do it Now.' Let's form the strongest national organization of coal dealers possible and by a strong organization I mean an aggregation of interests working through committees of special functions—committees that never sleep, whose sphere is definite and whose work is subject to confirmation or repudiation by a central body.

"An organization of men who, whatever their purpose to bring some good to themselves out of co-operative action, will sacrifice for the common good and give time and money for the trade as a whole.

"Such an organization will exercise a refining influence upon business and introduce economic science in the place of speculation particularly with respect to costs of production and distribution—will create a spirit of loyalty to our common business and of charity and forbearance toward one another.

"In considering problems of business legislation it must not be forgotten that the present is a time of changed ideas regarding both business and legislation.

"Business today views without alarm so momentous an innovation as the establishment of the Federal Trade Commission. A few years back such a departure in national affairs could only have been regarded as a menace—a blow to the inalienable rights of business to work out its own salvation.

"And business, too, is regarded in a new light. Once it was represented in legislative halls only by seekers for special privilege. Now it deals openly and squarely and pleads its case upon the merit of its cause.

"We are a great commercial and industrial nation. A stream can rise no higher than its source, neither can our commercial strength as a nation be greater than the prosperity of the individual business institutions of the country—the big man and the little man. And it is because we are coming to understand this—because we not only theorize about fair play in business and 'the square deal,' but are working together to develop a practical plan to realize the 'square deal' and guarantee to business the largest opportunity for legitimate development—it is because of these things, I say, that we now expect more of our business men just as we now expect more of our lawmakers. Because of these things, too, we entertain confident hope for the future—a future wherein business not hampered by destructive legislation, but assisted by constructive legislation, may prosper and the nation prosper with it."

Elmstrom Welcomes Retailers.

At the opening meeting on Monday, there was an address of welcome to the retailers by Wm. D. Elmstrom, president of the Chicago Coal Merchants Association. He said:

"Most of us during our lifetime have received a shock of some sort or other. Some shocks are of little or no consequence, others are of a more serious nature. One of the serious shocks that I have received during my experience was when I received a letter from our distinguished Brother Hull, chairman of the convention committee, announcing the fact that I had been assigned the duty of giving a short address of welcome to the retailers of this convention.

"While I am disposed to criticize him severely for disturbing my peace of mind, I respect him, nevertheless, and admire his good judgment in requesting me to make my address short.

"Those of you who know me best, know that I am not qualified to make an address; those of you who know me least, will be of the same opinion before we part. However, in behalf of those whom I represent, I wish to express to the officers in charge of this convention, our very sincere appreciation for the courtesy and honor you have accorded us on this occasion.

"I note with much satisfaction that the Order Kokoal stands for good fellowship, honorable dealings, high business integrity, and a square deal. These principles should not only be practiced among ourselves, one with another, but should be equally applied toward the public with whom we do business. May we not be proud of the fact that we have the privilege and

opportunity of being affiliated with an organization that has such splendid ideals and business ethics? While the product we handle is black, let us ever keep in mind and let it be our constant aim to so conduct our business, along the lines as set forth, that ere long, we can with pride and much satisfaction say, that our business is white instead of black.

"We are informed that one of the important matters before this convention is to devise ways and means of perfecting a National Organization, with a view to improving the condition of the entire trade, and we all know, to our sorrow, that there is ample opportunity for a movement of this kind. I firmly believe that you are on the right road to accomplish this end, and have every confidence to believe that you will meet with success. Much can be done along educational lines in all branches of the trade, in proper and systematic accounting, so that the trade will know, at all times, the cost of doing business and the true state of affairs of their business.

"Let us gather up the fragments of loose business methods, cast aside all selfish motives which are the cause of most of our troubles, and so cement together our common interests that nothing can part us; then and only then can we hope to succeed.

"I have been requested to welcome the retailers. The welcome that I may extend to you in a few words is inadequate to sufficiently express to you the real sentiments we cherish of your presence among us; we wish to welcome you, and think of you as brothers of one common family or fraternity—a welcome with a unanimity of goodfellowship, with all selfishness eliminated; a welcome which will be an incentive to visit us, many times in the years to come."

Purpose Is Outlined.

The announcement of the proposed educational policy was made by Chas. K. Scull, imperial modoc, at the meeting on Monday afternoon. In part, he said:

"Considerable thought has been given to the future of Kokoal and more especially to the real need of a live national organization in the coal trade.

"Kokoal is the logical medium to start this campaign of education. It makes no difference whether the name Kokoal is retained or a new one substituted. The organization is already established and has been for ten years. It is the only one in the coal trade that is national in character. Its constitution is broad so that all that is necessary is to amend it to fit any live policy that may be deemed best.

"The quickest way to stop price-cutting is to educate the less informed members of the trade to a knowledge of the actual cost of doing business. Kokoal can take up this work without conflicting with any other organization and in fact can quickly secure the active support and co-operation of every association in the trade.

"Therefore we must have, sooner or later, a purposeful National Coal Association, that can and will co-operate with all the present and future operators, wholesale and retail association and local coal exchanges, without conflicting in any detail, but for the mutual material benefit of all."

Report of the Secretary.

At the beginning of his annual report, E. F. Smith, the imperial pictor, quoted the resolution adopted a year ago calling for a new coal body. This resolution recited the need for such an organization, and ended:

"Submitting these facts for your consideration, we advocate the formation of a committee of twelve or fifteen from among the representatives of other trade associations to co-operate with our new board of imperial eleven sentries in the development of details, feeling that by pursuing this policy Kokoal can establish itself as the leading organization of the trade."

The pictor then said, in part:

"Along these lines our Imperial Modoc, Mr. Scull, called a meeting in New York City on October 21, at which time there were present: Thos. W. Ayers, past imperial modoc, Philadelphia, Pa.; W. M. Bertolet, secretary Pennsylvania Retail Coal Merchants' Association, Reading, Pa.; R. M. Ryan, THE BLACK DIAMOND, New York; S. B. Crowell, chairman executive committee, Philadelphia Coal Exchange, Philadelphia; W. A. Clark, president New England Coal Dealers' Exchange, Northampton, Mass.; S. D. Hall, president Philadelphia Coal Exchange, Philadelphia;

C. F. Kerchner, past imperial modoc, Baltimore Md.; F. F. Mathers, modoc, Philadelphia Breaker, Philadelphia; A. H. Rice, commissioner, New York City; F. W. Seward, past imperial acolyte, New York; C. K. Scull, imperial modoc, Philadelphia; E. V. Sidell, past imperial mazumer, Poughkeepsie, N. Y.; J. C. Tattersall, imperial baron, Trenton, N. J.; J. D. Van Pelt, No. 1 Broadway, New York.

"A similar meeting was called to order by the imperial pictor on November 11, those present being: C. C. Hall, fuel agent, C. & E. L. Ry., Chicago; J. A. Ballard, past imperial modoc, Detroit; J. S. Van Epps, imperial baron, Cleveland, Ohio; Daniel Howard, imperial gazook, Clarksburg, W. Va.; Arch. Coleman, past imperial modoc, Minneapolis; Ford R. Cate, imperial spotta, Detroit, Mich.; C. M. Anderson, Columbus, Ohio; H. H. Small, Goodman Manufacturing Company, Chicago; F. C. Atwill, imperial baronet, Chicago; E. F. Smith, imperial pictor; H. W. Redman; S. P. Hostler; S. G. Hale; A. T. Murphy; Morton Hiscox; A. D. Casey; T. D. Haskett; N. K. Kendall, commissioner, Chicago Coal Merchants' Association; W. J. Dillon; A. O. Tandy, past imperial modoc.

"Subcommittees appointed at these two meetings met in Chicago on January 28, 29 and 30, and the following resolution was offered by Past Imperial Modoc Hull, which was voted to be referred to the eleven imperial sentries:

"Whereas, It is the opinion of this conference that there is need for a national organization to promote social and trade relations in the coal trade, which is best proved by the fact that the Order Kokoal has existed for over ten years and during that time has initiated more than 5,000 members, covering a large majority of the leading and influential men in the trade in practically every section of the country. Therefore, be it

"Resolved, That the Order Kokoal be continued in fact, if not in name, as the principal social and fraternal organization of the coal trade;

"That all horse-play be eliminated and absolutely prohibited from all initiatory ceremonies;

"That in every program given under its auspices educational features must predominate;

"That a bureau be established to collect, prepare and disseminate facts and figures covering the cost of producing, distributing and retailing of the various grades of coal from the mine to the consumer, in order to show the less informed members of the trade, as well as the consumer, what constitutes a reasonable price of coal in the different sections of the country;

"That plans be formulated to give this educational information under the leadership and auspices of the Order Kokoal before local Chambers of Commerce, business men's associations, and in such other ways as may best promote the best interests of all branches of the coal industry;

"That in order to properly present this change of policy to the coal trade and to strengthen the Order Kokoal throughout the country, that a high-grade organizer be engaged to work along lines as prescribed by the imperial eleven sentries."

"At this meeting there were present: C. K. Scull, imperial modoc, Philadelphia, Pa.; F. F. Mathers, modoc, Philadelphia Breaker, Philadelphia; C. F. Kerchner, past imperial modoc, Baltimore, Md.; J. C. Tattersall, imperial baron, Trenton, N. J.; W. A. Clark, president New England Coal Dealers' Association, Northampton, Mass.; W. M. Bertolet, secretary Pennsylvania Retail Coal Merchants' Association, Reading, Pa.; J. S. Van Epps, imperial baron, Cleveland, Ohio; C. M. Moderwell, past modoc, Chicago Breaker; Carl Scholz, president American Mining Congress; W. J. Dillon, past modoc, Chicago Breaker; F. C. Atwill, imperial baronet; W. H. D. Gibson, past modoc, Chicago Breaker; N. H. Kendall, commissioner, Chicago Coal Merchants' Association; A. T. Murphy, THE BLACK DIAMOND; Arthur M. Hull, past imperial modoc; Morton Hiscox, Retail Coalman; Sydney A. Hale, Coal Trade Journal; E. F. Smith, imperial pictor.

"From the sentiment expressed at this meeting, and also from letters received from prominent coal men from all parts of the country, unquestionably the new policy will receive hearty support and will result in greatly strengthening the order.

Kokoal Membership.

"The fact that the coal trade, due to industrial conditions, as well as extremely warm weather in the winter season, has passed through the worst two years in its history, undoubtedly has shown its effect on Kokoal membership. Only seven koruskations were held, they being as follows:

	Can- didates.	National Fund.
241st koruskation, held at Philadelphia, October 16.....	7	\$ 28.77
242d koruskation, held at Louisville, November 24.....	2	4.34
243d koruskation, held at Edmonton, Can., November 16.....	16	65.76
244th koruskation, held at Trenton, January 5.....	2	8.22
245th koruskation, held at Trenton, February 19.....	6	24.66
246th koruskation, held at Philadelphia, April 29.....	3	12.33
247th koruskation, held at Chicago, July 12.....	9	36.99
In addition to above Mr. J. O. Hannah, Edmonton, Can., was admitted by special dispensation.....	1	8.28
	48	\$189.35

"At the closing of our books the membership list shows as follows:

1914-15 paid up.....	951
New.....	48
Life.....	9
Associate.....	48
1914-15 arrears.....	446
Two years.....	456
Assessment B.....	8
Total paid-up membership.....	1,056
Total unpaid-up membership.....	900
Total.....	1,956

"Complete financial report follows.

"In this connection it might be well to add that some two thousand members were dropped for non-payment of dues, no response being made to warning circular sent out August 1.

"I regret to report the deaths of the following Kokoals during the year: Moses P. Lawton, Pittsfield, Mass.; Enoch T. Roberts, Germantown, Pa.; Guy G. Gibson, Chicago and New York; Daniel F. Conner, New York City; Geo. W. Thedford, New York City; C. M. Clute, Bay City, Mich.; George Theberge, Lawrence, Mass.; T. A. Gadbois, Minneapolis, Minn.; P. Burns, Toronto, Ont.; Geo. F. Meyer, Indianapolis, Ind.; J. C. Kilgore, Chicago; Geo. W. Weeks, Ann Arbor, Mich.; G. Robityek, New York City; Joseph Zock, Michigan City, Ind.; W. T. Irwin, Chicago; C. M. Van De Water, New York, N. Y.; F. B. Putschard, Toledo, Ohio.

"As is customary under our constitution, these names will continue to appear in our membership lists, appropriately marked to show that they are still held in loving memory."

Financial Statement.

The trial balance at the closing of the books for the year showed the following:

CREDITS.	
Balance from R. S. Jones administration.....	\$ 218.46
Charity fund.....	4.87
Pin account, credit.....	1.50
Postage and express account, credit, refund from Skellett Co.....	5.25
Current dues, as per cash book.....	1,791.39
Back dues, as per cash book.....	157.05
Initiation fees, as per cash book.....	153.48
Educational and extension fund, as per cash book.....	245.00
1916 dues account, as per cash book.....	2.11
	\$2,579.11
DEBITS.	
Printing and stationery, as per cash book.....	\$ 285.29
Postage and express, as per cash book.....	282.89
Telephone and telegraph, as per cash book.....	9.82
Rent and light account, as per cash book.....	334.00
Salary account, E. F. S., 7½ months.....	1,027.00
Furniture and fixtures, see ledger.....	33.55
Traveling expenses, see ledger.....	35.41
Towel account, see ledger.....	8.50
Old bills account, as per R. S. J., see ledger....	127.22
Bill folds account, see ledger.....	112.74
Pin account, see ledger.....	2.25
Petty cash account, to E. F. S., salary account, July 1, 1915.....	50.00
E. F. Smith, personal, bond, see ledger.....	5.00
Bank exchange account, see ledger.....	18.46
C. K. Scull account, personal, see ledger.....	95.98
Back dues account, Dr., as per cash book.....	12.66
Initiation fees, Dr., as per cash book.....	16.12
Educational and extension fund, Dr., as per cash book.....	117.23
Cash on hand, \$2.88 in M. L. T. Co., \$2.11 in drawer.....	4.99
	\$2,579.11

The Modoc's Address.

The annual address of Imperial Modoc Charles K. Scull of Philadelphia, Pa., was, in part:

"We have assembled here today to celebrate the tenth anniversary of the Order Kokoal.

"The present imperial sentries have been handicapped from the start, both financially and as to membership. However, the imperial pictor will present that data to you in his report.

"Since our induction into office we have been up against conditions at home (with national and state legislation, railroad rates and labor organizations), and abroad with foreign wars and essential consequences, the like of which has never before existed. These consequent troubles have brought about the rule of the pessimist, the

(Continued on page 48)

Will Facts on Costs End Price Cutting?*

By T. Percy Bryan.†

In attempting to answer this question, I am doing so from the standpoint of the retail dealer. The operator and jobber is as much interested in the subject from this angle as is the dealer for our interests are very mutual. If the one is not successful the other cannot long continue profitable business relations.

I will divide price-cutters into three heads—1st, the dishonest discontented price-cutter; 2nd, the honest, contented price-cutter; and, 3rd, the honest, discontented price-cutter. The first we have always. He is the Pirate. He is dishonest in his methods and discontented with his results, but his unfairness is bred in him and his nature cannot be changed. What is a pirate? Webster confines him to the high seas, but Webster was a learned writer. His knowledge of the coal trade was vocabulary, not vocationary. A pirate is a person who seeks by subterfuge and trickery to appropriate the fruits of capital and industry. He is a vampire, flying by night and sucking out the life blood of business, but profiting not. The retail dealer cannot eliminate him. The operator and jobber might, but, alas, you have him in your own ranks.

Under the second head we have the honest, contented price-cutter. In him is the easy going, more or less lazy man whose wants are few and who depreciates his own ability. He is not numerous nor are his operations disastrous to the trade. If he makes a thousand dollars, it is just that much more than he could earn in any other job. He does not need knowledge; he needs a bomb with a short fuse.

The third class comprises the rank and file of retail dealers, long on desire of accomplishment and short on knowledge of judicious procedure. Sometimes he keeps his books in his hat, often on a wall file, and frequently in an accurate set of double entry books; but always wanting to extend his operations and reap more reward. He lets his competitor set the pace in the matter of price, then to make sure, sharpens his pencil and goes to it. He figures that he can make no money on what he does not sell; he cuts the price, shuts his eyes, and offers up a silent prayer. He wants that piece of business but he does not reckon the cost. His education is lacking on the proper basis for figuring costs, expense and price. This is the man, and his name is Legion, in whom fertile soil will be found for sowing the seed of knowledge. And this is the class to which I belong, and you, and you, and you.

How to Make a Price.

Do we know how to make a price? Do we know how to figure costs? Some of us can figure our expense per ton, but is that as vital as it would seem? I believe that a campaign of educating the retail coal man on an entirely different basis is absolutely necessary to his future welfare. It would not only reduce price-cutting, but if it is not begun now, there will never be a time when the coal man can close his year's business with the satisfied feeling of one who has got out all there is in the business. There is no such thing as regulating prices. Our Uncle Samuel long since took up the task of regulating regulators. The haphazard method now in vogue of trying to determine how much the market will stand and naming a price accordingly must be relegated to the ash heap. I am advocating the same method of fixing a price that has been used for years by all other retail merchandising houses; namely, cost per cent. What is the difference in selling coal and selling dry-goods? The dry-goods merchant has his overhead expense, drayage and shortage. He figures his cost of doing business on a percentage basis and adds this per cent to his invoice cost. To this he adds a recognized percentage of profit and gets a selling price. Why should we not do the same? We have more money invested in one coal than in another. We should have more net profit on 1000 tons of coal costing \$4.00 than on 1000 tons of \$2.00 coal because of the investment; and the heavier expense of handling domestic over steam coal makes it necessary that we add more expense per ton to the high priced coal than to the low. A per cent basis would give the dealer

something definite to work on; but he must be educated to it.

He must be taught to keep his accounts in such shape that he knows to a certainty how many tons he has bought during the year and the amount of money invested in the purchase; how many tons he has sold and the amount of money received; how many dollars he has expended in carrying on his business.

I have heard it said many, many times that a coal dealer cannot be taught, that he cannot learn a lesson; but when I see upon the stage the progress made with geese, pigs and seals, then I think surely there is something reachable in the man.

The Proper Per Cent.

My observation through years of experience as an accountant is that 33 1-3 per cent of the cost of coal with freight added will just cover the gross expense. By gross expense I mean all the money expended in carrying on your business exclusive of invoice cost of coal and freight, and including salaries of every kind, interest paid, shortage, losses, etc. I do not believe I am extravagant when I say a legitimate net profits is ten per cent of your coal cost.

At present we are concluding that a steam coal costing \$1.95 will stand a delivered price of \$3.00, and this price is probably fifteen or twenty cents less than our present method shows our per ton cost to be. On a per cent basis of figuring, this coal can be sold for \$2.80. But, we conclude that a domestic coal costing \$4.75 can be sold at a profit for \$6.50. We cannot afford to make that price. It nets us only ten cents a ton. We should get at the very least \$6.90. A coal that costs \$6.25 we think we can sell at \$8.50. That is an erroneous conception of business. We should have \$9.00 per ton. The cost in your city will help me only indirectly. Your overhead may be similar but your dock and yardage conditions are not the same and you have a different drayage proposition from ours. But my local conditions are the same as the competitor's in my city. You Chicago dealers all have similar conditions. Likewise, Omaha, and Minneapolis. What would help the Omaha dealer is an accurate compilation of facts regarding the business there, given out by a recognized central body of the coal fraternity and compiled by an unbiased impartial representative of the body.

J. V. Thompson Holdings.

Josiah V. Thompson, former Uniontown banker, who went in the hands of a receiver January 19, last, simultaneously with the closing of the First National Bank of Uniontown, possesses coal lands and other property valued at \$65,367,758.05, according to the appraisement of an auditing firm filed with Judge J. Q. Van Swearingen in the Fayette county courts recently. The appraisers were Julian Kennedy, R. C. Crawford and R. M. Hite, being appointed by the court.

According to the appraisement, Thompson owns a total coal area of 141,413.68 acres, and the surface area aggregates 12,411.94 acres. The coal value in Greene county is \$32,647,900.50, the coal area being 58,403.97 acres. In Washington county his coal area totals 10,172.29 acres, and is valued at \$3,150,186.60. In West Virginia the valuation is placed at \$18,868,841.55, consisting of 72,103.29 acres of coal. Properties in Washington and Greene counties, on which plants have been built, are valued at \$397,205, the property aggregating 3,976.05 acres. A valuation of \$1,557,500 is placed on 562.4 acres of land in Allegheny, Armstrong and Beaver counties. The property in Fayette county consists of 733.67 acres of coal land and 7,877.49 acres of other land, being valued at \$2,646,506. Notes, stocks, bonds, mortgages, etc., are appraised at \$6,099,618.40.

Death of John C. Burns.

John C. Burns, the surviving member of the firm of Burns Brothers, with yards at 2206 North Halsted street, Chicago, died at St. Luke's hospital on July 6th.

Mr. Burns had been at West Baden for a little rest and recreation. He was returning to Chicago and in passing down the stairs of the railway station he slipped and fell. By the fall he fractured his skull in such a

way as to bring on a hemorrhage. He was taken to St. Luke's hospital, but died two hours later. The funeral services were held on last Saturday, the burial being at Mt. Carmel.

Mr. Burns was, at the time of his death, sixty-five years of age, having been born at Wheaton, Ill., in 1850. He was one of the veterans of the coal trade, because almost all of his business life was spent in the retail coal business, although for a short time he engaged in general teaming, at which time he was also selling coal.

Something over thirty-five years ago the retail firm of Burns Brothers was organized. The two brothers conducted it at the same north side location until about eight or nine years ago, when the other brother died. John C. Burns continued in the business under the old name until his untimely death on July 6th.

He is survived by four children, two boys and two girls, and by his wife.

Death of F. A. Hill.

POTTSVILLE, PA., July 15.—(*Special Correspondence*)—Death came suddenly to Frank A. Hill, resident director of the Maderia Hill Coal Company, at his home here tonight. Three days ago Mr. Hill was stricken with acute indigestion and, despite the most valiant medical effort, he passed away in a state of coma. He leaves a wife and three children—two daughters and a boy. He was fifty-seven years of age.

Death came to him while he was engaged in one of the greatest mining operations that he had attempted in his career. The Maderia Hill Company have been engaged in opening new mines in the Broad Top mountain and Mr. Hill was directly in charge of this work.

He was a practical mining man and was the third in generation of a great mining family. He was a son of Charles Hill, whose connection with the anthracite regions is well known, and a grandson of William Hill, who made a lasting name in the Pottsville district.

Early in his life Mr. Hill was connected with the Philadelphia & Reading Coal & Iron Company, and later was connected with the first geological survey ordered by the state of Pennsylvania. When the second survey was made he was given charge of the work in the middle anthracite region.

In the late nineties he was attracted to the semi-anthracite district of West Virginia and for some years was the president of the Hall Coal & Coke Company, and was located in the Pocahontas district.

In 1908 he returned to Pennsylvania as a director in the Maderia Hill Company, and assumed charge of the operations of that company in the Pottsville district.

He was a man of the strictest integrity and, combined with a modest and retiring disposition, he was an idol to the men who were associated with him. There was not a man from the humblest miner to those in executive capacities to whom his word was not an accepted fact.

Arrangements for the funeral have not been completed at this writing, though the burial will be made in Pottsville.

Coal Production in Missouri.

The coal mined in Missouri in 1914 amounted to 3,935,980 short tons, valued at the mines at \$6,802,325. Compared with 1913, when the coal production of Missouri was 4,318,125 short tons, valued at \$7,468,308, the returns for 1914, according to the United States Geological Survey, show a decrease of 382,145 tons in quantity and of \$665,983 in value. The decreased production in 1914 was due primarily to the uniformly mild weather throughout the winter and to the lessened demand from railroads. The demand for steam coal by manufacturers was fairly well maintained during the year, the transportation facilities were ample and satisfactory, and there was little interruption to mining on account of labor troubles. There were occasional shut-downs, but no prolonged period of idleness, the time lost being less than three per cent of the time made.

For the 9,549 men employed, working an average of 179 days, the average annual production per man was 412 tons, or 2.30 tons for each working day. About half of Missouri's coal production is "powder mined," 1,834,017 tons, or 46.6 per cent of the total, having been shot off the solid in 1914, a slight improvement showing in these figures for 1914 as against 2,021,292 tons, or 47 per cent of the total, in 1913.

*An address before the coal convention in Chicago on July 12.

†Secretary-treasurer of the Gray-Bryan-Sweeney Coal Company of Kansas City.

The Cost of Selling Coal at Wholesale.*

By W. J. Dillon.†

The jobber or middleman is one who acts as agent between the operator and the final distributor. It will be admitted without argument that the greater portion of the domestic coal, both anthracite and bituminous, in the west, is handled through middlemen.

That the cost of selling coal has materially increased during the past ten years is admitted. This increase is due to the keen competition for trade, both steam and domestic, by the wholesalers. Not infrequently will we receive in our office a report from one of our representatives that eight, ten or a dozen coal salesmen have called on the dealers in a small town on a single day.

In addition to salesmen the modern wholesaler has advertised to a more or less degree through the newspapers, by circular letters, moving picture slides, etc., direct to the consumers, conducting a campaign to bring the merit of their particular product to the one who consumes the coal. While the production has largely in-

value of the product and the over-anxiety to sell poorly rated accounts. Recently, one of our salesmen presented me with an order from a dealer whom we refused credit ten years ago, as notoriously slow pay, but this dealer is still in the business with a commercial rating of —8, and still slow pay.

To sum up we find actual results from representative companies as follows:

A. An operator, steam and domestic, tonnage large, entire cost of selling \$.07 per ton.

B. An operator, steam and domestic, tonnage large, entire cost of selling \$.066 per ton.

C. An operator, steam and domestic, tonnage large, entire cost of selling \$.09 per ton.

D. Shipper, domestic only, entire cost of selling \$.15 per ton.

E. Shipper, domestic only entire cost of selling \$.16 per ton.

F. Shipper, domestic only, entire cost of selling \$.196 per ton.

G. Mine agent, domestic only, entire cost of selling over \$.20 per ton.

H. Shipper, domestic only, entire cost of selling \$.10½ per ton.

The figures noted above are absolutely correct, and are given me in strict confidence by some of the most representative of the operators and wholesalers in this territory. You must take into consideration that there is scarcely an operator who does not handle at least a portion of his coal through the wholesaler, and as the selling expense on what we commonly call jobbing accounts is very light, it brings down the average of the entire selling cost of the operator.

The result of my investigation leads me to the conclusion that an operator's expense, including the entire selling cost, will probably average around seven cents a ton, while the wholesaler doing a strictly domestic business will have a selling cost of from fifteen cents a ton upward. The company that I represent have over a dozen exclusive selling arrangements and it is acknowledged that we can place a larger tonnage at a less expense than any of the individual operators are able to do, soliciting the trade direct. What applies to our company will apply to the representative shipper in the west.

The Coal Trade's Need of National Co-operation.*

By Charles F. Kerchner.†

No industry is more in need of co-operation than the coal trade, and the coal trade at this time is more in need of intelligent co-operation than ever before in its history. Why?

Because one definition of co-operation in an industry is given as the equitable distribution of profits among those who earn them, which means that co-operation should insure that there be some profits for distribution. Also because during the past twelve months, due to great industrial depression and adverse business conditions, attributed primarily to the disastrous and cruel European War, no branch of the coal industry acknowledges having received a normal or equitable profit. The war in Europe seems to have brought on price wars among the trade in many sections of the country.

I am considering the subject from the standpoint of the mine operators, the coal carriers, the selling agents or jobbers, and the retailers of coal—and perhaps the consumers as well.

When we think of the vast and varied interests covered by this list and the tremendous work of supplying the fuel needs of this country, and, as now seems imminent, the requirements of many foreign markets that may depend upon us and the mineral resources of our beloved country, the subject seems appalling, and much too important to be dealt with except very briefly on the present occasion in the short time allotted me.

When we consider that the coal areas of the United States are all defined and limited; that there is no prospect of the discovery of additional coal fields; that economy in mining and preparing the coal for market has about reached its maximum, while on the other hand the ever increasing demand due to new industrial uses and broadening markets—foreign and domestic—require that the coal wealth now in the ground be conserved and protected against crude, wasteful and antiquated merchandising methods. This latter means that every branch of the trade should be safeguarded against cut-throat competition and unfair business practices. That a general and continuous effort be made "all along the line" to bring about a more even demand and distribution; or that the supply keep in closer step with the demand, and that periods of great shortage in markets due to the inability of the mines to produce, or the railroads to transport quickly to satisfy the immediate demand for coal, are not followed later by an overstocked market and ruinous prices.

The anthracite companies have been considering, during the past year, the question of reducing the number of sizes now prepared and sold by them. A decrease in the number of sizes, if it would be managed without disturbing present markets or lessening the demand by the introduction of competing substitutes, would be to the advantage of the mining companies and of some advantage to the retail distributor. I cite this simply as an instance where working to-

gether might help solve an important problem.

The necessity of co-operation in the coal trade must have been recognized early in its history. This is evidenced by the many exchanges, associations, clubs and organizations of all kinds that have been projected in the past, also by the many local and state organizations that flourish at the present time. A great number of these are composed of retailers and are intended to safeguard the interests principally of the retail distributors of coal.

About this time of the year our trade papers devote no inconsiderable space in their columns to convention proceedings of these associations. Occasionally we find statements from their officers that they find it difficult to get their members to attend and those that are present to take a lively interest in the matters under discussion, or to give attention to papers presented at their business sessions. Of our city exchanges some are doing nicely, while in others the members in utter violation of fundamental business principles are engaged in price-cutting campaigns that must mean serious money loss and sacrifice of capital and credit. These spasmodic outbreaks, often started by one kicking member, justify the thought that "one fool makes many" is often as true in the coal trade as on a frolic, and often apparently unsettle or annul the efforts of several years of patient organization. Why have these irregular and unsatisfactory conditions prevailed? What is the answer?

It is a fact, as one writer observed, "that men cannot co-operate successfully for any purpose if the sole bond between them is one of self interest." Are we hampered too much by tradition and precedent? Isn't it about time that a manly effort be made to bring these various interests of this great industry together in one strong national organization that will be always and everywhere truly representative. That will be mutually beneficial and protective. That will carry the educational work into every city and town and village in our land. That might be competent to voice the sentiments of the trade as a body on any national or state legislative question that directly or indirectly affect adversely or otherwise the interests of the trade. That no question would be too large or too complex for the organization to handle, while leaving strictly local matters to the state or local association?

Is there need in the trade now for such an organization, and isn't this the psychological moment to project it? Your presence here indicates that you believe in the value of organized effort and suggests to my mind that you may agree with my conclusions. If so, how shall we bring this National Association into being? Organize here with charter members, adopt charter and by-laws, and begin a recruiting campaign, etc., etc. Or shall we make use of Kokoal, adopting its many valuable features, principal among them being its social and fraternal ideas. If the latter be joined with some serious object that would appeal to the material interests of the various branches of the trade, we will have an ideal organization that will command the universal support and respect of our trade members.



W. J. Dillon.

creased during the past fifteen years, the selling expense is much greater in proportion.

The cost of selling coal should be divided into four parts:

First—Selling expenses.

Second—General expenses.

Third—Administrative expenses.

Fourth—Bad accounts.

Selling expenses, including salesmen's salaries, expenses, commissions, and advertising, varies largely, depending whether the wholesalers cater to steam, steam and domestic, or domestic trade. Also, whether the tonnage is distributed in large cities or country towns. One of the largest and most successful Illinois producers, selling steam and domestic trade, tells me his average cost through salesmen is \$.046 a ton, but through one of his salesmen selling only domestic trade, it was \$.092 per ton. Another selling domestic trade almost exclusively, shows a salesman's expense of \$.066 per ton. Another who handles all grades \$.09 per ton.

General expenses, including salaries of clerks, rent, light, telephone, telegraph, stationery, stamps, etc., will probably be as low as three cents a ton cost to an operator selling largely to steam plants, and increasing to about eight cents per ton on a strictly domestic tonnage.

Administrative expenses, including the salaries of the executive offices is probably the most difficult to estimate, but between one cent to three cents per ton will cover.

Bad Accounts;—Among coal shippers we find that seldom is any provision made for bad accounts, and is frequently overlooked as a selling expense, the bad account being considered more in the nature of the unexpected and disagreeable, not to be faced until absolutely compelled to and frequently carried on the ledger as an asset until the extra profitable year, when it is charged off. Losses of wholesale coal accounts are unusually light in comparison with other lines of business, considering the large

*An address before the coal convention in Chicago, July 13.

†Of the Mitchell & Dillon Coal Co., Chicago.

*A speech at the coal banquet in Chicago, July 12.

†Of Hall Bros. & Co., Baltimore, Md.

Practical Experience in Selling Coal for Cash.*

By G. T. Rider.†

A Masterful Assembly of Facts to Prove That Selling for Cash Is the Only Safe Method for the Retailer to Adopt.

The cash or not the cash—that's the question.

To do without it is out of the question and to get any real, clean net cash out of the retail coal business is a question of great magnitude.

My argument is to get the money first and take chances upon retaining at least a small percentage of it, rather than to assume the compound risk or ever getting it and getting enough of it when we do get it to have any left for our own pockets after defraying expenses.

Shakespeare also said:

"Out of this nettle, danger, we pluck this flower, safety."—(King Henry iv, Part i.)

One of the great present day slogans is "Safety First" and in the retail coal business it should be first, last and all the time. The cash plan is our only guarantee of safety.

Beginning the season of 1914, May 1st, our company having grown tired of and disgusted with the credit feature of the domestic trade, decided it was almost a choice between discontinuing our retail department entirely or establishing same upon a cash basis, so we chose the latter and as proof of our satisfactory experience we are still operating upon that basis and will continue to do so as long as we continue to sell domestic coal at retail.

Before undertaking the change from the credit to the cash basis we estimated that we would lose at least twenty-five per cent and possibly forty per cent of our business, but notwithstanding the keen competition of our neighboring dealers—selling at the same prices and less—for cash or credit, our sales of domestic grades showed an increase of over twenty-five per cent the first year, and so far this season they show an increase of better than thirty-three and a third per cent over the same period last year and we have experienced and enjoyed more real satisfaction in the handling of our business than we ever thought possible, in fact, for many reasons, we are fully convinced it is the only correct basis upon which to operate successfully under present day conditions.

In the first place coal is a common commodity—a necessity and a not a luxury. Like Kentucky whiskey, it is all good—some grades and brands better than others—every dealer's pet brand is the best, or he says as much whether he really thinks it or not, and the majority of us keep on boosting our own brands until we, ourselves, finally come to believe in them. The ultimate consumer of coal is the only real purchaser—the producers, brokers and dealers being mere handlers of it, and why does the consumer buy coal?—purely as a necessity, and there's no reason whatever for offering the buyer anything in the way of inducements to buy more than actual requirements. There is nothing pleasant about the transaction in so far as the purchaser is concerned, in fact, the fuel bill is one all of us detest the same as we do the water bill, telephone bill, light bill and tax bill, and the sooner we pay these bills and get the grouch out of our system the better our liver behaves—and the cash plan does the work.

The Credit System in merchandising was, I suppose, inaugurated originally as a matter of convenience and I admit there is an element of luxury and ease in it, the path of least resistance, if you please, but to my mind the system does not belong in the retail branch of the coal trade today and if there ever was a time when it was needed it has long since outlived its usefulness. The credit problem is one of the greatest, if not the greatest problem in the retail trade.

For the past several years I have tried to read rather carefully the leading coal trade journals of the United States and have been especially interested in all articles pertaining to the credit problem, and never yet have I seen any solution of that problem except the application of the cash system to it and then it becomes as simple as the simplest puzzle after once explained.

You will note that at almost every coal convention much is heard of the credit problem, and usually the secretary's report contains a

lot of figures showing the great number of slow accounts placed with the collection department and how successful has been that department in collecting them.

And yet these reports cover only the accounts turned into the association for collection, but there is no earthly record obtainable showing the total amount of losses sustained through the credit system, because the majority of us are ashamed to admit even to ourselves that we have been such "easy marks." St. Peter may have a complete record of these losses, but only he, and few of us coal dealers can hope to ever see that record because of the sins we have committed in permitting a lot of deadbeats to rob our families of that to which they were justly entitled and from which they would, no doubt, have benefited had it not been for our moral cowardice in standing idly by and seeing them robbed without ever raising a hand in defense.

Mr. Arthur F. Rice, the able commissioner of the Coal Merchants' Association of New York (whom I have had the pleasure of meeting), an eminent gentleman indeed, and has, no doubt, devoted more time and effort to the solving of the many knotty problems of the retail trade than any other one man in the United States, in his eleventh annual report submitted to his association last December, says:

"With the exception of the greatly improved market condition, the matter of most vital importance to the trade this year is the new credit system, which has been inaugurated and put into successful operation. I began to urge this matter upon the association four or five years ago and have done so periodically ever since. The amount of money that has been lost meanwhile has unquestionably been very large, and early this season the dealers were aroused to the necessity of stopping this big leak if possible."

He devotes the better part of three pages of his report to their splendid credit system—and I assure you it is a good one—especially with Mr. Rice in charge. And this report further states:

"Up to December 1st (in less than a year) there have been sent in 1,189 claims, 300 more than last year, aggregating \$107,741.37."

That is for just one portion of one year, remember, and for less than the two-year period this report admits over 2,000 claims sent in. And, gentlemen, think of it—that's one city only—a large one, it's true, but the losses you will note are in proportion to its size.

The Coal Trade Journal of New York in commenting upon this feature of the New York association says:

"The new system of collecting and disseminating credit information, which was established by the New York Coal Merchants' Association in August, has worked very satisfactorily during the few months it has been in operation. The system is simple and is intended to be fair to buyers as well as sellers; in fact, the association has an arbitrating committee whose duty it is to investigate any cases where a buyer might wrongfully and hastily be considered as unworthy of credit; the main object of the system being to prevent crooked and irresponsible buyers from defrauding the dealers.

"When a dealer has exhausted every other means of collecting money due him, he sends in to the association a form of letter, which is supplied to all the members, filling in the facts in the case so that the officials have a thorough knowledge of it. Immediately upon receipt of this, a letter is sent to the delinquent party informing him that the account has been taken in hand for collection and asking for an immediate settlement.

"On the same day a white card is sent to all members, on which the name and amount is written—nothing more. The receipt of this card by the members of the association indicates that the credit of the party named is in

doubt. Very often settlement is made at once, but if not a second letter is sent, and receiving no response within a specified time, a blue card with the same name and amount on it is mailed, which informs the members that the party is not entitled to any credit.

"Naturally, being thus informed, no dealer will sell this party except for cash. When a buyer whose credit has thus been questioned pays his bills, a pink card is sent out from our office. This means that the man's record is now clear, and he may be sold on credit; but the possession of the previous cards inclines the dealer to be cautious in his dealing with him.

"The results of the system have exceeded the most sanguine expectations and every member is enthusiastic over it. The crooks are being brought into line and the chances of losing money are reduced to the lowest terms. Moreover, the advantages of the system are so manifest, and it is so logically clear to the dealers that those who are not in it would be pretty sure to have this undesirable trade running to them, that they have all come in.

"The association's collection department is making almost a record this year in getting in many bills. The amount of money that has been lost by the trade through loose credits would be appalling if it could be known and a tremendous leak has been checked."

At the annual meeting of the Philadelphia Coal Exchange held last December its able assistant secretary, Mr. H. Landgraf, was commended for the able manner in which he had conducted the various departments of the organization and especially the Credit and Collection Bureau.

I will read you from that report:

"I will therefore confine my report to the work that has been assigned to me, the collection of accounts that have gone beyond your control and the information imparted by the credit department.

"The offerings of accounts for collection during the early part of this year were not very many, but what was lacking in the beginning has been fully made up during the latter end of 1914. There have never been so many claims presented at any particular time as now, the increase is at the least calculation 100 per cent and over, against the same period during the year 1913 and in fact at any time since 1908. Not a day passes on which there is not a number of new accounts received, a thing that has never happened before. I have long ago recognized the fact and necessity of delving ever deeper into new schemes to attain results. It keeps the office force of the exchange extremely busy at all times. Old offenders are frequently encountered and with such people our old letters would have as little effect as water would have on the back of a duck, if we did not have something new to use on them to bring the result.

"Coming now to the state of affairs, as existing along the line of inquiry for credit, I have all along maintained that every person with whom the members have time accounts, should be listed with the Exchange. It may be objected to, that the files of the Exchange need not be burdened with accounts that are perfectly good, but what about the good accounts that become poor? The trouble is that our members do not embody in their office methods and routine the systematic making of reports. Our experience to date is that slow pay and very slow pay parties are rarely reported and undesirables only after every effort to collect has failed, and then it is usually too late to stop a beat from obtaining additional credit, hence, having piled onto himself a still greater burden than he was able to carry before the creation of additional credit, is in many instances unable to meet the old debt, which thus becomes a loss instead of merely a suspended account. Further, what is the matter with the account that is too slow to be profitable? Such accounts are, perchance, only too often forgot or report entirely neglected. After such a party has paid, the member makes up his mind never to sell him again, and there the matter rests, report to the Exchange is not made at all. I have heard it expressed hundreds of times, that when the Exchange has no report on file, that person must be O. K., if not, he would have been reported.

"The credit department has been exceedingly busy with inquiries during the last four

*An address before the Coal Convention in Chicago, July 12.

†General manager of the Scanlan Coal Company, Louisville, Ky.

months, in fact so busy that we have had to slight some matters in many instances, that would otherwise have received more careful painstaking attention. Yet this cannot be wondered at. As I have stated before, the collections have increased 100 per cent and more and the inquiries have increased from 200 to 300 per cent over those of last year during the same period of the year. Additional to that comes the fact that our members do not make systematic efforts to report, and some no reports at all, so that we have to advise to inquire of the credit-seeker the name of the previous coalman. This necessitates two extra 'phone calls, to the previous dealer and again to the inquirer. In this manner our work is tripled and causes the loss of an immense amount of time needed elsewhere. Again and again we have found that the information received was what should have been reported to the Exchange long ago, hence, by the fact that some members make no reports a great deal unnecessary work is piled upon the small clerical force of the Exchange office. There is one concern making innumerable inquiries each day, but makes no systematic reports whatsoever to keep the files of the Exchange alive. In many instances where we had to ask them for information the parties were either undesirable or in their debt for a considerable length of time."

And we now arrive home—right here in your little village, Chicago, and I beg to quote from the report of Mr. Wm. D. Elmstrom, president of the local Coal Merchants' Association, which report he delivered the association at its annual meeting held here in your city last April.

(See page 336 BLACK DIAMOND, April 17.)

Credit Information.

"Our credit information and files now contain something like 19,000 names. It has taken several years, with great expense, to compile this information, and it is one of the most important features connected with our association. You should not fail to take advantage of this information, and by keeping in touch with this department you will possibly save many times the expense of your membership.

"During the past year we have adopted and printed a uniform application blank for credit which is particularly adapted to the coal trade. These blanks are furnished to the members free and should be freely used, and when properly handled will be of much benefit to members when credit is requested.

"With a view to increasing the efficiency of our credit department your board of directors authorized our commissioner to take out a membership in the Chicago Association of Credit Men. This association is composed of representatives of the principal mercantile houses in Chicago, and a membership therein will be of much benefit to the members of our organization, for additional credit information can be secured from that source through our office.

"Our association has made arrangements with the Chicago Real Estate Index Company whereby the members can verify the ownership, etc., of property through our office, which also will be useful for credit information."

At this same meeting and under the heading "Collection Department" the commissioner, Mr. N. H. Kendall, stated in part:

See pages (337-338) BLACK DIAMOND, April 17, 1915.)

"Collection Department.

"From May 1, 1908, to March 31, 1914, there was collected through the collection department \$131,059.78, and during this year the department was successful in collecting \$13,098.02, bringing the total amount of our collections up to \$144,157.80.

"The great obstacle is the time required to make the collections. Occasionally, an account is sent in which we are able to collect in full in a few days, while we have a large number of accounts which have been worked for over one and two years, and some few that are still alive that are as old as five years.

"There were sent in for collection 698 accounts, amounting to \$35,493.14. Of this number the association collected 128 accounts, or a fraction over eighteen per cent, aggregating \$5,146.65, a little less than fifteen per cent of the total amount of all the accounts tendered.

"Being unable to realize on a certain portion of the 698 accounts previously mentioned, 362 of them were placed in the hands

of attorneys or outside agencies. There were, however, quite a few of these 362 which required the services of an attorney when placed in our hands, and the association immediately transmitted them for legal attention.

"An account under six months old is very seldom sent to the association unless the debtor has absolutely refused to pay or there is some other reason why action is taken under six months. Comparatively few accounts under one year old are turned in, and the age of the account runs from that point up to three and four years, and we have had them five and six years old. One in particular, which comes to my mind, was for less than \$10.00, and was twelve years old.

"Regardless of our efforts to have accounts placed for collection earlier there are still large amounts now standing on members' books, and you only need to refer to the figures above, reading 306 accounts aggregating \$19,403.14 in the hands of attorneys, which have not, as yet, been realized upon, to see the condition of the accounts when sent to the association.

"Many of the accounts included in this list came to us against parties, some of them named Smith, Jones and Johnson, with no initials on the statement, and upon inquiry, it was found that the members had been so lax as to extend credit in this loose manner," and under the heading "Credit Department," he says further:

(See page 338 BLACK DIAMOND, April 17, 1915.)

"Credit Department.

"The credit feature of our collection department has been vastly improved in the past year, and will be still further improved in future. We can only give out such information as can be gathered. Our source of supply is the ledgers of our members. If these ledgers are not open to this office in the way of the reports, which we beg for monthly, we will be unable to supply you with advance information.

"During the past year our new book was issued containing about 16,000 names, and from July 1st to date members have been supplied with 2,985 additional items of information."

On the editorial page of the *Retail Coalman*, January, 1915, we find the following: (See page 45.)

"How Much Bad Debts?

"We are publishing an unusually interesting letter on another page of this issue from a retail coal merchant giving his experience for the past twelve years in amounts lost through bad accounts and asking for information from other retailers along the same line.

"This dealer has found that on an annual business of \$45,000, they have had to charge off about \$1,000 a year in bad accounts or a per cent of two and thirty-one hundredths on the total business done. Figured on a tonnage basis this makes an average of fourteen cents a ton on all the coal sold to offset the amount lost from bad debts.

"He raises the point that if these figures are not higher than most dealers suffer, then it would seem advisable to enforce a cash basis instead of allowing credit in the coal business.

"In any event a decidedly interesting question is raised and the editor would particularly appreciate receiving letters from our readers on this subject, giving their experiences and the percentage that the amount they charge off each year on bad accounts bears to their total volume of business. Any information given to the editor along this line will be considered strictly confidential and no names will be given in connection with it. In other words, all we want is the figures in order to find out just how much is the average that retail coal merchants have to charge off on account of bad debts in proportion to their total sales each year."

With reference to this, I claim it is a mistake to calculate the percentage of loss on the volume of business handled because in the handling of coal there is not a legitimate margin of profit basing the calculation on the gross sales; therefore, the correct way to reckon the loss from bad accounts is to compare same with the net profits of the business and determine what proportion such losses bear to the net profits. For example, say a retail dealer handles a gross business of quarter of a million dollars per year—does he make what may be called a legitimate merchandising margin of from ten to twenty per cent on that volume? Not by any means—

in fact that concern considers itself quite fortunate to clear even two per cent, or \$5,000 per year and if its losses from credit risks amount to as much as \$1,000 per year it is only two-fifths of one per cent on the total volume, which sounds very small, but it represents sixteen and two-thirds per cent of what should be the net profits—or in other words, the dealer figures up the year's work and finds a net profit of \$6,000 or two and two-fifths per cent on the total—but after charging off the bad debts he has only \$5,000 net, consequently he has lost sixteen and two-thirds of his net returns by extending credit.

A dealer in Portland, Maine, in a communication to *The Coal Trade Journal* is reported in one of that paper's recent issues as saying:

"In regard to the matter of selling coal strictly for cash, will say, while this matter has been gone over quite thoroughly at different times by the different dealers, it has never seemed wise to adopt it. The opinion of the writer has always been that it would be entirely impracticable, based largely on the premises that it is too arbitrary. Our liberal discount of 4 per cent brings very large returns from those who are in position to pay promptly, the whole matter being one in its last analysis of good judgment in extending credits."

This objection is very nicely answered by another article appearing in the same issue of that same paper, although the writer of it was not, of course, aware of the fact that he was answering it. He says:

"Some Thoughts on the Credit Problem.

"A slow-as-molasses customer who had always been one year behind in payment for his bin coal, on settling with the old firm and being introduced to the new purchaser of the coal yard, said with some warmth: 'If I had known you had sold out, I would have given the money to some other concern.' This story voices very aptly the feeling of the average consumer of fuel, especially those who have been carried along from season to season by easy-going dealers.

"The argument so often used that 'credit holds trade' vanishes into thin air when a cut rate is made by some rival establishment. This question of getting and using the other fellow's goods and then making him beg for the pay is all wrong. People ought to have the moral of this taught in the schools, for even the laws seem all made in favor of delinquent payers."

Now gentlemen, I must apologize for consuming so much of your time and so much of the time of this convention, but in order to back up my argument in favor of the *Cash System* I wanted to call your attention to the fact that the "Credit Problem" is a paramount question before the present day retailer—yes, and the wholesaler as well.

I have shown from the reports read that the major portion of the time of the active officers of the retail associations throughout the country is taken up by these *Credit and Collection Bureaus*. There is no question about its being great work and I heartily commend it, for it justly deserves commendation, but let's come right down to the meat in the coconut, look ourselves square in the face and ask ourselves if the game is worth the candle?

These reports tell about all the money they collected from dead beats, but none of them state what it cost the association to collect them nor what it cost the dealers to try to collect them before they were turned into the association.

I can tell you, and I say it without the least fear of successful contradiction, that from the time those accounts were opened on the ledgers of the dealers, until collected by the association, every dollar collected has cost more than one hundred cents, not to say anything about the loss of religion involved.

Would it not be a thousand times better for all of us to do away with this Credit and Collection work of the association, thereby stopping the enormous expense of it and have our secretaries or commissioners devote that time and money to the live issues of the day in an effort to place our enterprise upon a business basis—a higher and better—a more dignified plane, where it justly belongs?

In order to do this it is, of course, necessary to establish the Cash System universally in the retail trade—and why not? The principal argument against it is as heretofore stated by one writer—that it is "too arbitrary," that, to my mind, is just where the mistake is being made. There is nothing arbitrary

about the *Cash* system—that all belongs to the *Credit* System, because it is a very fine point indeed to draw the line between the consumer who is entitled to credit and the one who is not, and the mortal man who can perform that task successfully has not yet been born—many of us have tried it and are trying it today, unsuccessfully, and what is the result? The loss of friendship, the loss of patronage and the loss of money. I say the loss of friendship because you must make enemies when you refuse credit to one and extend it to another, when, no doubt, the one refused considers himself or herself as much or more entitled to credit than the person granted it, and frequently such is the case, as I have heretofore proven. When you make the announcement that you extend credit to no one—rich or poor, prince or peasant—it is more clearly understood and notwithstanding the general opinion of the average dealer to the contrary, fewer enemies are made than in the case of undertaking the separation of the sheep from the goats, as it were.

There is so much to be said in favor of the *Cash* System that the entire two days allotted to this convention could be consumed and the question not done justice, but I have already imposed upon you to such an extent that I will close by quoting from that learned and eloquent brother, Kokoal, and a brother in the trade of long standing and wide experience, Mr. J. S. Van Epps, of Cleveland, Ohio:

"It is a marvel to me the ease and facility with which the retail dealer parts with that which represents good and solid dollars and takes in exchange a promise to pay and sometimes scarcely that, from customers hopelessly insolvent. Would he hand out those same dollars that the coal represents, were he a money-lender, with only the one object in view—that apparently of making a showing of business transacted? I think not. Think seriously on this. It is the rock that has foundered ninety per cent of the stranded coal dealers of the past; it is not covered up except at high tide; it lies right in the main channel of business; then you may pass over, but you will have to use your surplus to make good the necessary repairs attendant upon your hazard. Steer clear of it at all times, saving your little surplus intact, and yourself and others inevitably from financial disaster and all the distressing consequences following."

The Coal Convention.

(Concluded from page 43.)

man with the long countenance and the rumor tongue until our calling, already practically driven from 'pillar to post,' has been on the verge of business suicide.

"The transportation problem is one of national importance, and if we are to continue to advance it must be solved rightly and promptly. This country could not have grown from its four millions to its one hundred millions without transportation facilities. Their proper relations to the nation, state and individual require the thoughtful consideration of all.

"Another of our problems is that of the proper treatment of capital organizations or corporations. Large and strong corporations, wisely managed, are absolutely necessary, and bad ones are gradually being eliminated. A few strong and ambitious men used the great powers of corporations unwisely, and as a result the country was aroused against them and all sorts of laws were passed in an effort to correct evils, and, as is often the case, some of the remedies were worse than the disease.

"There are signs now that we are approaching the time when the country will obtain the full benefit of the corporate form of doing business without the evils.

"Another present-day problem is that of legislation. Because of some mistakes by railroad owners and managers, and by those engaged in other forms of corporate business, suspicion and disfavor developed, and a class of critics has grown up in this country who have made a living by agitation and by advocating unnecessary legislation.

"Probably a large number of the alleged evils would have gradually corrected themselves and the country would be far better off with less instead of more laws.

"Another great problem before the country is that of the labor organizations. They are a part of our complex social machinery, but they have not yet found their place. The great leaders of capital obtained tremendous power, which has been curtailed and regulated by law. The time

will come when the great, unresisted powers now exercised by the leaders of the great labor organizations will be regulated in the same way.

"Now with all this prosperity comes the appointed time to further Kokoal, to put it on its feet, to enable it to carry out the spirit which brought it into being.

"Personally, I believe it would be a wise feature to change the name of Kokoal to the National Coal Association, with the subsidiary name of the Order Kokoal, and to continue the design on the letterhead as a sort of a trade-mark, but that is for your consideration and decision.

Report of Resolutions Committee.

E. V. Sidell of the committee on resolutions submitted the following report.

"Your committee on resolutions, having many matters under consideration, desires to present these in sections, which are herewith suggested:

"*Purpose of Organization:* We believe the greatest need of the coal industry is to study to improve the craftsmanship in production and distribution. We believe in and recommend the adoption of the guild idea, with the attendant establishment of a clearing house of ideas. In accordance,

"Be It Resolved, That the name of this organization be changed to the National Coal Guild.

"*Officers:* We believe that names of officers carry a suggestion of the purpose of the organization. Also, we believe in as few officers as are consistent with the effective work of the organization. In accordance,

"Be It Resolved, That the names of the officers be those of a business organization, namely, president, vice-president, secretary, treasurer, etc. Be it further

"Resolved, That there be elected three vice-presidents, representing operating, accounting and finance, distribution and general welfare, and any others needed to represent all branches of the service.

Uniform Accounting.

"Whereas, In accordance with the spirit and purpose of this convention, that we proceed to put into effect plans which shall redound to the benefit of all members alike, we believe that among the much needed reforms is the matter of a uniform system of accounting for each branch of the service. Therefore be it

"Resolved, That the executive of this organization be and is hereby authorized to appoint a committee of three to investigate and report to him, and upon his acceptance of the 'forms' is authorized to have a sufficient number of sets printed and distributed to the entire membership.

Exact Weights.

"Whereas, the subject of weights has been one of the most serious causes of contention between shipper, retailer and consumer, primarily the reason for the contention is the improper construction, as well as maintenance and inspection of scales; therefore be it

"Resolved, That the executive is hereby authorized to arrange for the drafting of a bill to be presented to all legislatures in the respective states at one and the same time which will provide specifically for the construction of all scales, both track and wagon, with concrete or brick and steel, and furthermore provide for systematic inspection by the respective state government representatives."

Acknowledgments.

"Be It Resolved, That this organization entertains and hereby expresses its lively appreciation of the efforts of—

"The Chicago coal men who have provided the entertainment at this convention.

"The speakers who have worked so diligently to give us so much information.

"The trade press who have done so much to advance the best interests of the trade.

"The officers of the Order Kokoal who have done so much in the last year to advance the order to the point where its new purpose is adopted."

Changes in the By-Laws.

Charles Kerchner, chairman of the committee on constitution and by-laws, made the following preliminary report:

"Your committee on revision of the constitution and by-laws would respectfully report as follows:

"*Article 1:* The official name of the Order Kokoal shall be the National Coal Association.

"*Article 2:* The object of the National Coal Association shall be to promote the social, fraternal and educational development and general

welfare of the coal industry, and in furtherance of this aim the National Coal Association shall stand for absolute integrity in business relations, both in the coal trade and with the consuming public.

"Section 2: Its motto shall be 'Come On And Lift.'

"*Article 3:* Section 8. The membership fee shall be \$5, which, together with the current year's dues, must accompany the application. The annual dues shall be \$5 per year.

"Section 11: Firms or corporations employing a member of the National Coal Association in good standing at the time of its application shall be eligible to membership.

"Section 12: The annual dues for associate membership shall be \$10 without any membership fee.

"*Article 4:* Section 1: The governing officers of the National Coal Association shall be: President, first and second vice-presidents, secretary-treasurer, and seven directors, who shall comprise the executive committee.

"Section 2: The executive committee shall appoint an advisory board not to exceed fifteen, who shall promote the welfare of the association in their respective territories."

Coal Convention Notes.

After listening to retiring Modoc Scull through two sessions, the members of the order came to the conclusion that orally he is a machine gun who is always ready for action. It made no difference whether it was an occasion of receiving a gift from the order, or whether it was a matter of discussing a new phase of a question that was brought up, he had a pat way of expressing everything. It came so easily it seemed that he might have studied the matter out for weeks.

E. V. Sidell of Poughkeepsie, N. Y., was very much in evidence. He was chairman of the resolutions committee, and he and G. T. Rider of Louisville formed an impromptu association among themselves to boost the "cash basis."

Unless W. H. D. Gibson "falls down" one of these days he is going to get a permanent job as a member of the finance committee of all coal trade gatherings. He succeeded in persuading something like forty members of the Chicago trade to donate ten dollars each to defray the expenses of entertaining the visitors. He actually got the cash. This was enough money to pay the convention expenses, without relying upon anything from the sale of banquet tickets. As a result, Harley Huskey, in charge of the banquet committee, was able to spend all of the two dollars which he got for tickets on the menu for the banquet. Incidentally, the dinner was a good one.

T. P. Bryan of Kansas City was one of the few western men present, but he made up for the whole west by the impression which he left on the convention. Both in his talk and in a subsequent discussion he gave the idea that he is a coal man who actually knows his business.

John S. Van Epps was missed—sorely missed. Business in other directions kept him away.

The equipment men were not very much in evidence. Still, this convention in Chicago would not have been complete without Otto H. Thjomoe of the Gifford-Wood Company. He was on hand early and late.

The crowd had a good deal of fun, under the leadership of Modoc Scull, with Charles Kerchner, who was said to be the only representative of the kaiser in the convention. Of course, this was not literally true, because Germany had a good many devotees who sat in the background and said very little.

B. L. Shepard made his initial appearance as a speechmaker at this convention and went home with some laurels. He can play golf and—talk some.

Homer D. Jones appeared on the program for the first time "in the major league," as he expressed it.

Germany Takes Mines.

LONDON, July 16.—German newspapers reaching here publish details of the government's scheme to control the coal industry in Germany. A proclamation empowers the state authorities to bring the owners of coal fields together by compulsion in associations, which will control the whole production and sale of coal.

The government feared a condition of chaos in the coal market as a result of this failure and stepped in to prevent it. The coal interests apparently are surprised by the action of the government.

Odd Leaks That Decrease Profits.*

By B. L. Shepard.

I do not quite understand why the Committee gave me the subject "Odd Leaks that Decrease Profits", for I am certain there is not an operator who really knows of such a department in connection with the operation of a mine.

You, as members of the Order Kokoal, represent one of the leading industries of the country—one upon which all other industries depend directly or indirectly upon it for its power. You represent a large investment of capital and an industry that has during the past few years shown a very small return upon the investment and has reached a state where it must be closely watched in all details in order to give in return an average percent of profit.

I am informed by the Mining Department of the University of Illinois that for each ton of coal mined in this State there is represented a capital investment of \$1.20. This will give you an idea how close all departments must be looked after, thus avoiding any possible "leaks".

I am more convinced each year that the operator must arrange the several departments so that he knows the true cost whatever it may be. One cannot leave out certain fixed charges and arrive at the actual cost of operation. If one does, then he places his product upon the market at a price that will be detrimental to his earnings and will represent a loss that not only works a hardship upon himself, but upon others.

During the past two years a uniform system of accounting has been more freely adopted by the operators, and this has been extended to the adoption of such uniform accounting by districts which I am certain will place the coal industry upon a higher standard and will do more to bring the operators closer together than any other method that has been adopted for sometime.

Today the cost of operations must be watched in such a manner that in saving a few cents here and there, the operator must look to these small savings for the return upon his investment. It is upon these small things I am trying to give you a general idea of the "Odd Leaks that Decrease Profits".

One would not consider that the scales were in proper repair as they are tested each day by weighing an empty car or placing four fifty pound weights on a hundred ton scale to see that they weigh correctly. However, I have seen this tested and found to be a failure. When making up a tonnage list for a period there is found that for several months the shortage is too great and complaint is made to the weighman. He is sure all is well. The time comes when it runs into the hundreds of tons, then an examination is made and they find that the timbers are decaying in a manner not noticeable until they are cut into and then the real trouble appears, which is a surprise to all. However, several hundred dollars have been lost.

Then we have the top scale or weigh hopper

to contend with. All are certain they are correct, but it has been known that a small pin has been lost or removed which has increased the weighing capacity twenty pounds to the hoist. With one thousand hoists per day, it is only a small matter of ten tons. At your mine rate it would be \$5.70 to \$6.10 per day—a small profit in itself.

In the manner of feeding and caring for the mules on the bottom, some operators only make it a rule to send down the feed on days when the mine is idle, so they have plenty on hand in case, I suppose, of a shortage in the car supply. This in my estimation is an extravagance. Send down the supply daily and it will not be wasted or trampled upon. I have had my experience. By adopting the daily delivery, this account was cut over \$200.00 per month. Another small profit. A suggestion—Why not try grinding the corn and oats, thus saving a large percent of waste? This has been tried and found a success.

All mines have their mine managers and an assistant in a great many places, however, I do not think that the mine manager is capable of going over all his workings each day, and I am certain that by allowing him an assistant for forty to fifty working places and holding this assistant accountable for his territory, a great saving will be made; a closer watch can be kept upon the use of props and the proper placing of them and by so doing the result will be to reduce the liability expense and increase the tonnage, at the same time it will also give a better preparation which is essential to the sale of the coal. The props should be well inspected at the time they are purchased to see that the ends are of proper size; cull all that are not straight (I mean a medium well cut timber). This saves the "leak" which is sure to come. All that are discarded in the room on account of not being of proper size or shape represent an outlay of six and one-half cents to eight and one-half cents each. I have seen fifty out of one hundred and twenty-five props in a pile on the bottom that were not fit for use. This would

represent a loss which in my estimation is unnecessary.

At the close of each day's operation have your assistant managers counsel with your general mine manager, and report findings. You will find this will save more than the extra cost of the assistants or room bosses, as they are called in some locations.

All mines not equipped with the latest improved pit cars will waste grease and oil. It is the custom at some mines to send down several barrels of grease at a time, this is poor policy as it is always subject to waste and in most cases will be opened and used in a careless manner. It is very handy for others to make use of it in a manner not intended, as all mines use an instrument for boring the hole to place the charge of powder and this instrument becomes very warm and works hard. A little grease helps out. A small amount used each day in this manner grows to a large item of expense.

About all mines there are more or less non-productive hours of labor. This will always be so, but by placing your mine under the department system you can more closely observe, and soon find, the "leakage". Take for instance a piece of bottom labor; it has been shown that there were more men employed on a certain work than necessary and as soon as this was discovered a cut was made. The men themselves admitted that they had to maneuver to get by without being discovered and comment ran among themselves that they lasted longer than they expected. I only use this to illustrate that it is essential to always be on the lookout to stop "leaks" of this nature.

I have taken up more time than I should dealing with operations. There are other "leaks". I am sure the retailer has his troubles. One that comes to my mind is the manner in which some handle their freight account. My advice is to purchase as much of the coal as possible at a mine price, this will save the annoyance of deducting the amount paid out for freights. I have seen instances where such accounts have been paid in full. If a close watch is not kept on such items the retailer must suffer the "leak" until by accident, if ever, it is detected and corrected.

Bids for and Contracts Let on Coal.

Detroit Public Bids.

Bids opened by the Detroit board of health on coal supply for the year were:

	Bituminous.	Anthracite.
United Fuel & Supply Co.—		
Richmond nut, pea and slack.....	\$2.55	....
Scranton egg or stove.....	....	\$6.75
Scranton chestnut .....	....	7.00
Pocahontas mine run.....	....	*3.50
Pocahontas egg, forked .....	....	4.25
William E. Besancon—		
West Virginia nut, pea and slack....	2.78	....
Ohio nut, pea and slack.....	2.63	....
Pennsylvania nut, pea and slack....	2.78	....
Lehigh egg or stove.....	....	*6.55
Pocahontas mine run.....	....	3.30
Pocahontas shoveled lump and egg..	....	4.35
R. L. Aylward—		
Island Creek nut, pea and slack....	2.65	....
Scranton egg or stove.....	....	7.00
Scranton chestnut .....	....	7.25
Houston mine run.....	....	3.75
Houston egg, forked.....	....	4.30
P. Koenig Coal Company—		
Meadowbrook nut, pea and slack....	2.64	....
Lehigh Valley egg or stove.....	....	7.00
Pocahontas mine run.....	....	3.75
Pocahontas egg .....	....	5.50
Parker Bros. Company, Ltd.—		
White Star nut and slack.....	2.68	....
Scranton egg or stove.....	....	7.00
Scranton stove or chestnut.....	....	7.20
Weyanoke mine run.....	....	3.75
Weyanoke egg, forked.....	....	5.40
Daniel Sullivan—		
Lehigh Valley egg.....	....	6.88
Lehigh Valley stove or chestnut....	....	7.20
Houston mine run.....	....	*3.25
Houston egg, forked.....	....	4.90

*Accepted bids.
Estimated quantity: 2,000 tons mine run, 500 tons anthracite.

Proposals for Coal.

Sealed proposals are invited for furnishing coal for consumption at the Illinois State Penitentiary at Joliet, Ill., from the 2d day of August, 1915, until the 2d day of August, 1916.

Bids are invited upon mine run. Also upon

1½-inch screenings containing not to exceed 35 per cent by weight, that will pass through a screen having a circular mesh of ¼ inch in diameter.

The annual consumption of this plant is estimated at 20,000 tons, being at the rate of approximately forty tons per day.

Proposals will be received at the penitentiary at Joliet, Ill., up to ten a. m. on the 31st day of July, A. D. 1915. They are to be mailed to Edmund M. Allen, warden. Each proposal must be accompanied by currency, certified check or certificate of deposit to the amount of \$200, payable to the order of Edmund M. Allen, warden, which deposit will be returned to the bidder if his proposal is rejected, and if accepted, upon the bidder furnishing the required bond within five days of notification that said bond is ready for execution. If the bidder should fail to furnish the said bond within said period, such deposit will be forfeited to the Illinois State Penitentiary.

All proposals are to be made out in the form of contract, copies of which will be furnished upon request by Edmund M. Allen, warden, and no other proposal will be considered or accepted; such contract to be properly executed, it being understood that although executed such contract will not be binding upon the bidder unless accepted by the consumer on or before the 2d day of August, 1915.

On August 1st the Kentucky State Board of Health, in connection with the Rockefeller Foundation, will take charge of sanitary improvements with a view to making the town of Coxton, Harlan county, Kentucky, a model mining town in all respects that affect the health and comforts of miners and their families. After completing their sanitary and hygienic arrangements at Coxton, it is planned by Dr. J. S. Lock, representing the Rockefeller Foundation, to make a campaign through other mining towns, both in eastern and western Kentucky, with a view to the general betterment of living conditions.

*An address before the coal convention, Chicago, July 13.



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Glenn D. Bennett, correspondent of THE BLACK DIAMOND at Omaha, died on Tuesday, following an operation for appendicitis. This was an editorial bereavement. He knew coal and coal men and he could write what he knew. He was conscientious in his work and faithful.

Dr. Joseph A. Holmes.

Dr. Joseph A. Holmes, the director of the United States Bureau of Mines, died on Tuesday of this week. The coal trade will think, and properly so, that it has lost its best friend. The metal mining industry will think, and properly so, that it has lost its best advocate. The people of America will think, and properly so, that they have lost their best advocate of practical conservation.

With all partisans claiming this man as their own, the fact stands out that he boldly represented all America. He was in the broadest and best sense the public's man.

Many will try to fashion a phrase which will tell what this remarkable man meant to America. Only one paragraph properly covers that subject and it came from his own pen. He said:

"The resources which have required ages for their accumulation, to the intrinsic value or quality of which human agency has not contributed, which when once exhausted are not reproduced and for which there are no known substitutes, must serve as a basis for the future no

less than the present welfare of the nation. In the highest sense, therefore, they should be regarded as property held in trust for the use of the race rather than for a single generation and for the use of the nation rather than for the benefit of the few individuals who may hold them by rights derived from the state, the original owner."

Dr. Holmes when he said those few simple, straightforward words, stepped out upon that broad plane which is of American statesmanship. To have been able to say that and to stand for it puts him down as one of America's great men. We will let that single paragraph stand as his eulogy, his life history and his epitaph.

Cost of Selling.

W. J. Dillon, head of a Chicago sales agency, was asked to address the coal convention. Preparatory thereto, he asked operators and selling agencies to give him a statement of what it costs them to sell coal at wholesale. This information he tabulates:

- An operator, steam and domestic, tonnage large, entire cost of selling, \$.07 per ton.
- An operator, steam and domestic, tonnage large, entire cost of selling, .066 per ton.
- An operator, steam and domestic, tonnage large, entire cost of selling, \$.09 per ton.
- Shipper, domestic only, entire cost of selling, \$.15 per ton.
- Shipper, domestic only, entire cost of selling, \$.16 per ton.
- Shipper, domestic only, entire cost of selling, \$.196 per ton.
- Mine agent, domestic only, entire cost of selling over \$.20 per ton.
- Shipper, domestic only, entire cost of selling, \$.10½ per ton.

Many men will look at this differently. To us, it means only one thing. **There are far too many selling agencies hence the cost of making sales is far too high.**

Trade Commission Program.

The Federal Trade Commission is making progress rapidly. It was created by President Wilson mainly as a hope and as a promise. He did not expect it to do very much at once. He expected it would grow gradually and only as the people came to demand that it undertake bigger things.

In point of fact, it in six months has arrived at the point which it took the Interstate Commerce Commission ten years to reach. That is, it already has begun to demand standardized accounting.

Lest the importance of this step be missed, we have this to say about the Interstate Commerce Commission. It has been helpful to railroads and the public in two ways only. The one of these that far overshadows all else is that it gave the railroads standardized accounting. The lesser thing of value was that it centralizes railroad authority. Some will say that the commission has been of great benefit because of its decisions. We are not arguing that point here but we do not

think so. It has straddled on too many issues.

But it has forced standardized accounting. That was of incalculable value because it put the hand of the federal government upon the shoulder of every dishonest railroad official and stopped him from hiding his rascality or his incompetence behind a garbled statement of cost. Today, if a man is incompetent to operate a railroad economically, he almost automatically passes into the discard so soon as his record is known and a man is chosen who can do the job properly. Concealment of personal defects through a manipulation of the books is no longer possible. Especially price cutting on a misformed conception of what it costs to carry goods is out of vogue. The clearing up the railroad misunderstandings, and the destruction of ignorance as the reason for rate cutting helped the railroads immeasurably. Therein lies the big work done by the Interstate Commerce Commission and the root of it all is standardized accounting.

Now the Trades Commission purposes to perform this same service for general business. It proposes, practically, to force standardized accounting in business. The same ends will be achieved, namely: First, ignorance will no longer be the basis of price wars, and second, the incompetent man will not remain at the head of a business by reason of his ability to conceal his defects through distorted financial statements.

If we can put business on a plane where every man who cuts prices knows that he is giving away money, we will have an end to much of the "riotous competition" about which business has complained so bitterly in the last few years. By making this possible, the Trades Commission is making progress. In fact, it is racing to its goal almost before it has started. More speed to it.

Telltale Figures.

One Chicago retailer was sure that he was making money on every pound of coal he sold. He sold mostly to what are known as peddlars. He therefore got cash in advance. He got the current price on the standard grades and better than the current price on most grades. He was quite sure that everything which moved out of his yard left a profit behind it.

Then, to reassure himself, he called in a public accountant to audit his books. The one department that this dealer was sure was paying big was his anthracite trade. He had reasons to believe that he was getting the regulation profit and, for other reasons, had an edge on his customers to the extent of twenty-five cents a ton. Yet, when the figures were all down, it was found that his supposed advantage had been wiped out and that he not only had no "regulation" profit but actually had had a loss, throughout an entire year, of one and a half cents a ton.

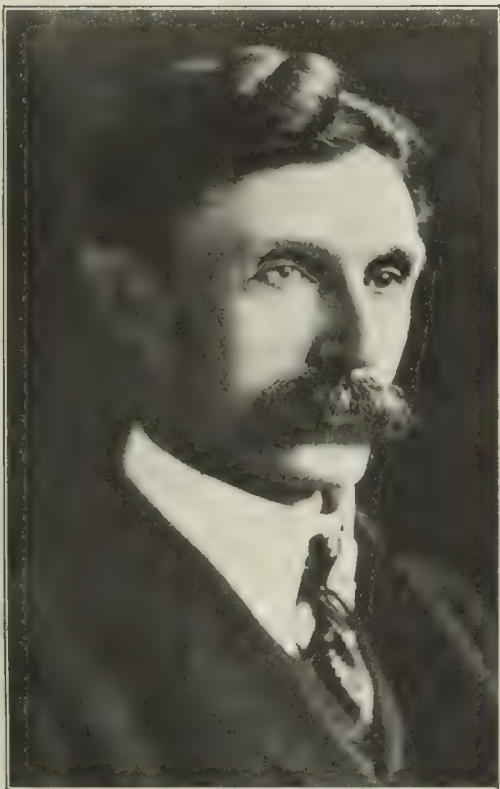
This is an old story in a new dress. Still, it will bear telling and telling again. No man knows whether his coal is making or losing him money until he charges against it every cent of expense and subtracts that from the selling price. When and only when something is left of the selling price, he can say truly that he has a profit. To do anything else is to guess, which is a dangerous thing in business.

Dr. Joseph A. Holmes Dies at Denver.

At four o'clock in the morning of Tuesday of this week Dr. Joseph A. Holmes, director of the Bureau of Mines, died at Denver, Colo., where he was living temporarily in an effort to recover his health. He had quit Washington something like a year ago to seek the recovery of his health in the west. He had spent most of that year at and around Phoenix, Ariz., but a turn for the worse lately had caused him to move to Denver. His malady, which was a wasting one, increased rather than decreased and death on Tuesday morning was the result.

The body was prepared at once to be transferred to Washington and was in Chicago for three hours on Thursday afternoon of this week, where respects were paid to the dead by representatives of the Illinois and Indiana coal trade.

There is little need to say to any man in the mining business in America much now about the remarkable career of the head of the Bureau of Mines who has just passed away. Every one is aware that he died as a result



Dr. Joseph A. Holmes.

of overwork, this work being done to give the mineral industry a proper standing with the American people and to see that something of appreciation of the value of our natural resources should result in proper measures of practical conservation. Such work performed always under the eye of the mining men of America naturally challenged attention to the man years ago, with the result that every phase of his activity has been known in detail and every characteristic of the man became impressed upon the mind of the American people.

Dr. Holmes was a North Carolinian by birth. He was an engineer and an educator in his earlier days, but there was nothing in that career which suggested the latent possibilities in the man, which possibilities developed so rapidly after he went into the government service something like eight years ago. At that time the government began to be concerned about the future of our natural resources. As a consequence there was organized in the Bureau of the United States Geological Survey, under the Department of the Interior, a subbureau, which was known as the technologic branch of the Geological Survey. Dr. Holmes was chosen as the head of that subdivision of the government activity.

His first attention was directed to the use of coal and other minerals. He began at once, in fact, an active study of how coal might be used so that the efficiency would be greater and the waste less. He was, in fact, the man who started the tremendous discussion which has since enveloped the country as to how to get greater fuel economy.

It was this enterprise which developed the organizing ability of Dr. Holmes. He started everybody to discussing fuel economy. One of the first things he did was to enlist the heads of the mechanical departments of the colleges and universities and cause them to specialize on the study of greater use of fuel. He enlisted the active co-operation of both the engineers and the chemists.

From having started the education of the American people in the universities, he directed his attention to the engineer societies of America which govern the present practice. Before he had gone very far every such society in America was discussing how fuel might be used to better advantage. As a matter of fact every organization which had to do with trying to get greater fuel economy can be traced directly back to the zeal with which Dr. Holmes carried on his propaganda.

From this he naturally extended his field of operations to influence the manufacturers of coal burning appliances. Thus in an ever widening circle his influence upon America came to be astounding.

His attention was next directed to the conservation of life in the mines. A number of disastrous explosions in coal mines in the leading states caused him to begin an investigation into the many things which endangered life around the mines. Perhaps the biggest movement which he brought into existence there was the safety first movement which has spread to every other industry in the United States. Sub-divided, this movement expressed itself in a study as to the causes and prevention of dust explosions; the proper use of electricity in the mines; purpose and development of first aid to the injured corps; the improvement of the ventilation, and the development of permissible explosives.

With all of these things attracting his attention and calling for some definite action on the part of the government, the instrument at his disposal was not big enough. Therefore, the technologic branch of the Geological Survey was abandoned and there was created in the Department of the Interior a separate organization known as the Bureau of Mines. Dr. Holmes was placed in charge of that work and carried on in a larger way the things which he had undertaken with his former and smaller equipment.

But the government, whose servant he was, proved a niggard in the matter of appropriations. There was much work to do but not

enough money to pay the expenses. Therefore, instead of many men to do many things there were but few men to do far more than they were supposed to do. Seeing the importance of the work, Dr. Holmes undertook far more than his strength could possibly endure. Those who have been associated with him appreciate and have appreciated for years this fact to the full. They have known, for example, that when something of a pressing character had to be done he would quite frequently work until he fell asleep over his dictation or his manuscript; reviving himself by an almost superhuman effort, he would continue to work when his associates were begging him to relinquish it and take some rest.

The Chicago coal men who went to view his remains on Thursday of this week had a very lively recollection of the manner in which he did things. There was to be a meeting of mining men in Chicago and the details of the program and procedure were to be mapped out. He had just completed a long, hard trip around the country. He had spent night after night upon the sleeper and day after day meeting men and discussing plans that would further his work. He had in his portfolio parts of speeches which he had begun to prepare and parts of articles which he had promised to write for those who were disposed to help the government spread its gospel of conservation. Laying these things aside temporarily, he went into the conference at nine o'clock in the morning and without an instant of rest or distraction from the business at hand he worked in intensified concentration until five o'clock in the afternoon. Then he dismissed his associates, locked himself in a room and began to go over some of the manuscript which he had laid aside. He continued at that until he was late for a dinner engagement, which was a business conference. In the evening he took another long trip across the city and late at night was still in conference with the people, who followed him to the train. That evening he carried his portfolio on board the train, worked until after midnight, and arose the next morning to start in another city another round of discussion of government work.

It was this sort of thing which caused the untimely death of one of the most remarkable men who has ever been in America's public service. As a result of his manifold activities he died before his time, but he left such an imprint upon the American mind that what he started will go on to a natural conclusion because the foundation upon which he proceeded was sound and good.

New Ruling Complicates Ohio's Situation.

COLUMBUS, O., July 14.—(*Special Correspondence*)—A new factor has been introduced into the much-disturbed Ohio coal situation by the decision of the supreme court, mentioned last week, which upholds the right of the state utilities commission to authorize lower freight rates. Railroad officials, it is stated are now in conference on the matter of further fighting the case on which this decision is based, that of the commission's reduction of the commercial coal from the Nelsonville assembling yards to Toledo to eighty-five cents, replacing the \$1 rate now in force. To stave off the enforcement of this rate the railroads will have to go into the United States courts.

Along with this new rate, if it stands, will come agitation for general reductions that will help protect Ohio against West Virginia, in equalizing alleged inequalities. General Manager Winder of the Sunday Creek Company is the leading figure in this fight. He made effort to secure action from the legislature last winter, and has given prominence to the rate question in newspaper interviews regarding reasons for the company's temporary abandonment of a large number of its Ohio mines. That this is bearing fruit in the way of arousing interest is shown by the fact that the commission within the past few days has been making inquiries among Columbus shippers, those having West Virginia connections and otherwise, to draw out opinions and information on the rate problem. An early consideration of the whole question appears to be likely.

Upon the result is said to partly hinge the matter of whether or not the Sunday Creek Company will continue to operate its mines on

the T. & O. C. railway, or shut them down indefinitely, as has been the case on the Hocking. Another factor will be the reply of the miners to the Hocking Valley Coal Operators' Association on the question raised as to favorable conditions having been granted eastern Ohio in violation of agreement made with the Hocking Valley when the mine run wage scale was signed last August. Any concession to the Hocking operators at this time would likely throw the eastern Ohio situation into confusion again.

It is a pretty muddle into which the miners seem to have got themselves through forcing the operators into the trenches with the Green law. They have a paper scale only, as one operator expresses it, because there can be no work for them in any large sense under its prohibitive terms. Many operators feel that the whole Ohio coal situation, involving all fields, is rapidly drifting toward a crisis which will mean the strangling of the industry or a new deal in which mining scales, freight rates and better co-operating among producers will all play a part. The miners, it is asserted, will first have to learn that in bringing ruin on the operators they have killed their own goose. Eastern Ohio is cited as an instance of the injury which labor inflicts upon itself. With settlement reached after over a year of idleness, the miners have no work, a condition resulting as much from the field's markets having got away from it as from industrial depression.

G. T. Rider, president, Scanlon Coal Company, Louisville, has been in Chicago attending the national convention of coal men.

News Local to Chicago.

F. C. Honnold of the Chicago & Big Muddy Coal Company was in Springfield this week.

Among the week's visitors was N. D. Yingling, general manager of the East Jellico Coal Company at Lexington, Ky.

Because the retailers were mostly at the coal convention at the Auditorium this week, the regular meeting of the Chicago Coal Merchants' Association, scheduled for Tuesday afternoon, was postponed.

H. A. Kuhn, a coal operator of Pittsburgh, was in Chicago the early part of this week. While here he took occasion to run out to the third vein district to study the long wall mining method employed in that district.

The announcement is made that the City Coal & Coke Company has taken over the yard and business of the Cherokee Coal Company, effective at once. The City Company has John C. Michael for its president and the yard is located at No. 3600 Princeton avenue. The Cherokee Coal Company was owned by E. H. Michael and Frank Swan, and the yard was located at Fiftieth street and the lake shore.

When news of the death of Dr. Holmes reached Chicago on Tuesday, most of the operators were out of the city. However, arrangements were made through C. M. Moderwell, president of the Illinois Coal Operators' Association, and Carl Scholz, president of the American Mining Congress, to have a committee at the station on Thursday afternoon when the party accompanying the body to Washington passed through Chicago.

One of the week's visitors in Chicago was J. F. Clarke of Davenport, Iowa, the western representative of the Mitchell & Dillon Coal Company. He has just returned from a trip into the northwest, visiting, among other places, Ashland, Wis. He says that the receipts of coal in the northwest are far below normal and he is rather inclined to believe there will be a shortage of anthracite if the demand this year is anywhere near normal. The lake movement to that port has not been up to expectations.

I. L. Runyan, secretary of the Illinois & Wisconsin Retail Coal Dealers' Association, is in receipt of a communication from P. L. Price, president of the Roanoke Retail Coal Dealers' Association of Roanoke, Va. This letter says that that association is being re-organized and an attempt is being made to form a state association. The letter inquires as to the methods used by the Illinois and Wisconsin and other associations in getting results. Apparently the association spirit is growing, as is indicated by reports coming from so many different districts concerning new associations being formed.

The directors of the Illinois & Wisconsin Retail Coal Dealers' Association, carrying out an intention to hold a meeting every three months in Chicago, came together at the offices in the Great Northern building on Monday of this week. Those in attendance were: J. B. Dooley, the president, and Howard Kinsey, of Peoria; Peter Beck, of Harvey, Ill.; Joseph Rademacker, of Milwaukee, and J. G. Moore, of LaCrosse, Wis. The first thing taken up was the re-election of I. L. Runyan as secretary and then there was discussed the matter of destination weights. A committee was appointed consisting of Mr. Dooley, Mr. Kinsey and Mr. Beck to get this matter in shape for presentation to the Illinois legislature when it meets the next time.

Chicago sales agencies who handle eastern Kentucky coal are in receipt of information from the mines this week to the effect that 1,300 miners employed by the Continental Coal Corporation on Straight Creek, near Pineville, went out on strike on July 1st. On July 6th the miners employed by the Prosper Coal Company in the Brush Creek field and the miners employed by the New Bell Jellico Coal Company in the Greasy Creek field also went out on strike. It seems that about three months ago these mines, which are non-union, decided to reduce the wages in an effort to sell the coal at a price which would put it on the market in competition with other coals. A few companies only in that field resorted to the practice, much against the advice of the others. There was a promise of a restoration at a near future date, but when this did not come in three months the miners decided to go on a strike.

Have Prices Kept Up With Rising Costs?*

By W. S. Bogle.†

I can't conceive why unpleasant things should be injected into what would otherwise prove a very pleasant occasion, and that I should be selected as the injector. The time allotted, however, is short and we will then pass on to more agreeable subjects. The subject that I am asked to speak on is the following question: "Have Selling Prices Kept Up With the Rising Costs?"

Outside of anthracite, which is the only part of the coal producing industry in this country that is conducted on sound business principles, that question could be answered fully and completely with one small word of two letters—N-O—No. But that could be amplified by the further statement that each increase in the cost of production has been followed by a decrease in selling prices. This sounds incredible, but it is true.

Labor constitutes ninety to ninety-five per cent of the producing cost. Practically every agreement that has been entered into with labor in the past ten years, excepting the last one, has contained an advance in wages. And yet, in every instance immediately following such advances, bituminous operators have reduced their selling prices below those prevailing under the previous scale. And selling prices under the

tions are in the hands of banks and striving desperately to avoid receiverships.

There are many causes that could be cited as contributing to this situation, but the fundamental one of all is the over-production that has taken place and the excess of capacity over consumption. Given a market for 100 tons and a production of 105 tons, that extra five tons will make the price on all of the 100 tons, and so well has the situation been known to the buyers that the larger ones have frequently dictated prices to the seller.

The operators have been charged with responsibility for this over-production and frequently derided.

The operators have found out the difference and have made a number of sincere efforts to correct the situation by the only known effective method—co-operation. But the brightest minds among them and the best legal talent they could procure have until recently been unable to formulate a plan that did not conflict with the law "as it has been construed by the past three national administrations" and possibly subject them to a criminal prosecution. The operators from the first have insisted that they would not knowingly violate the law or subject themselves to prosecution as criminals, let the consequences be what they may.

The Administration Attitude.

The time allotted me is too short to detail the position of the government on the law, but the basis of it has been that nothing was lawful that in any way restricted competition, and they have consistently refused to advise in advance whether or not a proposed plan was lawful. In effect, their position has been:

"Put your plan in operation and then we will investigate it. If we find it conflicts with the law, we will either bring a suit to dissolve or a criminal prosecution, but we cannot give any guiding advice in advance."

Is it to be wondered at that under such conditions business has become apprehensive and timid? That a great industry like the coal industry should be on its way to disaster and that we are suffering from a general depression in business instead of enjoying the prosperity that our natural resources and other conditions entitle us to?

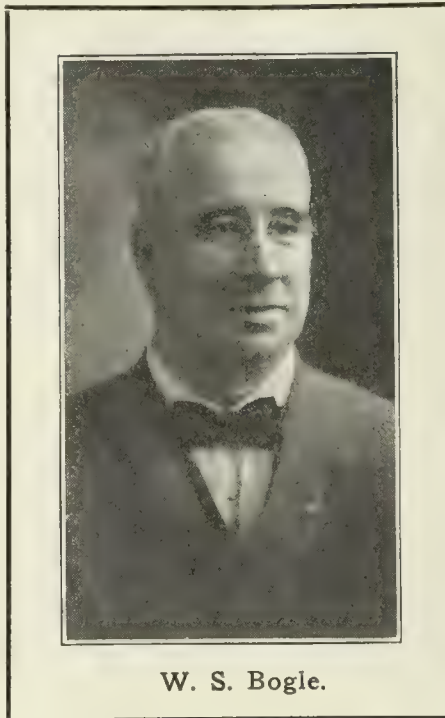
They have told us that "competition is the life of trade." I am willing to give theorists the credit of believing it. But my experience in business has taught me that unrestricted competition is the most cruel and relentless enemy of successful business. It means that every man is arrayed against his competitor in thought, purpose and deed. It means the strong arrayed against the weak. The "survival of the fittest" inevitably will result in monopoly—the one thing that the law and all good citizens most wish to destroy.

The New Theory.

But every cloud has its silver lining, and it looks as if ours would be no exception of the rule. The courts in their recent decisions have been more liberal in their construction of the law, differing radically with the Government's view of it. Again, there is no lesson so convincing as an object lesson, and the people are beginning to realize that you cannot benefit one class of a community by harassing another. They are beginning to realize that the harassment of business that has prevailed in this country has resulted in idle mills, idle men, idle women and destitution and want to many. The conviction that business needs encouragement instead of discouragement is daily gaining ground.

Again, the present administration has made a great step in advance by passing the Federal trade law and establishing the Federal Trade Commission, which, if properly administered must prove the greatest blessing ever conferred on business in this country. The law may not be perfect—few are at first. But from personal interviews I am convinced that the commission as now constituted is composed of earnest, sincere, broad-minded men who sympathize with business and are anxious to facilitate it in every legitimate manner under the law.

Several plans of co-operation are before them which it is hoped they will approve. One of these is from the coal trade. Others will undoubtedly follow, and if their policy proves to be to control big business instead of annihilating it, I can see the dawn of an era greater, better and more prosperous than this country has ever enjoyed.



W. S. Bogle.

present scale have been steadily reduced year by year since it was first agreed upon.

There are other increased costs. Compensation laws have added three to four cents per ton to the cost of production. Even mutual companies, which are intended to be conducted without profit, have been obliged to more than double their rates for liability insurance.

Cost of supplies of all kinds have increased and has added to the cost of production. Shaker screens, rescreening plants, picking tables, loading booms and other devices have been installed at a heavy outlay of money, and while they may improve the quality of the product, at the same time they add to the number of sizes and materially to the cost of production.

The cost of the plants themselves has increased tenfold in the last twenty years and the increased carrying and depreciation charges thereby entailed add to the cost of production.

Certainly all these additions to the cost of production would justify at least some advance in selling prices, but selling prices have not advanced; they have declined. Such a situation means one of two things: Either the industry enjoyed abnormal profits in years gone by and is gradually coming down to earth, or else the industry is not being conducted in accordance with sound business principles and is on its way to disaster.

Abnormal profits produce multi-millionaires, and the coal industry is the only important one in this country that has not produced one or more. But a glance at court records discloses the fact that they are strewn with the wrecks of coal operations, and it is a matter of common knowledge that many of the present opera-

*An address before the coal convention and Kokoal Pow Wow in Chicago, July 12.

†Of W. S. Bogle & Co., Inc., Chicago.

Facts Which Determine Our Export Prospects.

The Welsh Coal Situation.

The Welsh coal trade is in a very troubled state, and it is therefore out of the question for much business to be done. It is said that the cutting off of exports to neutral countries has caused very serious monetary loss to many exporters. Many collieries have their principal output taken by certain of the neutral countries, and as new markets to make up for the loss of the old cannot be secured, these collieries must suffer. Owing to the stoppage of exports except to the allied countries, coal has accumulated on the docks and many collieries have been forced to shut down owing to the shortage of cars. Shippers are not eager to do contract business, and in the matter of spot purchases, buyers are able to obtain concessions of 2s and 3s from shippers who have coal accumulated. Some coals have declined in price from 35s and 26s to 25s and 26s. Ordinary seconds are quoted at 25s to 26s; best bunker smalls at 19s 6d to 20s; Black Veins at 26s and 27s; Western Valleys at 24s to 25s; Easterns at 21s to 23s, and inferior at 19s to 20s. Cardiff advices have it that the Egyptian Irrigation contract for about 60,000 tons has been placed, about 50,000 tons of same coming to American firms, and the balance to Monmouthshire firms. Prices are not made public. The Egyptian State Railways contract for 360,000 has not yet been awarded. Shipments for the last week reported from Cardiff amounted to 195,757 tons, as compared with 389,497 tons for the corresponding week last year. The small coal market is still affected by the unsatisfactory conditions obtaining at the French ports, where there is a great congestion of ships owing to the shortage of labor.

Recent charters from Cardiff have been as follows: To Alexandria, 25s; Genoa, 22s to 22s 6d; Las Palmas, 19s; Cape Verde, 20s; Lisbon, 15s and 15s 6d; Leghorn, 20s to 21s; Marseilles, 24 fr. and 25fr.; Mantes, 15½ fr.; Port Said, 22s 6d to 24s; Pernambuco, 24s; Rio Janeiro, 25s to 25s 6d; River Platte, 26s 6d; Savona, 22s 6d.

Recent freight charters from the Tyne have been as follows: To Bordeaux, 20s; Genoa, 26s to 27s 6d; Las Palmas, 22s; Marseilles, 24s 6d to 28s; Naples, 30s; Piraeus, 31s to 31s 6d; Port Said, 28s; St. Vincent, 23s 6d.

Welsh Coal Crisis.

Cables on Tuesday of this week stated that representatives of more than 42,000 miners in South Wales have voted to strike on Thursday of this week unless the mine owners grant the full demands of the men for a new wage agreement. Advices state that the decision was reached by a majority of 857 votes, each vote representing fifty members of the federation. This vote was in opposition to the advice of the men's leaders who recently promised the new Minister of Munitions that there would be no strike in the coal trade, in return for his action in leaving the miners out of the trades covered by the Munitions bill. On Thursday the strike was declared and the government took over the available supply of coal.

On Tuesday, Walter Runciman, president of the Board of Trade, announced in the Commons that the government did not intend to let the South Wales miners go on strike and would put in force the drastic powers provided under the recent munitions act.

A Cardiff cable of same date read: "Announcement made in the Commons today that the South Wales coal field had been proclaimed by the government as being under the Munitions act, was heartily welcomed here. The ultimatum issued by the miners' delegates yesterday came as a shock to everybody outside of the coal trade. It seemed incredible that anyone would be willing to jeopardize the supply of fuel for the navy when the very life of the nation depends upon the navy.

"Colliery owners had intimated to the government their readiness to co-operate with any measures for preventing stoppage and have drawn up the following notice:

"This colliery will continue open for work upon terms to be settled by the government. In view of the present crisis it is of utmost importance for the safety of the country that there should be regularity of work by work-

men and any workmen absenting themselves will be assisting the enemy."

About eighty colliery owners, employing 156,000 miners, are affected by the dispute.

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, report as follows, under date of July 12:

Since our last report we have chartered a number of steamers to take coals to South American, Mediterranean and West Indian ports, and our last charters to Lower Plate ports were at 34/-6, although it was claimed that others were offering 35/- at the same time for boats of similar size and in similar position.

Four large British steamers are reported as having been chartered for three trips each for coals to the west coast of Italy at 40/-6, but we think this report is incorrect, as we had the same boats proposed to us at 40/- for three trips. Single charters are at considerably less than this rate, our last fixtures being at 36/- 37/- to west Italy.

We would quote freight rates on coal by steamer as follows:

West coast of Italy.....	36s.@37s.
Marseilles, about.....	35s.
Barcelona, about.....	34s.
(Spanish dues for account of cargo.)	
NOTE—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge. One shilling per net register ton per day demurrage."	
Montevideo, about.....	34s. 9d.
Buenos Aires or La Plata, about.....	35s.
Rosario, about.....	36s. 6d.
Rio.....	35s.@36s.
Santos, about.....	36s.
(Consignees paying docas dues.)	
Valparaiso or Callao.....	\$.25 @ .506
Havana.....	2.00 @ 2.25
Cardenas or Sagua, about.....	2.75
Cienfuegos.....	2.75 @ 3.00
Port of Spain, Trinidad, about.....	3.50
St. Lucia, about.....	3.50
St. Thomas.....	3.00 @ 3.25
Barbados, about.....	3.50
Kingston.....	2.75 @ 3.00
Curacao.....	3.25 @ 3.50 (and p. c.)
Santiago.....	2.50 @ 3.00
Guantanamo.....	2.50 @ 3.00
Demerara, about.....	4.25
Bermuda, about.....	3.00
Vera Cruz.....	3.50 @ 3.75
Tampico.....	3.50 @ 3.75

Recent Coal Freight Charters.

Steamer —, Atlantic Range to Pacific coast port, coal, \$5.25.
Steamers Strathspey (Br.), Strathaven (Br.) and Tiverton (Br.), Virginia to west coast of Italy, coal, p. t.
Steamer Harlen (Br.), Philadelphia to west coast of Italy, coal, p. t.
Schooner E. Starr Jones, Norfolk to Pernambuco, coal, \$7.25.
Steamer Moosdyk (Dutch), Baltimore or Virginia to Buenos Aires or La Plata, coal, 34s. 6d.
Steamer Urd (Nor.), Baltimore to Stockholm, coal, p. t.
Steamers Dorington Court (Br.), Eleni Strathatos (Greek) and Petrilses (Greek), Virginia to Italy, coal, p. t.
Steamer — (Br.), Philadelphia to Barcelona, Bilbao or Cadiz, coal, 37s. 6d.
Schooner Henry C. Brown, Philadelphia to Calais, coal, \$1.25.
Steamer Bruckhaus (Br.), Baltimore to Honduras, coal, p. t.

Country—	January	February	March	April	May	June	Total
Italy.....	26,695	13,287	41,099	146,570	170,162	244,893	642,706
Portugal.....	.....	.....	.....	.....	1,391	3,254	4,645
Spain.....	.....	.....	1,524	.....	10,480	13,648	25,652
France.....	.....	.....	.....	.....	7,420	13,147	20,567
Greece.....	.....	.....	.....	5,716	.....	11,180	16,926
Egypt.....	.....	.....	.....	7,865	.....	8,007	15,872
Morocco.....	.....	.....	.....	.....	.....	2,348	2,348
Holland.....	.....	.....	.....	.....	.....	10,886	10,886
Sweden.....	.....	.....	.....	.....	.....	6,883	6,883
Canary Islands.....	.....	.....	.....	.....	9,746	3,800	13,546
Africa.....	7,371	.....	.....	6,550	6,570	15,802	36,293
Bermuda.....	5,800	2,554	2,223	7,447	.....	1,125	19,149
Danish West Indies.....	.....	.....	11,913	14,535	5,500	5,541	37,489
British West Indies:							
St. Lucia.....	4,452	.....	.....	8,681	5,338	4,541	23,012
Barbados.....	2,110	8,018	9,922	6,147	4,476	14,026	44,729
British Guiana.....	.....	3,293	1,831	1,750	.....	1,697	8,571
Trinidad.....	.....	10,893	11,793	4,179	2,111	11,634	40,610
Jamaica.....	.....	1,080	2,295	1,615	8,700	.....	13,720
Cuba.....	14,235	49,600	47,976	48,035	30,697	29,287	219,830
Mexico.....	3,761	698	.....	7,177	3,800	3,414	18,850
Chile.....	2,100	.....	1,241	500	3,277	750	7,668
Peru.....	.....	1,210	.....	.....	.....	3,143	4,353
Argentina.....	7,540	8,286	21,014	26,410	24,057	26,982	114,289
Uruguay.....	.....	.....	10,273	36,635	14,522	11,968	73,398
Martinique.....	.....	4,624	4,637	4,673	4,661	.....	23,236
Brazil.....	13,782	20,949	39,706	62,354	60,588	101,056	298,615
Panama.....	27,321	26,551	47,600	39,601	34,321	47,695	224,089
Venezuela.....	.....	632	.....	231	.....	.....	863
Dutch Guiana.....	.....	.....	.....	519	.....	.....	519
Porto Rico.....	2,450	1,784	.....	2,395	5,707	2,994	15,330
Gibraltar.....	.....	.....	.....	8,618	13,147	.....	21,765
Cape Verde Islands.....	.....	.....	.....	.....	5,418	.....	5,418
Java.....	.....	.....	.....	.....	8,014	.....	8,014
Santo Domingo.....	.....	802	802	512	.....	.....	2,116
Azores.....	.....	.....	.....	4,023	2,439	.....	6,462
Totals.....	117,607	154,291	255,849	453,178	442,162	604,305	2,027,392

The above figures do not include bunkers.

Steamer Alf (Dan.), Baltimore to Bocas del Toro, coal, p. t.
Steamer Magnus Mansor, Newport News to Pernambuco, coal, \$7.50, prompt.
Steamer Farmand (Br.), Philadelphia to Vita, Cuba, coal, p. t.
Steamer Osterdyk (Dutch), Norfolk to west coast of Italy, coal, 37s., prompt.
Steamers Harmattan (Br.) and Holtze (Br.), Baltimore to west coast of Italy, coal, p. t.
Steamers Belgien (Br.) and Erinier (Br.), Baltimore to Marseilles, coal, p. t.
Steamer Strathcorn (Br.), Philadelphia to Barcelona, coal, p. t.
Steamer Sommelsdyk (Dutch), Philadelphia to Rio Janeiro, coal, p. t.
Schooner King Josiah (Br.), Philadelphia to Halifax, N. S., 250 tons coal, \$2.
Schooner Lucia Porter, Philadelphia to St. John, N. B., 550 tons coal, p. t.
Schooner Carrie A. Lane, Philadelphia to Porto Rico, 1,250 tons coal, p. t.
Steamer Glenmont (Br.), Philadelphia to Antilla, coal, p. t.
Steamers Colomba (Ital.), Eurichetta (Ital.), Il Piemonte (Ital.) and Catarina Accame (Ital.), Baltimore to Italian ports, coal, July.
Steamer Bendew (Br.), Baltimore to Barcelona or Valencia, coal, p. t., spot.
Steamer Zambora (Swed.), Baltimore to a Swedish port, coal, p. t., prompt.
Steamer Eliafilo (Ital.), Baltimore to Italian port, coal, p. t., spot.
Steamer Derwenthall (Br.), Baltimore to Marseilles, coal, p. t., spot.
Schooner M. D. Cressey, Norfolk to Bahia, coal, p. t.
Schooner E. F. Northam, Philadelphia to Yarmouth, N. S., coal, \$7.90.
Schooner Laura Haldt, Philadelphia to Paramaribo, coal, \$4.25 and port charges.

Selling Our Coal Abroad.

Persons who worry lest the coal deposits of this country run out in a million years or less may take fresh alarm from the rapid jumps in the quantity of coal now being exported.

Shipments of coal from Atlantic ports for the first six months of this year are only 750,000 tons behind the total for the entire year, 1914. During this first half of 1915, Baltimore more than doubled its coal exports as compared with the corresponding period last year.

Not many years ago 1,000,000 tons was a fair figure for the amount of coal exported from the Atlantic seaboard in a twelve month. This year, at the present rate, something like 8,000,000 tons will be sent abroad.

With these figures THE BLACK DIAMOND, organ of the coal trade, heralds "the advent of a new era for the export coal trade of America." Relaxing of British competition has encouraged the American coal men to go after foreign trade. American coal is pushing its way to a recognized place in new markets of Europe and South America. In the first six months of this year, Baltimore shipped four times as much coal to Italy as for the same period last year, eight times as much to the Argentine.

Whether American coal can hold its own in these markets after the war is over depends upon whether enough American ships are built to carry it.—New York World.

Hampton Roads Exports.

Presented below is a statement showing exports of coal from Hampton Roads (Lambert's Point, Sewall's Point and Newport News) for the first six months of 1915, showing destinations:

Country—	January	February	March	April	May	June	Total
Italy.....	26,695	13,287	41,099	146,570	170,162	244,893	642,706
Portugal.....	.....	.....	.....	.....	1,391	3,254	4,645
Spain.....	.....	.....	1,524	.....	10,480	13,648	25,652
France.....	.....	.....	.....	.....	7,420	13,147	20,567
Greece.....	.....	.....	.....	5,716	.....	11,180	16,926
Egypt.....	.....	.....	.....	7,865	.....	8,007	15,872
Morocco.....	.....	.....	.....	.....	.....	2,348	2,348
Holland.....	.....	.....	.....	.....	.....	10,886	10,886
Sweden.....	.....	.....	.....	.....	.....	6,883	6,883
Canary Islands.....	.....	.....	.....	.....	9,746	3,800	13,546
Africa.....	7,371	.....	.....	6,550	6,570	15,802	36,293
Bermuda.....	5,800	2,554	2,223	7,447	.....	1,125	19,149
Danish West Indies.....	.....	.....	11,913	14,535	5,500	5,541	37,489
British West Indies:							
St. Lucia.....	4,452	.....	.....	8,681	5,338	4,541	23,012
Barbados.....	2,110	8,018	9,922	6,147	4,476	14,026	44,729
British Guiana.....	.....	3,293	1,831	1,750	.....	1,697	8,571
Trinidad.....	.....	10,893	11,793	4,179	2,111	11,634	40,610
Jamaica.....	.....	1,080	2,295	1,615	8,700	.....	13,720
Cuba.....	14,235	49,600	47,976	48,035	30,697	29,287	219,830
Mexico.....	3,761	698	.....	7,177	3,800	3,414	18,850
Chile.....	2,100	.....	1,241	500	3,277	750	7,668
Peru.....	.....	1,210	.....	.....	.....	3,143	4,353
Argentina.....	7,540	8,286	21,014	26,410	24,057	26,982	114,289
Uruguay.....	.....	.....	10,273	36,635	14,522	11,968	73,398
Martinique.....	.....	4,624	4,637	4,673	4,661	.....	23,236
Brazil.....	13,782	20,949	39,706	62,354	60,588	101,056	298,615
Panama.....	27,321	26,551	47,600	39,601	34,321	47,695	224,089
Venezuela.....	.....	632	.....	231	.....	.....	863
Dutch Guiana.....	.....	.....	.....	519	.....	.....	519
Porto Rico.....	2,450	1,784	.....	2,395	5,707	2,994	15,330
Gibraltar.....	.....	.....	.....	8,618	13,147	.....	21,765
Cape Verde Islands.....	.....	.....	.....	.....	5,418	.....	5,418
Java.....	.....	.....	.....	.....	8,014	.....	8,014
Santo Domingo.....	.....	802	802	512	.....	.....	2,116
Azores.....	.....	.....	.....	4,023	2,439	.....	6,462
Totals.....	117,607	154,291	255,849	453,178	442,162	604,305	2,027,392

General Review.

There Is Something of a Healthy Improvement in the Coal Market Generally for This Week.

Pittsburgh coke producers are recording rises in prices now with expectation of much higher prices later. Shippers by lake are calling attention to the belated movement and this is speeding up shipments. Export sales are heavier and inquiries are large. In the interior the time is approaching when fall buying customarily starts and already there is some practical suggestion of it.

In the east it is reported through New York the sale of anthracite coal is abnormally light even for this season and the operators are curtailing anthracite production sharply, although inquiries are heavier. There is a sentimental improvement in bituminous, but so far the actual change has been of little importance.

Because July is customarily a month of small business in New England, the Boston report says that the customary slump is now occurring. There is a lessened demand for anthracite from the retailers because the mills and factories are closing down for inventory. There is also a small demand for bituminous. The market has been none too strong because shipments have been rather heavy.

At Philadelphia, it will be recalled, the piers were cleaned up over the holiday, first by the reduction in shipment and second by the increase in demand. This last week the demand has continued heavy and shipments have been increased. The market is still ten cents a ton above what it was and the volume of business is appreciably larger. In the anthracite field all of the operators, including the so-called independents, have curtailed shipment rather sharply.

At Baltimore, the export trade has fallen off a little. The week's shipments were but 57,000 tons, or about 30,000 tons short of what has been done lately. However, inquiries are rather heavy. A considerable volume of business is being done on orders which anticipate shipments direct from the mines, but sales of spot coal are small.

At Buffalo, the retailers are not buying much anthracite for immediate shipment, although orders for later delivery are heavy. Bituminous continues to show a slight improvement, which has been the case recently.

Birmingham's sentiment is somewhat mixed, the major operators reporting a fair business, but the others not being quite so well satisfied with current conditions or prospects. The biggest improvement, it seems, is in the sale of bunker coal at the gulf ports.

At Pittsburgh the coal market is quotably and actually unchanged. The mines are still selling a good deal of coal to the coke ovens and to export trade. They are selling some to local industries. The retail demand by all rail is rather small and the movement up the lakes is not quite as heavy as it might be.

Labor troubles in southeastern Kentucky are lessening the supply of coal in the Louisville market, causing a stray from prices. At the same time harvesting is under way and the retailers are able to sell some coal to the farmers. This brings up a suggestion of improvement which so far has not developed much actual business.

Taken as a whole, the Cincinnati trade is not much encouraged by the week's development, although the retailers in the interior are beginning to take a little more coal when prices are right.

In Indiana the operators are noting a slight improvement in the demand, coming first from the manufacturing districts and second from the farming districts. The movement of the crop explains the latter naturally. The demand has not increased enough, however, to enlarge the output or improve prices.

Detroit and Toledo reports both indicate a continuance of the over-supply of coal, a tendency to cut prices, and not much but still some improvement in the demand from retailers and factories.

The Chicago situation is in every respect a trifle better than it was a week or so ago. There is a better demand for most of the eastern coals, with the exception of anthracite. Especially there was a better movement in smokeless among the western coals. The demand for the domestic sizes has been larger

and prices have been maintained without any difficulty.

Omaha has had a sluggish market for the last week. Heavy rains have interfered with farming operations and thus have checked the movement of coal from the retail yards to the farmers. This has reacted upon the wholesale trade by limiting orders.

Chicago Market.

Buying Is Moderate but Prices, Except on Screenings, Are Firm.

Office of THE BLACK DIAMOND,
CHICAGO, July 15.

The Chicago coal market is not much different this week from what it was last week, and in fact, not radically different from what it has been in the last month or six weeks. There is some more buying of pretty nearly every grade of coal, and sentiment in favor of better prices and bigger business seems to be solidifying. At the same time the actual transfer from sentiment to fact is a little slow.

The slight increase in domestic buying has enlarged production a little and with that has come an increase in the output of fine coal. The consumption there has not increased, consequently the market is a trifle easy.

At this time of the year anthracite is always slow, because July is between the investment buying of April, May and June, and the fall buying of August, September and October. This year the recession in business is a little more pronounced than customary and the business is flat. Some orders are being placed for delivery the latter part of July and the early part of August, but mostly the inquiries are for August delivery. Prices are held firm only because coal is kept off the market.

About the best statement of the smokeless market is that fifty per cent of the contracts have been closed, but these contracts do not cover fifty per cent of the tonnage used in Chicago. Some of the retailers have signed up their contracts for the full amounts stipulated in previous years and are now taking coal on contract. Others have contracted for only a part of their requirements. Others have not contracted at all so far. This survey of the situation does not take into consideration, of course, the largest retail establishment in the city which has a long time arrangement for its supply. As this indicates, the mine run business is firm but a little slow. If there is any shortage of coal later, which seems some people now anticipate, the market situation will be far from satisfactory for the buyer a little later. In the meantime the spot buying is a trifle heavier because some retailers are taking advantage of the last discount month, prices advancing on mine run the first of August. Smokeless, lump and egg is firm at the new circular of \$2, and in fact, where any coal is available it can readily be sold at a premium of ten to fifteen cents. Prices up to Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.05	2.00

The Somerset county situation has not changed in any particular. Prices are artificially firm, but the business is extremely light. Quotations up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.75@3.95	1.70@1.90

In the last week the demand for Hocking coal has picked up just a little, due principally to country buying. The improvement is not much, and in fact, prices can be kept firm only by rigid supervision of shipments. Prices up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.15	\$1.50

The market on splint coal has been rather unsteady, but some little improvement is noted. There is not so much free coal being shipped to this territory because the operators are beginning to appreciate that by sacrificing in the matter of price they are prejudicing the reputation of their product. There is no tendency to advance the maximum price, but the minimum price is moving up a little. Prices on better grades on shipments direct from the mines up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.05@3.15	\$1.15@1.25

Eastern Kentucky coal is quoted at quite a spread of prices, still the circumstances dictating what the prices shall be. If the coal is on consignment and approaching demurrage domestic

lump, which includes the block coal, is often sacrificed at \$1.25 or less. If shipments are to be made direct from the mines, the producers are holding for prices ranging from \$1.50 to \$1.75. Commensurate prices are named on the egg coal which has not a very big sale in this territory.

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.15@3.65	\$1.25@1.75
Egg	3.00@3.15	1.10@1.25

Franklin county prepared sizes had a week of moderately slow sales, and yet on the whole there has been a pretty fair increase in volume. The lump and the No. 1 nut have been moving rather freely. The egg has been moving, but with difficulty. The No. 2 nut or special stove has not been particularly a free seller and a differential in price alone has given it a call. Steam sizes have been produced in a little larger volume than the market would take eagerly and the prices on screenings as a consequence has eased off a trifle. Perhaps eighty cents is the top, with seventy-five as a common figure. Prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.55	\$1.50
Egg	2.55	1.50
No. 1 nut.....	2.55	1.50
No. 2 nut.....	2.40	1.35
Mine run.....	2.15	1.10
2-inch screenings	1.85	.80

Williamson county lump and No. 1 washed coal have been moving rather freely. The egg has not been a good seller and there has only been a moderate demand for the steam sizes of washed coal. However, the operators are adhering to the new circular put out two weeks ago, and have been closing down the mines rather than sell for less than the circular indicates. Prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.55	\$1.50
Egg	2.55	1.50
No. 1 washed.....	2.55	1.50
No. 2 washed.....	2.45	1.40

The Saline county operators have had within the week a slightly better demand for lump coal, traceable to buying for the harvest period. Screenings have not been quite so strong, with prices of eighty cents perhaps representative for the field. Prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.55	\$1.50
Mine run.....	2.15	1.10
Screenings	1.85	.80
1¼-inch lump.....	2.30	1.25

Springfield screenings are still the feature of that market. Price for this last week was seventy to seventy-five cents, with perhaps emphasis on the seventy.

There has been a little better demand for domestic coal and one or two cases are reported of where this was on contract up to demurrage. It is interesting that demurrage was paid rather than accepting sacrifice in the market price. Prices up to Thursday were:

Springfield—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.32	\$1.50
Egg	2.32	1.50
Nut	2.17	1.35
Mine run.....	1.87	1.05
Screenings	1.52	.70

In the main, Clinton county operators are still relying on steam contracts to take up the output of the mines. They have not begun to specialize on domestic. It may be because Indiana retailers are not selling much to the farmers. Prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$2.27	\$1.50
Egg	2.07	1.30
Nut	2.07	1.30
Mine run.....	1.87	1.10
Screenings	1.52	.75

One or two Knox county mines are now sold up on contract, and as a consequence are off the market. The others are selling little domestic coal and are concentrating on steam trade. Prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.52	.67

Coke is moving but with difficulty. The market for furnace and foundry seems to be rising, with prophecies of higher prices later. Domestic sizes of by-product coke are still easy, concessions of ten to fifteen cents a ton from circular being made. Prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville	\$4.75
By-product, foundry.....	4.85@5.10
By-product, egg and stove.....	4.65
By-product, nut	4.65
Gas house.....	3.75@4.90

Pittsburgh Trade.

Conditions Continue Fairly Satisfactory as to Big Tonnages, but Small Business Is Lacking.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., July 15.

"What has been said can be said again," so far as the Pittsburgh market is concerned—the situation being practically unchanged and a general awaiting of developments in a situation very hard to analyze, seems to be the order of the day.

The steel trade continues to show betterment, but its chief end is the foreign business in war stocks, and while demanding increased supplies of coke and labor—thus improving certain branches—its activity is not reflected in the open coal market, the mills operating generally mining their own coal and producing their own coke. The only big business consummated the past week is the sale of 300,000 tons of coal by the Pittsburgh Coal Company, through its southern sales department, to the United Fruit Company of New Orleans, the delivery to extend over a period of three years. Some large export orders are still hanging fire—expected to be closed momentarily—and aggregating a couple of million tons, but various circumstances seem to halt the purchasers and delay final adjustments—freights east from Pittsburgh, compared with nearer tide water mines, presumably cutting a figure in the deals.

Several factors seemingly tend to put the market on the "bum"—the one—the delay in the starting of lake shipping, the question as to whether there will be lake demand to any extent, and when it will develop. If it comes there will be some hustling develop later in the season to meet it, particularly if local demand for fall materializes as the optimists see that it will. Overproduction is another factor that depresses the market, especially with the present lack of demand.

Panhandle slack was to be had the past week at thirty-five and forty cents, and Youghiogheny slack at fifty-five and sixty cents. These prices are said to be under cost of production and not to be considered as representing the market. Mine run sold at \$1.00 and \$1.05, with 3/4 at \$1.10 and 5/4 at \$1.20, and yet mines are not operating more than fifty to seventy-five per cent of capacity.

Rumor has it that the Lackawanna Steel Company are, or will soon be, asking for quotations on coke for four additional furnaces to be blown in soon, and inquiry develops the fact that furnace coke is bringing \$1.85 spot, and contract holding at \$2 to \$2.25. One operator asserted that he would make no contracts extending past October 1st under \$3.00, so confident is he of the continued and increasing demand. Foundry coke is looking up as to demand, but no change in prices has been reported, quotations remaining at \$2 to \$2.50.

With an eight-foot stage at Davis Island dam last Saturday, developed by the heavy rains of the latter end of the week, the wickets were lowered to allow a big shipment of coal aggregating 1,300,000 bushels to pass to points below from the Pittsburgh harbor.

The Monongahela River Consolidated Coal & Coke Company sent the Charles Brown, James Moren, Tom Dodsworth and the Boaz, each with seventeen barges and small coal boats. The Diamond Coal & Coke Company started the Volcano and the Sam Bernum with fourteen barges between them. The entire latter shipment will be turned over to the Volcano after the trip through the lower pools, and the Sam Barnum will return. The other towboats will proceed to Cincinnati, Ohio, or Louisville, Ky., their destination not having been decided when they cleared.

The Monongahela river did not contribute to this rise and large fleets of empties are still lying in the Pittsburgh harbor, also loaded coal in the upper pools, awaiting a shipping stage from the upper waters of the Monongahela.

Much activity seems to be developing in the coke regions, not only with the steel making companies, but with the independents as well, the general outlook for the latter being better than it has been for the past six months. Two independent companies in the Fayette county region are reported as having blown in 130 ovens last week, and the Union Connellsville Coke Company reported that they have blown in seventy out of 140 ovens at the Katherine plant at Simpson Station. This plant has been entirely idle

for practically a year and a half. The Consolidated Connellsville Coke Company has placed in operation sixty additional ovens at Mount Sterling plant. The Consolidated company, at its four plants, now has 600 out of 872 ovens in blast.

In the vicinity of Brownsville, while from unofficial sources, it was learned that five small coke plants were making preparations to resume operations, which is indicative of the gradual improvement of industrial conditions throughout the mining section.

While no official announcement has been made by the officials of the various companies, it is known by corporations in Brownsville with whom the mines are greatly dependent for facilities that the works are preparing to resume. The works about to open up are:

Garwood mines of the Etna Connellsville at Simpson, shut down for over a year.

Champion mines of the Connellsville Consolidated, near the Brownsville Construction Company in Brownsville.

Gray's Landing, Connellsville Consolidated, Nos. 1 and 2.

Katherine works, Union Connellsville, at Simpson.

It is also reported that several idle plants along the Redstone branch of the Pennsylvania railroad are to be blown in shortly.

News in and Near Pittsburgh.

The Greenwich Coal & Coke Company, which has mines in Cambria county, has transferred 161 acres of coal in Green township, Indiana county, to the Manor Real Estate & Trust Company, the land holding concern of the Pennsylvania railroad, for \$12,575.73.

The Andrews Run Coal Company, Pittsburgh, Pa., is a new company chartered by the state of Delaware to acquire and operate coal mines and to prepare the same for market; capital stock, \$250,000; incorporators, Otto F. Lohmann, Antoinette F. Lohmann, both of Pittsburgh.

The annual Niagara river outing of the Messrs. Roberts of Buffalo, announced for the 17th, will be attended by a number of Pittsburgh coal men, among them Mr. Stonerod of the Carnegie Coal Company, Mr. Gross and Mr. Syroth of the Keystone Coal Company, Mr. Neeld and Mr. Milholland of the Clyde Coal Company, Mr. McQuense of the Terminal Coal Company, Mr. Marsh of the Pittsburgh Coal Company, Mr. Hammill of the Meadow Lands Coal Company, and others.

Wellston, Ohio, and the territory in the vicinity bids fair to be returned to its activity of previous years by the formation of the New Wellston Coal Mining Company with a capitalization of \$500,000. The corporation has obtained leases on about 1,000 acres of land near Wellston and preliminary developments show that a thirty-seven-inch vein of coal has been uncovered. It is planned to mine the entire lease. Incorporators of the company, all local men, are: J. F. Pflieger and son, Mark F. Pflieger, owners of the Pflieger Manufacturing Company of Columbus; Harry C. Hughes, a mining engineer and operator; L. C. Marion, and E. Dellinger, president of the Dellinger company. Headquarters for the company will be established in Columbus.

Detroit Trade.

DETROIT, MICH., July 15.—(Special Correspondence.)—With neither steam nor domestic coal showing any special activity in the local market, a more cheerful feeling seems to have developed among certain of the Detroit shippers and jobbers, who heretofore have appeared inclined to take a somewhat gloomy view of the outlook.

The improvement in the situation which is accepted as a hopeful indication by some of the shippers appears in the fact that the quantity of coal now being shipped to Detroit seems more closely proportioned to requirements of the market than for some weeks past, and that in consequence the amount of various kinds of coal thrown on the market at reduced prices to effect immediate sale is not as great as before, while prices are taking a steadier basis.

The consignment coal problem, though less vexatious, is not wholly eliminated, and cautious buyers who are able to take advantage of opportunities are still finding West Virginia slack and nut and pea sizes which may be bought at from forty-five to fifty-five cents, although the better quality commands from seventy-five to ninety cents. With demurrage impending, West Virginia lump is obtainable at \$1 and upward.

With the exception of Pocahontas lump, all kinds of coal, including smokeless fine coal, are being received in quantities fully sufficient for the present needs of the market. Steam coal users and retail dealers have not developed as much interest in the matter of stocking up as some of the shippers believe would be desirable at this season of the year, especially in view of the possible interruption of shipments later by labor controversies in some of the mining districts.

While the coal now being sent up the lakes makes a large total, the movement continues to fall short of what would be the shipments of a normal year. Delay in movement of coal from docks at the head of the lakes is still a depressing influence, though some of the shippers predict larger activity in that direction in the near future, on the theory that the opening of the threshing season in the northwest will increase the demand for coal in districts which are believed to be poorly supplied. The rolling equipment used by the railroads in moving grain to shipping centers is expected to aid in distributing coal which now crowds the unloading docks.

Slow movement of coal from the mines to Lake Erie is forcing many freighters to return to the head of the lakes without cargo, though some of the vessels, not owned by shippers and without ore handling contracts, are taking delays of several days to obtain coal on the upbound trip.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$0.95@1.00	\$2.35@2.40
Mine run.....	.75@ .80	2.15@2.20
Slack .....	.40@ .50	1.80@1.90
West Virginia—		
Four-inch lump.....	1.35@1.60	2.75@3.00
Two-inch lump.....	1.10@1.25	2.50@2.65
Three-quarter	1.00@ 1.10	2.40@2.50
Mine run.....	.90@1.00	2.30@2.40
Nut, pea and slack.....	.50@ .75	1.90@2.15
Smokeless—		
Lump and egg.....	2.00	3.69
Nut	1.50	3.10
Slack	Open	Open
Mine run.....	Open	Open
Kentucky Splint—		
Lump	1.20@1.25	2.60@2.65
Egg	1.00@1.10	2.40@2.50
Nut, pea and slack.....	Open	Open
Fairmount—		
Three-quarter steam lump.....	.85@ .95	2.25@2.35
Mine run.....	.70@ .80	2.10@2.20
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.35	2.50
Three-quarter lump.....	1.25@1.30	2.40@2.45
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open

Detroit Local News.

John S. Gatfield of Duff & Gatfield, vessel agents at Texas Landing on the Canadian side of the Detroit river, has opened a retail coal yard near his vessel office.

Cut in two amidships, the steel steamer Matoa, for many years a coal and ore carrier on the lakes, is now on her way through the Welland canal and St. Lawrence river to the Atlantic coast, where she will engage in the coal trade out of Boston. It was necessary to cut the ship in two to get her through the Welland locks.

Lake tonnage employed in the coal trade was reduced this week by the loss of the steel freighter Choctaw, owned by the Cleveland Cliffs Iron Company of Cleveland. The Choctaw, upbound from Cleveland to Superior with a cargo of coal, was struck in a fog Monday morning off Presque Isle, Lake Huron, by the Canadian steamer Wahcondah, downbound, and sank almost immediately, her crew all escaping to the Wahcondah. Loss on steamer and cargo is about \$125,000.

The Gifford-Wood Co., of Hudson, N. Y., are distributing 35,000 booklets describing their adjustable car loader for handling ice rapidly from the house to cars or platform, and also describing their cutter for separating ice cakes in the house.

The number of the booklet is 18, and will be gladly sent any reader of THE BLACK DIAMOND upon request to the above mentioned concern.

William E. Minor, vice-president, The Reliance Coal & Coke Company, Cincinnati, was a Louisville visitor during the week. Mr. Minor takes an optimistic view of the industrial outlook in the manufacturing towns of Ohio, at least.

Cincinnati Trade.

Buying Is Light but Indications Are for an Upturn in the Near Future.

CINCINNATI, OHIO, July 15.—(*Special Correspondence*).—The market in this territory is no better. In the language of a disgusted splint operator, "it is getting no better fast." However, a few splint people are enjoying a little better demand and contracts are coming in fair proportions. What little surplus they have "spot" is bringing a fair price.

While iron and steel business is better, most of the business has gone to the United States Steel Corporation or other large interests who manufacture their own coke and are independent of the general coal market. They believe, however, that the limit of the production of these interests is at hand and that they must go into the open market and buy coal if their business grows.

Many splint operators have been asked to furnish figures for export coal. Also the lake movement, which has started fairly well, has been gradually reducing the surplus production in the splint fields.

Spot coal is quite weak and dull, with four-inch lump going at \$1.05, four-inch mine run sixty cents, full mine run seventy cents, and nut and slack forty-five cents. It is known that in some cases good quality coal has sold even lower than that. Other better grades are quoted and have sold this week at seventy-five cents for run of mine, four-inch block as low as \$1.15, the same as one and one-half inch of the same quality; egg, \$1.10, but in some cases was bought at eighty-five cents, and nut and slack forty-five and fifty cents.

In the Kentucky field some good coal prices, this week and the previous week, were quoted privately at \$1.45 for block, \$1.10 and \$1.15 for egg; one and one-half inch lump, \$1.25; run of mine, ninety and ninety-five cents; spot, sixty cents, and some seventy-five and eighty cents. Contract making in this field is running better and slack has been selling at forty to fifty cents spot.

The matter of contract signing is improving, many dealers seeing winter staring them in the face soon with their contract situation not in condition to be easy of contemplation. But few have stocked for winter, most having bought cheap coal.

The tidewater movement is strong and some of it is now carrying the better grades of splint.

The situation with the smokeless operators and dealers is not much different from that in the past two months. All districts are beginning to feel a labor scarcity, and a car shortage is so near, in the opinion of some of the operators, that it is not pleasant to contemplate. They feel that the labor scarcity, the car shortage and the pending heavy demand for winter fuel will all "strike the pike" about the same time and come down on their defenseless heads in an avalanche.

Cincinnati News Notes.

Captain J. T. Butts of the Carrollton Coal Company has purchased the elevators of the Madison Coal Company here and will reconstruct and improve them to hold sand and gravel, as well as coal. It will require several thousand dollars to remodel them as the new owner desires to have them.

Maury Robinson, representing the Davis Collieries Company at Columbus, Ohio, was a visitor in the city this week. Mr. Robinson was formerly with the company, but he resigned to help his father-in-law, who has large plantations in Arkansas. He comes back now to his old position to succeed W. Hood, who has been holding the position in Mr. Robinson's absence.

The Wyatt Coal Company has arranged for a change in quarters to a more commodious and convenient location. The company now has offices in the sixteenth floor of the First National Bank building and these have become too small and not conveniently arranged for the conduct of the rapidly growing business of the company. The new quarters are well lighted, and much more comfortable and sufficiently large for the present purposes of the company. They are located on the ninth floor of the First National Bank building.

Captain Harry R. Martin of the Convoy, who was badly hurt when the boat went down, was believed dead for some days, but he was heard

from at his home at Gallipolis, Ohio, having swum out from the boat and boarded a train at once for home. He is rapidly recovering from the loss of two toes and a badly wrenched back, and will soon be about. The two tugs, the Convoy and the Fulton, will be raised from the bottom of the river as soon as the water goes down sufficiently. They are valued at nearly \$10,000 each, and it is likely a loss of several thousand dollars has been entailed by the owners as it is.

Congressman Bascom Slemple of Virginia, principal stockholder in the new Kentucky River Coal Corporation and the man responsible for the big corporation, is said to be on "Easy street" now. It is estimated by coal men here that his royalties from the company next year, when they become in full effect for the operations now working, will be \$40,000 and that in the following years they will reach \$80,000 to \$100,000 per annum. Mr. Slemple was in Cincinnati a few days ago and said he would not quit work if his income should reach a million dollars a month. He is built for hard, energetic work and is not happy without it, his friends here say in an estimate of the man.

The Big Four railroad contracts for this section, about 400,000 tons, have been let, as stated before, and it is learned that for the first time mines along the Louisville & Nashville are let in on the awards to large tonnage. It is said, not authoritatively but about correct, that the Bewley-Darst Company was awarded 25,000 tons; the Southern Coal & Coke Company, about 35,000 tons; the Halmar Coal Mining Company, 25,000 tons; the Snead-Meguire Company, about 50,000 tons, and that the Wyatt Coal Company and other companies along the C. & O. railroad obtained the usual tonnage, about that of last year. The award has not yet been made public, but the above is about the award, the company holding back deliveries until some of its accumulations have disappeared at the coaling points.

The storm of last week in Cincinnati and vicinity was very destructive, the property loss reaching \$1,000,000, or perhaps more, and the loss of life believed to run up to about fifty lives. Coal Companies feared the loss of all their coal in the harbors, but, remarkable to say, not a barge was lost. This is attributed by the coal men to the fact that the storm lasted but about six minutes at its worst, and that was not sufficient to lash the waters to such a fury as to engulf the barges. However, the tug "Robert Fulton" of the Queen City Coal Company, and the "Convoy" of the Hatfield Company, went to the bottom of the river, the former carrying Captain Bradford Williams of Covington, a well known river captain, and the latter going down with about eight of the crew, including the stewardess and Captain John Smith, chief engineer of the Convoy. The body of Captain Williams has been recovered and his funeral has been held, but the body of Captain Smith has not been found, although nearly all the bodies of other members of the crew and the stewardess have been recovered. A reward of \$50 has been offered for the recovery of Captain Smith's body.

Report was made Tuesday in the United States court by Edwin Marmet and Charles W. Poysell, receivers of the Marmet Coal Company properties, that the proposed purchase of the properties by big financial interests had fallen through for the time being, although the promoters of the deal are supposed to be still at work interesting financiers in the proposition. The promoters, who are said to represent eastern syndicate interests, had agreed to purchase the property for \$1,500,000 and were asked by the court to pay down, as an instance of good faith, twenty-five per cent of the purchase price, or \$375,000, by May 15. On that date the promoters reported that they were unable to make certain arrangements in time, but that they would be willing to make the payment July 12. The payment was not in evidence Monday, the date mentioned, and Thomas Bruce of New York, who is representing the syndicate, announced to the receivers that he was unable to make the payment, but that it would be forthcoming at a later date. He said the financial condition in New York was such, owing to the European war, that the money could not be raised at this time. It is understood the creditors and receivers have agreed to offer the properties for sale September 21, bids to be called for, and the attorney for the receivers has applied for permission to advertise the entire properties for sale in bulk or in parcel.

Operators and wholesale coal dealers in the city are receiving specifications from Columbus, Ohio, for the purchase of 17,000 tons of West

Virginia coal for municipal use in the coming winter. Some of the dealers are placing bids, but they do not like the plan laid down for the award. The bid calls for delivery on the B. T. U. limit of 12,500, two cents per 100 units above that standard to be paid by the city, if the coal goes above that limit in the test, as a premium, and two cents per 100 units to be held as a penalty by the city for every 100 units the coal falls below that standard. Dealers do not fear the standard, but the effect on the bidding will be peculiar. No company will care to bid on a basis comparative with that standard, for most of the West Virginia coal eligible for the contract is 14,000 units and over, and but little of it falls below 13,500. If the company should bid to the value of the coal by the standard he will be high. If he bids at the standard and the calculation shows twenty to forty cents above the submitted price, there would likely be trouble. The operators say that in all probability the city is trusting the preparation of the specifications to university students who do not know the effect of their proposed plan. The bids come to West Virginia producers because of the condition in the Hocking valley, where some of the large mining interests have been abandoned for the present.

Denver Trade.

DENVER, July 15.—(*Special Correspondence*).—Dullness and summer inactivity is ruling the market here this week. The retail trade amounts to almost nothing. There will be a fair tonnage in all of the bituminous districts, but most of this can be credited to the filling of back orders. Storage orders continue to arrive, but only in moderate volume. It is hardly probable that future bookings will show much improvement until the latter half of the month is well begun.

Lignite mines in the northern district are practically at a standstill. Few are in operation this week, and those that are running at all report an exceedingly light output.

In the southern districts, Trinidad mines are running full time, but they were behind on storage and also on regular contract filling. Walsenburg district will record an output for the week under fifty per cent of normal.

Few mines are running in the Canon City district, but it is said that many which had been idle for several months are being put in shape for reopening this fall.

Routt county mines are all busy on storage orders and are still behind on June bookings. More than one-third of orders booked this week went to Routt county.

The slack situation is dull, with supply and demand pretty evenly balanced. Prices are unchanged.

Lignite prices f. o. b. mines are as follows: Denver delivery—Lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. Points outside of Denver—Lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

	Lump	Nut
Canon City District—		
For shipment May and June.....	\$2.50	\$2.00
For shipment July and August.....	2.75	2.25
Add 25 cents to above prices for washed nut.		
Walsenburg District—		
For shipment May and June.....	2.50	2.00
For shipment July and August.....	2.75	2.25
Washed nut 25 cents per ton additional.		
Chestnut, \$1.25 for entire season.		
Trinidad District—		
For shipment May and June.....	2.00	1.75
For shipment July and August.....	2.00	1.75
Routt County District—		
For shipment May and June.....	2.50	2.00
For shipment July and August.....	2.75	2.25
Western Slope District—		
For shipment May and June.....	2.25	....
For shipment July and August.....	2.50	....
From Baldwin, shipments for points east of Denver are 75 cents per ton less than Walsenburg prices.		

Want Rates Reduced.

DENVER, July 15.—(*Special Correspondence*).—A complaint signed by leading coal, lumber, brick, and other commodity dealers, has been filed with the state public utilities commission asking that the present freight switching charges of twenty and twenty-five cents a ton in Denver be reduced to around eight or ten cents a ton.

The complaint sets forth that Denver concerns are paying from two to five times as much for switching charges as are concerns in other Colorado towns. At points outside of Denver switching charges are usually \$1.50 to \$2 per car, while on the same class of freight Denver firms frequently pay \$10 per car.

The switching charges on coal in Denver amount to practically as much as the charge from the northern lignite district into Denver.

Omaha Trade.

OMAHA, NEB., July 14.—(*Special Correspondence*.)—Heavy rains continuing through this territory makes business of all kinds more or less sluggish and uncertain. Farmers are trying to get into the fields to try and harvest the wheat crop, but unable to make much headway on account of the soft condition of the soil. Dealers are holding off buying until the last minute in order to determine whether they will have any need of threshing coal.

The market on all kinds of coal is more or less weak. Quite a number of cars of soft coal are being refused by dealers on account of the inability to move the coal and the uncertainty as to the possibility of selling it for threshing purposes.

The following markets prevail:

Southern Kansas—		Mines.	Omaha.
Nut	.....	\$1.85	\$3.20
Slack	.....	1.35	2.70
Franklin County—			
Lump	.....	\$1.35@1.50	\$3.75@3.90
Egg	.....	1.35@1.50	3.75@3.90
Nut	.....	1.35@1.50	3.75@3.90
Williamson County—			
Lump	.....	1.25@1.35	3.65@3.75
Egg	.....	1.25@1.35	3.65@3.75
Rock Springs—			
Lump	.....	2.15	5.85
Nut	.....	1.60	5.35
Arkansas Anthracite—			
Lump	.....	3.40	6.51
Broken sizes	.....	3.65	6.40

Omaha News in Brief.

W. G. McQuire, sales manager, The Domhoff & Joyce Company, was calling on the trade this week.

A. N. Hanna, sales manager, McClemons Coal Company, Kansas City, Mo., spent a couple of days with friends in Omaha last week.

A number of the local coal men are going to attend the association meeting at Minneapolis and are looking forward to a good time.

President Banning of the Northwestern Coal Dealers' Association passed through Omaha last night on his way to the Minneapolis annual convention.

Death of Glenn D. Bennett.

In the death of Glenn D. Bennett of Omaha the coal trade loses one of its brightest and most energetic young men. Mr. Bennett passed away Tuesday of this week after an operation on Wednesday of last week for appendicitis.

Mr. Bennett was very young, taking into consideration the progress he had made in the business, being only twenty-four years of age. Upon leaving school, he started in with the Burlington railroad company, advancing rapidly. He left the railroad service two and a half years ago to become principal assistant to J. A. Rockwell, treasurer and sales manager, Sunderland Brothers Company, which position he held until the time of his death.

Toledo Market.

TOLEDO, OHIO, July 15.—(*Special Correspondence*.)—There has been no tangible change in market conditions here during the past week, but there is an intangible something which gives hope to the drooping spirits of local coal dealers. There does not seem to be any specially better demand, but the market has a better tone and there is a decided note of strength in prices, especially on domestic coal. Lake shipping continues as it has been and steam coal is not moving very well. It is the general belief that by the middle of August, or at the latest the first of September, stocking by dealers will have to begin, and this, it is expected, will give the much needed impetus.

There is no difference in smokeless conditions. There is a fair demand with small supply, and prices are, of course, firm.

Smokeless—		F. O. B.	F. O. B.
		Toledo	Mines
Lump and egg	.....	\$3.45	\$2.00
Mine run	.....	2.70	1.25

Hocking movement continues light and the supply does not seem to be unlimited. As a matter of fact jobbers here say there seems to be a decided tendency on the part of practically all operators to leave the coal in the ground rather than to flood the markets with a lot of coal which has to be sold at cut rates.

Hocking—		F. O. B.	F. O. B.
		Toledo	Mines
3-inch lump	.....	2.50	1.50
1½-inch lump	.....	2.40	1.40
¾-inch lump	.....	2.35	1.30

Egg	.....	2.25	1.25
Nut	.....	2.15	1.15
Mine run	.....	2.10	1.10

Massillon movement is light and no changes in prices are noted.

Massillon—		F. O. B.	F. O. B.
		Toledo	Mines
Lump	.....	\$3.25	\$2.50
Washed nut	.....	3.25	2.50

Pomeroy remains as for some time past, light as to demand and fairly firm as to price.

Pomeroy—		F. O. B.	F. O. B.
		Toledo	Mines
Domestic	.....	\$2.60	\$1.60
Egg and nut	.....	2.35	1.35

Kentucky coal has enjoyed a fair demand, but better conditions are anticipated within a few weeks, when dealers will begin putting in their winter supplies. Prices are stronger.

Kentucky—		F. O. B.	F. O. B.
		Toledo	Mines
4-inch lump	.....	\$2.90	\$1.65
Egg	.....	2.50	1.25
Nut, pea and slack	.....	open	open

West Virginia coal, while not active enough to brag about, is enjoying a fairly steady demand and prices appear pretty firm.

Kanawha Gas—		F. O. B.	F. O. B.
		Toledo	Mines
¾-inch lump	.....	2.30	1.05
Mine run	.....	2.20	.95
Fairmont—			
1½-inch lump	.....	2.30	1.05
¾-inch lump	.....	2.10	.95
Mine run	.....	2.20	.85

Kanawha Splint—		F. O. B.	F. O. B.
		Toledo	Mines
4-inch lump	.....	\$2.75	\$1.50
2-inch lump	.....	2.65	1.40
¾-inch lump	.....	2.40	1.15
Mine run	.....	2.25	1.00

Pittsburgh No. 8 coals continue to have a featureless market and prices are not strong.

Pittsburgh No. 8—		F. O. B.	F. O. B.
		Toledo	Mines
1½-inch lump	.....	2.40	1.40
¾-inch lump	.....	2.20	1.20
Mine run	.....	2.10	1.10

The Cambridge market is fairly firm as conditions go right at this season. Prices are reasonably steady.

Cambridge—		F. O. B.	F. O. B.
		Toledo	Mines
Mine run	.....	\$2.10	\$1.10
¾-inch lump	.....	2.20	1.20
1½-inch lump	.....	2.40	1.40

Youghiogheny coal is slow as to demand and prices remain at about the former levels.

Youghiogheny—		F. O. B.	F. O. B.
		Toledo	Mines
Mine run	.....	2.45	1.20
¾-inch steam lump	.....	2.55	1.30
Blossburg Smithing—			
Prepared size	.....	3.20	1.75
Lilly smithing, prepared size	.....	3.20	1.75

Cannel seems to be enjoying some slight revival and prices are holding pretty close to the list.

Cannel—		F. O. B.	F. O. B.
		Toledo	Mines
Kentucky Cannel lump	.....	\$4.60	\$2.75
Pennsylvania Cannel, egg	.....	3.60	2.15
Pennsylvania Cannel, lump	.....	4.20	2.75
Ohio Cannel	.....	3.85	3.00

Toledo News in Brief.

The Toledo and Detroit coal dealers have determined to repeat the successful social event of last year and are now preparing for another picnic to be held early in August. There will be a meeting of the Toledo committee with a committee from Detroit in this city Friday evening to perfect the arrangements.

I. W. Copelin, a retired coal dealer, well known to the trade throughout this section, and an inveterate traveler, has brought suit in the federal court against the Pennsylvania railroad for an injury to his leg which occurred some years ago. Mr. Copelin occupied a Pullman sleeper on a Pennsylvania train which is alleged to have had a collision at Woodville, just outside of Toledo. Mr. Copelin's leg was injured permanently, as set forth in his petition, and he asks for damages to the amount of \$10,000.

Louisville Market.

LOUISVILLE, KY., July 14.—(*Special Correspondence*.)—Practically the only influences to be noticed in this section which can possibly make for immediate betterment of market conditions are the incipient labor troubles in the Straight Creek field and the arrival of dry weather, which will make possible the harvesting of the wheat. As yet, there is very little laying in of domestic coal by the country people, owing to the long period of rainy days, but some demand from this trade is expected within the next ten days to make itself manifest. Meanwhile, consumers in the large cities are slightly increasing their calls on retailers, though the latter are as yet by no means busy.

In the Straight Creek field, 800 miners are reported to be on strike because of the refusal of the Continental Coal Corporation to reinstate the former wage scale, which was reduced approximately ten per cent several months ago, the men voluntarily agreeing to this reduction. Together with this labor trouble, several changes are announced in the management of the company and its properties, Mr. M. S. Barker, formerly president of the Straight Creek Coal & Coke Company, becoming vice-president and general manager in place of White L. Moss, resigned. Operators consider it unlikely that the labor trouble at Straight Creek will involve other mines, in view of the very curtailed run this section has enjoyed for several months past, but are inclined to look for serious labor troubles as soon as business conditions become active again.

Considerable damage has been done by the hard and continuous rains in the mountain section of eastern Kentucky during the past several weeks. A slide in the mountain side at Gaston several days ago resulted in blocking the main line of the Louisville & Nashville out of Clover Fork and shutting off all shipments from six or seven mines for several days. These unfavorable weather conditions have also retarded work on the several railroad extensions which are being made in Harlan county, and comparatively little progress has been made as yet on this construction work.

There is little change in prices on coal from either end of the state. With the exception of one or two mining fields, prices are fairly well maintained by operators on domestic sizes, though this policy is resulting in curtailing output to about two or three days per week. Prices on high-grade block coal range all the way from \$1.35 to \$1.90 per ton, but the best grades of Jellico and Straight Creek block are being held at \$1.65 per ton and upwards. High-grade nut and slack is bringing from fifty to sixty cents f. o. b. mines, with second quality selling around twenty-five to forty cents per ton. In western Kentucky there has been an acute shortage of pea and slack screenings, and shippers with large contracts for this grade of coal have been compelled to apply considerable tonnage of eastern Kentucky nut and slack at a heavy loss.

Indianapolis Trade.

INDIANAPOLIS, IND., July 15.—(*Special Correspondence*.)—The demand for steam coal is picking up gradually in Indiana. Operators say they notice a slight improvement. It is not sufficient to cause an advance in prices, but it creates a more optimistic feeling than has existed for several months. There are indications that the steel industries of the state will be under way soon at capacity. The big industries at Gary are opening up, which will be a boon to Indiana coal producers.

Operators say that their contract consumers are beginning to take a little more coal, so that the situation is more hopeful than it has been for some time. There has been an increase lately in the demand for domestic lump, owing to the wheat threshing season. The school boards in many cities and towns are showing a disposition to buy their coal earlier than usual and there is considerable movement of domestic on that account. Domestic lump, best grades, is selling at \$1.40 to \$1.50 f. o. b. mines.

Screenings are in strong demand. Best No. 4 screenings are selling at eighty to ninety cents a ton at the mines. There is not much egg coal on the market. It is selling at \$1.40 to \$1.50 f. o. b. mines for No. 4. While the demand for steam coal and domestic is picking up a little, operators agree that the production for 1915 will be shorter than it has been for many years. Many mines are idle; in fact, there has been less work in the coal field than there has been for several years.

The following prices are being quoted by the Indiana wholesalers:

Indiana		F. O. B.	F. O. B.
		Mines	Indianapolis
No. 4 mine run	.....	\$1.10@1.20	\$1.60@1.80
Nos. 5 and 6 mine run	.....	1.00@1.10	1.50@1.60
No. 1½-inch steam lump	.....	1.30@1.40	1.80@1.90
Nos. 5 and 6 1½ steam lump	.....	1.20@1.30	1.70@1.80
No. 4 egg	.....	1.40@1.50	1.90@2.00
No. 4 nut	.....	1.30@1.40	1.80@1.90
No. 5 egg	.....	1.25@1.35	1.75@1.85
No. 4 screenings	.....	.80@.90	1.30@1.40
Nos. 5 and 6 screenings	.....	.75@.80	1.25@1.30
Domestic lump	.....	1.40@1.50	1.90@2.00
No. 1 washed coal	.....	1.75	2.25
No. 2 washed coal	.....	1.65	2.15
Brazil block domestic	.....	2.00@2.10	2.50@2.60
Southern Indiana Field—			
No. 5 mine run	.....	1.00@1.05	
Domestic	.....	1.40@1.50	

New York Trade.

Anthracite Trade Marking Time—Bituminous Improvement Proves Slow.

Office of THE BLACK DIAMOND,
NEW YORK, July 15.

The anthracite trade is now passing through one of the duldest periods of the year. There has been no snap to business since the Fourth of July holiday, and production is even more radically cut at the present time than was the case during June, when production fell 814,084 tons as compared with June, 1914. Shipments for this June were 5,316,102 tons, as compared with 6,130,186 tons for June, 1914. Shipments for the first half year of 1915 show a loss of 1,350,485 tons, as compared with shipments for the same period of 1914. Restriction is not being carried on alone by the large companies, but individuals, from the largest of the smallest being forced by the absolute lack of demand for coal in certain quarters, are also restricting production to the actual requirements of their contracts.

The situation in New York harbor at the moment is rather depressing for those who have overshipped. And there have been quite a few of these. A great many boats are loaded with coal, and some of these are so near the demurrage state that shippers are making every effort to secure purchasers. And to attract purchasers in the market when no actual spot demand exists, means to sacrifice prices.

While at the moment the supply of domestic coal at New York harbor cannot be considered large in normal times, it is entirely too large for present requirements, and some radical concessions are being made on some of the long domestic sizes.

At the moment the most active size is stove, less inquiry being shown for egg, while chestnut is very stagnant. It is generally reputed that most of the companies are putting a lot of chestnut into stock, while a considerable tonnage is going west, where it meets with greater favor than in the east.

New England reports less inquiry for anthracite. Line trade in New England has not been so bad, and it is still taking considerable coal, though it is not showing the life that existed even during June. Receipts of anthracite by water in Boston for June showed a falling off of about 35,000 tons. For six months Boston anthracite receipts by rail and water showed a decrease of 120,115 tons. Shipments to the provinces is no longer pressing.

Some of the large steam coal users in New York city are studying the steam size situation very closely just now. With the short time mining the supply of the choice grades of the Wyoming steam coals are not so plentiful at the upper ports in New York, and consequently some of the large distributors of these coals are not too plentifully supplied. At the upper ports No. 1 buckwheat is more plentiful, with a growing scarcity developing for choice grades of No. 2. No. 3 is very scarce at the upper ports, most of this size being shipped on contract, and very little offering for spot sale. At the lower ports conditions are quite the reverse, and there are a great many loaded boats containing all sizes. Most of the producers of pea, who have no all-rail outlet for it, are trying to put surplus in stock, as there is absolutely no demand for it at tide at the moment. One hears of concessions on cargoes of coal running as high as fifty cents a ton. Some spot prices heard on steam coals at the lower ports would range from \$1.45 up on No. 3; \$1.80 on rice and \$2.00 up on buckwheat.

The Bituminous Situation.

The improvement in the bituminous trade talked of in some quarters, is largely one of sentiment and not of actual orders for new business. The most favorable thing that is discussed now in the bituminous trade is the rather better movement of coal upon contracts, some large consumers taking larger quantities than heretofore, which is enabling certain producers to keep their operations going on fairly good time. The operator that is feeling the dull times most forcibly at the moment, is the one who has very little coal under contract, and who has to depend upon spot orders to keep up his organization. The local trade is still suffering from the holiday effects, a great deal of coal having accumulated around New York ports prior to the holidays, which is as yet unsold. This makes the spot situation very bad, a great many loaded cargoes be-

ing urged from day to day for sale with buyers very reluctant.

The one bright spot in the bituminous situation is the export trade. More than a million tons were shipped over the three leading Atlantic ports during the month of June, whereas coal running from fifteen to twenty percent of this tonnage, was taken for bunkers for steamers taking export cargoes. It is rather interesting to note that at Hampton Roads approximately 1,400,000 tons of coal were dumped in June, of which 604,000 tons went into straight export cargoes. Dumping for exports for the first ten days of the month were not in as heavy volume as for the same period in June, but as charterings for the past two weeks have been very heavy, it is expected that dumping for the remainder of the month will show up in good volume.

The slack situation is very quiet. In the Fairmont region slack has been offered as low as forty cents, with forty-five to fifty cents a ton f. o. b. at the mines being about the prevailing quotation. In the Reynoldsville section of Pennsylvania, there is a good demand for slack, but due to the absence of orders for lump coal, mines are turning out slack very freely, and many would be purchasers of slack are compelled to take run-of-mine coal.

At the New York harbor ports there is an oversupply of practically all grades of Pennsylvania and West Virginia coals that ordinarily come to this market. Pennsylvania coals can be obtained at about \$2.50 and up at the piers for ordinary grades, with medium grades at \$2.60, and fair grades at \$2.65 to \$2.75. The inferior West Virginia coals can be obtained in some instances as low as \$2.30.

The Vessel Situation.

The coastwise vessel market is quoted as being firm. Rates are not advanced, seventy-five to eighty cents being about the prevailing rates from Hampton Roads to Boston and like rates obtaining to Sound and further ports. The rates show a tendency to advance, and a slight increase in the demand for coal from New England will no doubt see an advance.

Off shore rates, especially to the Mediterranean, are some easier. It is stated in some quarters that a considerable number of tramp steamers are on their way to America to secure cargoes, and that the trans-Atlantic rates may be further reduced.

Current rates for freight are as follows:

From Hampton Roads to Boston, seventy-five to eighty-five cents; to the Sound, seventy to eighty cents.

From New York rates to New Haven are thirty cents. New London, forty cents, and Providence and New Bedford, fifty cents; to Boston, fifty-five to seventy cents; Portsmouth and Portland, fifty-five to seventy cents; to Bangor, seventy cents. Harbor rates are from eighteen to twenty cents.

Prices on gross tons of bituminous coal are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.85	\$1.25
Medium grades	2.60	1.05
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein	3.00	1.40
Cheaper grades	2.60	1.05
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.50	.95
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.50	.90
Maryland—		
Georges Creek big vein	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.75
Best gas, ¾-inch lump	2.65	1.10
Best grade, run of mine	2.65	.90
Glas slack .....		.45@.70

New York Trade Briefs.

R. H. Burrows of the New York & Philadelphia Coal & Coke Company, Produce Exchange building, has returned from a short vacation.

E. J. Skeele, president of the Skeele Coal Company, No. 90 West Street, has returned from an extensive western trip.

Deitrich Denker of the well-known New York retail firm, Meyer-Denker-Sinram Company, left last week to visit the Panama-Pacific Exposition at San Francisco.

C. H. Smith, consulting engineer of the Clinchfield Coal Corporation, returned to his New York office this week, after a week's visit to the operations in Virginia.

Olin J. Stephens of Olin J. Stephens, Inc., one of New York's best known retail dealers left about two weeks ago to spend a couple of months at his summer home on Lake George.

S. D. Fobes, sales manager of the New England Coal & Coke Company of Boston, was in New

York on Monday en route home after a visit to the central Pennsylvania bituminous fields.

J. S. W. Holton, of the Sterling Coal Company, Philadelphia, spent the week end with Colonel R. B. Baker of the same company, at his home at Greenwich, Conn., and several interesting rounds of golf at the Greenwich country club was the result.

C. E. Bockus, president of the Clinchfield Coal Corporation, sailed on last Saturday for London. Mr. Bockus is combining a vacation trip with business. He will consult with manager C. M. Barnett of the London office, on the European situation. It will be recalled that Mr. Barnett went abroad early in the year to open up a European agency for the Clinchfield, and it is understood that he has been making good roadway.

Recent incorporations under the New York state laws of retail coal companies, are the following: Valatie Coal & Lumber Corporation, Valatie, N. Y., with capital stock of \$15,000. Incorporators are, W. L. Tucker, 135 Broadway, New York; W. B. Hutchinson and M. D. O'Donnell. The Sprague & Doughty Company, Inwood, N. Y., with a capital stock of \$20,000. The incorporators are: M. P. Doughty, S. Sprague and Wilbur Doughty.

A well-known coal man who has followed very closely the work of digging the Cape Cod canal, tells THE BLACK DIAMOND that approximately 175,000 tons of coal were used by the dredges in digging this waterway. The Cape Cod canal is now dug to about an average depth of twenty-five feet, and it will shortly be available for use by practically all of the coastwise going steamers, except perhaps the very large coal carrying vessels that are now used in the Hampton Roads and Boston trade.

Every Italian steamship sailing from New York appears to be loaded to its passenger capacity with Italians returning to their country to take up arms in its defense. This bears out the story that comes from the various mining regions that many Italians are leaving to enlist in the present war. Recently one train containing 750 Italian recruits left Scranton, and another train leaving that city shortly after, brought 500. Special trains are leaving this region with such frequency that some of the operators feel that the most pronounced shortage of labor will result in the next few months.

Announcement comes from Clearfield, Pa., that on the 9th inst., about thirty-five central Pennsylvania operators met in that city to discuss the new Compensation Act, and to organize in some way to take care of it when it becomes effective on January 1, next. B. M. Clark of Punxsutawney, said there were several ways for the operators to meet the new burden that this act will place upon them. They were, that the operators could go it alone, combine and pool issues so that the insurance that they paid in would take care of it, or that the larger operators could combine and carry their own insurance, leaving the smaller ones to do as they please. Several other points in the law were brought out, but nothing definite was decided on at this meeting. The operators will hold meetings each month to discuss the law, and see if they cannot come to some conclusions that will give the operators material aid in complying with the provisions of the Compensation Act.

Marine engineers are said to be watching with interest the trip of the tug Wyoming, belonging to the Lehigh Valley Railroad Company's coal barge towing fleet, used in towing coal between New York and New England points, which tug has recently been equipped with superheaters. It is said that the Wyoming is the first ocean-going tug on this side of the Atlantic to be equipped with superheaters, and that marine engineers are making a careful study of this device. The superheater is expected to prove a big coal saver. It is said that the Wyoming burns twenty tons of coal every twenty-four hours, and that working 300 days out of a year, 6,000 tons of coal are used annually. If these superheaters do what is promised for them this amount of coal will be reduced from ten to twenty-five per cent, while the saving in dollars and cents has been estimated at in the neighborhood of \$23,000 a year. Furthermore, it is said, that in addition to the saving in fuel, that the superheater will increase the output of power from ten to twenty-five per cent.

The gross earnings of the Edison Company of Boston for the fiscal year ended June 30 were \$7,429,124, or \$420,836 more than those for the previous year.

Philadelphia Trade.

A Heavier Business Is Being Done Over The Piers and Prices Are Firm.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, July 15.

The pier situation here was the leading topic of interest in this trade during the past week. Following the "clean up" after the Fourth of July the shipment to tidewater was lower than for months, so that this week an increase in activity was the logical result. While there was a little spurt upward of a nickel to a dime a ton on some of the grades, there the price has rested and at this writing there is plenty of coal to meet requirements. It would appear that there is little chance of this betterment holding, for throughout the trade there is plenty of information as to coal moving to Port Richmond and Greenwich that will place the condition just where it was the last week in June.

Tonnage, generally, has been a little better than in the last couple of months. There has been a disposition on the part of certain of the contract takers to order a higher percentage of the amount of coal that they had bargained for. Spot business, also, has shown a little better tone. One thing that has been reported that has shown a forecast of later business is the fact that several contracts that have been "holding fire" for three or four months have been signed up in the past ten days.

Reports from the Central Pennsylvania bituminous mines has not been cheerful to the operators. Too many men are leaving their jobs. Some of this has been foreign labor that is heading homeward, but the other feature is the most alarming. These are men that have been long settled in the region and who are leaving because they can only get two and three days' work a week.

Prices have shown little change and are about on the same basis as has been quoted for the past month.

The Anthracite Situation.

Only one of the big operators is working full time and holds out hope of continuing for another week. Even the independents have chopped down on working time to the minimum. Shipments to the lakes are going forward in a fair volume, though some of the hard coal people given to statistics say that this is way below that of last year.

Locally, the retail people are giving their time principally to repair work about their plants and to cleaning up in preparation to the fall trade. Summer dullness in the fullest of meaning of the term has hit hard and deliveries are few. What little activity there is has been accorded to egg and stove sizes, while pea and chestnut are practically neglected; in fact, prices on all sizes are "soft" and concessions are being made to move tonnage.

Philadelphia Trade Briefs.

B. R. Lloyd of the Oak Ridge Coal Company visited with the trade during the mid-week.

W. E. Macurda of the Warfield & Proctor Coal Company of Boston was a recent visitor to this city's trade.

C. P. Burtner of Altoona, Pa., has opened an office for his company on the tenth floor of the new Finance building.

John I. Martin, New York sales agent for Hetherington & Co., spent three days of the week on a visit to headquarters.

F. B. Cortright and R. Cornog of Cortright were away this week, "F. B." being in New York and Cornog in New Jersey.

W. K. Kuntz, president of the Operators' Coal Mining Company of Johnstown, Pa., was noted among the visitors of the week.

G. P. Bassett of Pittsburgh, a western Pennsylvania operator, was renewing his acquaintance with trade friends early in the week.

Arthur Kuppinger, sales agent for the Valley Smokeless Coal Company, is away on a trip to Buffalo, Erie and way points this week.

H. C. Barr, general sales agent of the J. S. Wentz Company, spent Sunday at the seashore on his return from a trip through the New England states.

John Edmonds, general manager for the Maderia Hill Company, is touring the west with his

family and will visit the Frisco fair before returning home.

Charles K. Scull's genial smile was missing from his usual business haunts this week. He was attending the annual pow wow of the Ko-koals in Chicago.

Lucien Hill, eastern sales agent for the Merchants Coal Company, with headquarters in New York, was a visitor at the local offices of the company this week.

W. F. Coale of Cumberland, Md., passed through this city on Saturday last while en route to Atlantic City. "Bill's" new bonnet was the envy of some of his friends.

V. E. Goeke, general manager of the Francois Coal and Coke Company, with headquarters in Clarksburg, W. Va., spent a day in this city while on a trip to seaboard points this week.

The fiscal year of the Philadelphia custom house closes on June 30 and the yearly export of coal for that of 1915 shows a decrease from 1914. This year's tonnage value was \$2,133,081, as compared with \$2,189,236 in 1914.

R. R. Ruetlinger and L. G. McCrum of the W. H. Bradford Company were in Washington this week going over the details of the supply of coal for the Federal Hospital for the Insane, which has been awarded to them.

A number of the southeastern Pennsylvania coal men who are interested in the lumber business are attending the state convention of the latter trade, which is held this year at Delaware Water Gap. Of those noted in passing through this city were C. Frank Williamson of Media and Henry Palmer of Langhorne.

The Quemahoning Coal Company suffered quite a mishap last Thursday when the barge Mazie kicked up her heels at League Island, rolled over on her side and slid about 300 tons of perfectly good coal into the harbor. The barge had unloaded about 100 tons when the load shifted and a sunken log that poked a hole in her bow finished the thing. Some of the coal has been recovered by suction pipes of the Government dredges.

The new Chamber of Commerce is putting forth valiant strides to interest the coal men, both wholesale and retail, in making an organization among the fuel dealers of sufficient strength to accomplish something for their own protection, good and benefit. For many years it has been felt that were the wholesalers and retailers to put their shoulders to the wheel a lot of the criticism that the dealers are subjected to could be obviated. About fifty have joined the rejuvenated Chamber of Commerce. Tuesday there was a call for a meeting and six persons responded. These, however, made a start in the right direction. A committee was named to select representation on the council of the chamber, those named being Sam Van Dusen, Frank Mathers, F. B. Cortright, Mr. Davis of the Lehigh Coal & Navigation Company, and Louis Rafetto.

Anthracite Tax Figures.

PHILADELPHIA, July 14.—Printed forms for use in reporting the production of coal in the anthracite regions, which will come under the tax imposed by the legislature under the new tax law of 1915, are being received by the various operating companies of the state. The blanks provide for a monthly report to be made on the 15th and demand is made for the tonnage mined, tonnage prepared for the markets and tonnage used in preparing coal for the market. The old tax law provided for an annual report. Failure to comply with the law means an infliction of a ten per cent penalty.

New England Trade

BOSTON, July 15.—(*Special Correspondence.*)—The general coal situation in New England seems to have slowed up somewhat during the past week. Business is by no means dull, but new bookings by a number of firms have shown quite a shrinkage. July is usually a quiet month here, but this year it started off fairly active and the only reason dealers can advance for the present condition is the almost continuous rainy weather. It is generally believed that with seasonable weather there will be a revival of buying.

The falling off in business is more noticeable in anthracite than in bituminous. Yet some wholesale anthracite houses claim their trade has held up well to all-rail points and is perhaps a shade better on the cargo end. It is a fact, nevertheless, that anthracite has been offered here at concessions in order to clean up cargoes

and prevent embargoes. The usual asking price for stove and egg at Mystic Wharf is \$6.10 per ton and for nut \$6.35, but some of each grade has been sold at concessions of five to ten cents. It is very doubtful, however, if any concession could be obtained on large amounts. At Portsmouth prices have ruled ten cents per ton more than at Mystic Wharf, and at Providence ten cents a ton less. Alongside Boston Harbor prices are unchanged.

The demand during the past week has run largely to stove and nut. Egg is not as active as it has been recently, but the supply is not large, so there is little likelihood of the market weakening noticeably. Pea is moving slowly, and buckwheats are almost lifeless, the latter still being quoted on a basis of \$1.80 per ton for No. 3, f. o. b. New York. St. John, Halifax and other points in the Provinces are placing more and more orders here for anthracite each week, but undoubtedly would do more if freight rates were cheaper.

Southern contract bituminous is arriving more freely, but local firms in a great many instances report a slight falling off in new business. There are, however, quite a number of consumers who have not covered and some of them are important factors in the market, concerns like the Narragansett Electric Light Company. Shippers say there is plenty of New River and Pocahontas at Hampton Roads ports, notwithstanding the recent activity in the off-shore business, and that shippers are doing more or less price-cutting in order to get business. On the other hand, all-rail Pennsylvania bituminous is in better demand. Prices for this coal are generally quoted from ninety cents to \$1.50 per ton on cars at the mines, but undoubtedly have been bought recently at concessions. Off-shore business in Pennsylvania is light. The spot market for New River, Pocahontas and Georges Creek at Mystic Wharf is practically dead. We hear of no sales being made at that point during the past week.

The southern marine freight rate market is more active, but not enough so to warrant an advance in rates. The general asking price for space between Hampton Roads ports and Boston is seventy-five to eighty cents per ton, and from Baltimore seven to ten cents a ton more. The anthracite rate market is strong and unchanged on a basis of fifty to fifty-five cents per ton from New York to Boston. Anthracite rates from New York to the Provinces usually range from \$1 to \$1.50 per ton, and in a few instances even more has been paid by shippers.

Boston Trade Notes.

L. C. Pratt, formerly with the Providence Coal Company, is now with the E. B. Townsend Coal Company.

George McConnell has succeeded William J. Osgood as traveling salesman for Dickson, Eddy's Boston office.

Joseph Richardson, formerly with the E. B. Townsend Coal Company, has become associated with Percy Heilner & Sons, Inc.

Patrick J. Leonard, a coal dealer of Chelsea, was recently fined \$20 for assault on a Mr. and Mrs. Lenney. He appealed and was held under \$200 bonds for the Superior Court.

The June receipts of anthracite at Boston amounted to 147,943 tons, bringing the total receipts for the first three months of the coal year up to 458,768, or 114,772 tons less than for the same period last year. The total receipts of bituminous for the first three months of the coal year were 1,253,167 tons, or 69,069 less than those for the same time in 1914. Following are the receipts of anthracite and bituminous for June, and for the six months ended June 30, together with comparisons:

ANTHRACITE.				
	June—	1915	1914	Decrease
By sea, domestic.....	134,485	169,536	35,101	
By sea, foreign.....	.....	.....	.....	.....
By rail	13,458	13,678	220	
Total	147,943	183,264	35,321	
Jan. 1 to June 30—				
By sea, domestic.....	709,937	842,088	132,151	
By sea, foreign.....	.....	.....	.....	.....
By rail	89,900	77,864	*12,036	
Total	799,839	919,952	120,115	
BITUMINOUS.				
	June—	1915	1914	Decrease
By sea, domestic.....	360,694	396,646	35,952	
By sea, foreign	19,538	.....	*19,538	
By rail	5,531	2,001	*3,530	
Total	385,763	398,647	12,884	
Jan. 1 to June 30—				
By sea, domestic.....	2,420,057	2,491,734	71,677	
By sea, foreign.....	237,069	90,812	*146,257	
By rail	35,564	32,393	*3,171	
Total	2,692,690	2,614,939	*77,751	

Buffalo Trade.

BUFFALO, N. Y., July 15.—The shipments of anthracite by lake have begun to drop off considerably and there is not the demand of earlier in the season. This is no doubt but a temporary quiet, for everybody is likely to want coal at the other end of the lakes this fall, in view of the labor adjustment necessary between operators and miners next spring. The effort of shippers will be to get as much coal forward as possible before the end of the season, so that any quiet period this summer is expected to be brief.

For the past week the lake shipments were 114,787 tons, which went to only four ports, as follows: Duluth-Superior, 68,587; Chicago, 24,800; Milwaukee, 13,500; Sheboygan, 7,900. The smaller ports are not taking much coal at present and some of them are said to be already fairly well supplied.

The demand for anthracite from dealers is on a small scale, though some of the independent companies are reporting a little better business than they had a few weeks ago. But a large number of dealers have all the coal they need for a long time to come and consumers are not taking supplies to any extent. The report of poor collections is general and until dealers see the money they are not inclined to put out much coal.

Bituminous trade is showing a light improvement, though the volume of business is much below normal. Optimistic reports are being received from the steel trade, and plants are now running close to capacity, largely on account of the filling of war orders. Some concerns are being operated night and day. On the other hand many others are doing little or nothing, and the domestic manufacturing trade shows little improvement. There are more optimists than a short while ago and most everybody looks for a good improvement this fall, but few are predicting any change for the better before that time.

Coal prices are much depressed, with the principal weakness in slack, which is selling at 20c or so below what it has in some previous years at this season. The supply of slack is apparently abundant, while there is not much being called for. Lack of the ordinary demand from Canadian factories and other plants is largely responsible for the weakness of slack. Contract prices are considerably better than those for spot delivery, but nevertheless are not what they ought to be at this time.

Buffalo Trade Briefs.

W. C. Blodgett, sales agent of Dickson & Eddy, has returned from a business trip to Chicago.

F. K. Robinson of the Black Diamond Coal Co., Toronto, was a visitor here this week while on a brief vacation.

W. F. McClurg, president of the McClurg-Helsdon Coal Co., is taking a week's trip through the east on business.

H. L. Findlay, general sales manager of the Youghioghny & Ohio Coal Co., visited the local office of the company a few days ago.

Coal operators noting the Supreme Court decision regarding compulsory furnishing of cars to mines as needed, say that cars have been in ample supply in Pennsylvania bituminous regions all this year.

George D. Rowland of the Richland Coal Co., Wheeling, W. Va., and J. M. Gates, representing J. Tatnall Lea, Philadelphia, were among callers upon the bituminous coal trade during the past week.

The war orders of a number of local plants are keeping them unusually busy at this time. The Pierce-Arrow Motor Car Co. is well filled up with orders and is running a large force. The Lackawanna Steel Co. is said to have over 5,000 men now employed. The Curtiss Aeroplane Co. is keeping its local plant operating actively and foreign orders for machines are said to be numerous.

The Lehigh Valley dock is making good progress with its work of shifting the old wooden trestle over to a steel car dump, which is to handle box cars rapidly in future. The lake shipments were shut down for some time last week to give way to this new work, but it was found that the contractors were not ready to take it up yet. The dump is expected to be ready in September.

The annual coal men's outing, known as the Roberts Bros.' picnic, will be held next Saturday. This notable event in coal circles has been given for over twenty years and those who play the hosts on the occasion are Eugene C. and William T. Roberts of the Buffalo trade, and Clark T. Roberts of Chicago. Several hundred invitations have been sent out to coal and railroad men

around the country, who are associated through personal and business ties with the Roberts Bros., and from present indications the attendance will be at least 225. There has been talk that this will be the last annual picnic and excursion, and if this turns out to be true it will be a disappointment to many coal men.

Baltimore Trade.

BALTIMORE, July 15.—(Special Correspondence.)—While trade continues flat, with the exception of war order business and a heavy export coal movement, there are many evidences that there is a strong underlying feeling of confidence in the future. This is shown especially by the fact that many new coal concerns are forming from time to time, and that old operations are being planned for extension. In West Virginia, where prices for coal at present are frequently below actual production cost, arrangements are being pushed to increase the output of many properties with the return of prosperity to the trade.

The export trade through this port has fallen off somewhat. As against some previous weeks of shipment of from 70,000 to 80,000 tons, the movement to vessel-holds here last week ran less than 57,000 tons. If maintained, this would mean a total month's loading of not much more than 100,000 tons, as against more than 300,000 for June and about 200,000 for May.

The price of fuel to the trade at the mines continues low and steady. Much cheap coal is offering by mines that are now well enough covered by contract to take care of their production. There is no heavy demand, even at the low price schedule that exists at present.

Prices to the trade at the mines may be quoted as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.80 @ .85	\$2.23 @ 2.28
Run of mine .....	.70 @ .80	2.13 @ 2.23
Slack .....	.45 @ .50	1.88 @ 1.93
Somerset—		
Best	1.25	2.43
Good	1.10	2.28
W. M. R. R.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
B. & O.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
P. R. R.—		
Best South Fork	1.35	2.53
Miller Vein	1.10	2.78
Ordinary .....	.90	2.08

The hard coal men are marking time. As an evidence of slowness of collections for some time past, not a few of the coal dealers here report settlement of accounts only before the placing of orders for next season. This has been one factor in the short ordering for household use the past spring. That the hard coal dealers will be very busy in September and October in household supply seems assured by the fact that a much larger proportion of cellars are empty than is usually the case in July. The steam coal call is light along with demand for all classes of industrial fuels.

As indicating a faith in the future, some time ago it was mentioned that not only was the Consolidation Coal Company carrying out additional development along both the B. & O. and Western Maryland railroad connections, but that the Davis Coal & Coke Company was working out new development plans. Some quite recent developments to be mentioned are the formation of the Williams-Pocahontas Coal Company of West Virginia, with a capital of \$50,000; the incorporation of the May Dag Coal Company of Grafton, W. Va., with \$25,000 capital; the incorporation of the Holly-Elk Coal Company of West Virginia, with a capital of \$100,000, Colonel John T. McGraw being prominently identified with this move; and the formation of a concern to be known as the Coal River Colliery Company, with a capital stock of \$50,000. A Virginia incorporation recently reported here was the Wallin Coal Corporation of Pulaski, Va., with \$10,000 capital. The Mullens Smokeless Coal Company last week made its first shipment from its new operations near Mullens, W. Va.

Fourteen charters for foreign loading were recorded here last week. The range covered both South and Central America and Europe. The Italian demand was not as heavy as in the past, but France was noted as quite a heavy taker of this arrangement for fuel.

William H. Gorman, for many years a figure in the coal trade of Maryland, died the past week as the result of a stroke of paralysis. Mr. Gorman, who was a brother of the late Senator A. P. Gorman, was seventy-one years of age. He was president of the Cumberland Coal Company, which he organized in 1885; of the Gorman Coal & Coke Co. of West Virginia, and of the Piedmont Mining Company.

Birmingham Trade.

BIRMINGHAM, ALA., July 15.—(Special Correspondence.)—In some coals there is a feeling of better conditions. At some places the trade is better, while at others it is still depressing. The Tennessee Company gave work to nearly 1,400 men six days last week, working both day and night, and five days the week before. The output at this place is about normal.

More steam and coking coal is being gotten out now than for some time, but most of this noted improvement is with iron-making companies which mine their own coal.

Such good showings do not exist with commercial companies which mine steam and coking coal. Large contracts have been placed within the past thirty days, but little is entirely new business. In most cases prices were very close and the margin of profit is very small. Some of this shifting of contracts is caused by both price and difference of coal. In some cases prices were lowered; in others a little higher than those of last year.

The Sloss-Sheffield Company got the contract for nearly 200,000 tons of steam coal from New Orleans Street Railway, Light & Power Company the past week.

The domestic coal situation has not shown any improvement. Blacksmith coal is still doing a fairly good share of business.

Prices quoted, but varied some:

	F. O. B. Mine	F. O. B. Birmingham
Bibb County Domestic Coal—		
Cahaba fancy lump	\$2.35	\$2.65
Cahaba No. 2	2.10	2.40
Jefferson County—		
Pratt fancy steam lump	1.70	2.10
(Furnished by T. C. I.)		
Pratt mine run .....	.90 @ 1.15	Frt. rate 30c
Jefferson seam, steam coal	1.15 @ 1.25	Frt. rate 30c
Black creek steam	1.25 @ 1.55	
Walker County—		
Horse Creek steam mine run .....	.90 @ 1.10	Frt. rate 40c
Carbon Hill lump domestic	1.60 @ 2.00	
Most all coals based on this classification.		
No stable prices, but these serve as basis from which prices vary either up or down.		
Blacksmith calo, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.		

Birmingham News.

Monro B. Lanier, manager of sales, Monro-Warrior Coal & Coke Company, Birmingham, Ala., spent several days in Louisville, being confined to his room at the Seelbach hotel, owing to indisposition.

Work has begun at the plants of the Woodward Iron Company on the erection of a benzol plant. This will be the third plant of its kind in the Birmingham district. The plant, when completed early in September, will have a daily capacity of 3,000 gallons. The work was started a few days ago without formal announcement from officials of the company. The plant will be adjoining the by-product plant. The benzol plant of the Thomas A. Edison Company is in operation at Woodward and is now turning out daily 2,000 gallons of the product. The operation of the Woodward plant will be entirely separate and distinct from that of the Edison company.

That coal can be carried down the river to Mobile from the mine at Maxine at a cost of fifty cents per ton—just half the rail cost—and can be loaded on ships at \$1 per ton less than the present cost, is the statement made by officials of the Pratt Consolidated Coal Company, who last week sent their first shipment of coal by water, chiefly for the purpose of ascertaining the cost of water transportation. The results were highly satisfactory to the company. This week the Pratt company will supply a ship at Mobile with 500 tons of coal, which will be the first coal carried down the river for use on an ocean-going vessel.

The annual outing and institute of the Alabama Coal Operators' Association Saturday at Edgewater and Bayview was a great success. About 300 persons were in attendance and all enjoyed immensely the day's program. In addition to an excellent lunch served at Bayview about 1 o'clock, a program that included many interesting technical subjects was carried out. A dust explosion by black powder and the results from the use of permissible explosives formed an interested demonstration. The demonstration was made by E. B. Sutton of the West End station of the United States Bureau of Mines, and proved highly valuable. The morning session, held at the Edgewater auditorium, was devoted to the reading of special papers and demonstrations by moving pictures. Following the lunch at Bayview, the commissary plant and town at Edgewater were inspected and then the reading of papers continued.

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Traffic Bureau Formed at Minneapolis.

The Northwestern Retail Coal Dealers' Association, after struggling with the matter for months, decided at its meeting last week that it will start afresh under a new name. In consequence, it assumes at once the title "The Northwestern Traffic Bureau."

The change of name does *not* mean that the old association failed and that the officers are trying to revive it by a new disguise. It means nothing of the sort.

The change *does* mean that the officers, after looking the facts in the face, admit that the old idea of an association is obsolete because no longer responsive to conditions. They know that a newer and better idea has come into existence. It is the adoption of the new idea which is conveyed by the selection of the new name.

Candidly, the word association, as formerly used, meant almost anything. Its use today brings up too many recollections of other days when business was not done on the plane that it is now. Then, the association was either a somnolent club or a sort of polite and gentlemanly sandbag. Men went into most of them not because they hoped for anything much but because they thought they should do what others did. The secretary in those days did not hold his office because of any especial capabilities along any line, but because the office had to have some sort of a human animal in it to fill the chair and to write the reports. If the association, in those days, drifted along and led a purposeless and a sort of a begging existence, it was about all that was expected of it. If it ever became vitalized its purpose in life was to fix prices and thus to undertake a little adventure with the law.

It is such practices and such memories that the old word association recalls to many men now doing the coal business. Such an unhallowed inheritance is not valuable to a trade organization.

In the last decade conditions have changed in the coal trade and everywhere. The public is through for all time with beggars and begging industries. The railroad presidents have in the last ten years forever sickened the American people by their humiliating and nauseating pleas which were as devoid of reason as they were of dignity. The coal trade, after witnessing that spectacle, knows that it will do no good to get upon one's haunches and beg. Rather in dignity and firmness, it is prepared to get what is coming to it as does any man who stands on his rights.

By the same token, coal trade organizations are no longer beggars. Nobody is asked any more to "kick in" to support the coal trade body. The whole idea of "kicking in," due to union labor grafting, has become as obnoxious as begging. Instead, a new word is on the tongue of the public and on the tongue of the coal trade. That word is "serve." Today no coal company hopes to succeed if it cannot serve. No coal organization hopes to get any support unless it can serve.

Taking these general precepts into consideration, the coal men of the northwest have decided to have done with the old word "association" with its unhallowed memories and to adopt a name and a purpose both of which are in keeping with the times.

That suggested the name—since the railroads still cling to the past and make men fight for what is due them—the Northwestern Traffic Bureau. This means that in future the organization will do for the northwestern trade what the individual retailers can not do for themselves and what they cannot afford to hire experts to do. That is, the individual retailers cannot hope to hire a traffic manager, but all of the retailers of one state or one territory can afford to hire a first-class man for that job. The same is true of an attorney and other experts having to do with the annoying technical questions arising from the purchase, transportation and sale of coal.

Particularly is this true of the many important matters coming before the various legislatures and congress. The retailer unskilled and alone can-

Old Northwestern Association Will Give Place to a New Body Designed to Give Service—Details of the Plan Outlined by H. L. Laird.

not go before these political bodies and present a consistent story which will convince. He has neither the skill nor the facts. The expert who have been fighting many battles for many concerns on many points can do that very easily, because he has both the skill and the facts.

All these things considered, the Northwestern association decided to change its name and its purpose and then to hire experts who can carry

New Officers Chosen.

President—A. L. Havens, Havens Coal Company, Omaha.

Vice-President—C. A. Cruikshank, Hannibal, Mo.

Directors—H. T. Folsom, Nebraska; Wm. Hardman, Kansas; C. A. Cruikshank, Missouri; F. K. Sullivan, Minnesota; J. A. Young, Iowa; C. T. Rourke, South Dakota; Harry Alsop, North Dakota; Walter Linton, at large.

the larger plans into execution. This makes the new movement interesting not only from the point of the candor displayed but from the point of view of the new purpose adopted.

The annual meeting of the northwestern retailers, which was held at Minneapolis last week, adopted this new program and directed the officers to start to work on the new bureau. It was a most interesting gathering of coal men. There were present about 225 coal men, most of whom were retail dealers. The meeting did not take the form of a trade convention. Rather it was a business meeting of business men. They came together not for a frolic, with a little education and a little business on the side, but to do business. They did their business first. When that was done, they found a little time for amusement. Thus the big thing was the business session and the theme of interest was the discussion of this new plan that was uppermost all the time.

Tersely put, the old association retires and

gives place to the new bureau. This is to be an incorporated body with capital stock. But it is not organized for the purpose of making a profit. On the contrary, its purpose is to serve the dealers in traffic matters and by disseminating information which the officers believe cannot be given in any other way.

The shares of stock will sell to retail coal merchants only for \$10. In addition, the shareholders will be expected to sign a contract with the bureau to subscribe to the bureau's service for a term of years. This will cost \$10 per year, the annual payment being part of the lump sum stipulated in the contract.

In detail documents prepared and sent out by H. L. Laird, the secretary, tell the story. They are printed herewith to elaborate the points already brought out.

Announcing the Plan.

Upon opening the meeting on Thursday, July 15, it was bare of any tedious and meaningless speech making. Secretary Laird went directly to the big purpose. This he outlined in part as follows:

"It is necessary for secretaries of industrial and mercantile associations to make a report each year as to the condition of the organization, including therein suggestions for the future. The annual meeting this year was called to consider the reorganization of the Northwestern Retail Coal Dealers' Association.

"For eighteen months the question of the reorganization of the Northwestern Association has been under consideration. The board of directors has considered the question for months, with the result that a letter was sent out on June 17, giving detailed information."

In part, that letter follows:

"I have had up with the board of directors for some time the advisability of holding an annual meeting or convention of the Northwestern Retail Coal Dealers' Association this year. It has just been decided, after due consideration, that an annual meeting be held at Minneapolis on Thursday and Friday, July 15 and 16.

"The idea of this meeting is to make it a business session. The first day, from 10:00 until 12:30 we are to take up matters pertaining to association work and outline a future campaign, the problem of financing the reorganization, etc.; 2:00 p. m. until 5:00 p. m.

"On the second day, 10:00 a. m. sharp, there will be a finishing up of the business session and election of officers, and at 2:00 p. m. the dealers will be placed in charge of the entertainment committee for the balance of the day.

"The reorganization plan, which has finally been mapped out, is more fully explained by the attached statement.

"It is true that our association and other kindred organizations have been running from hand to mouth, with very little money to accomplish the big things that we were after. The result has been that we have been hampered in our work by want of funds. When the writer came in here as secretary of the Northwestern Association five years ago the first of last month, we had a debt of \$5,300. This has all been paid. But it costs us more to run everything nowadays than it did five years ago—stationery, printing, office rent, clerical hire, light, etc. The only thing that has not been raised on us is United States postage, but our correspondence has increased in volume twenty-five per cent. So we must have more money to prosecute our broad line of work if we are to be successful.

"The Northwestern Association is charging less in the way of annual dues than any association in the country. The western associations in the coal business charge from \$5.00 to \$25.00 per year according to the population of the town, and they have ninety per cent of the trade as members, while in this part of the territory we have never



H. L. Laird.

had over twenty-five per cent of the established dealers support the work."

Outline of Organization.

Of the many documents presented to the meeting, the least convincing was the plan of organization of the Northwestern Retail Coal Dealers' Association. In full it follows:

- "1. Legal Department.
- "2. Traffic Department.
- "3. Information Department.
- "4. Credit Department.
- "5. Advertising and Sales Department.

"The Legal Department would take care of any legal counsel or advice that might arise in connection with subscribers' business; it would involve correspondent attorneys under contract to prosecute any cases of the organization at minimum fees and percentage in every county in the states covered by the bureau.

"The Traffic Department would involve the handling of cases before the Interstate Commerce Commission, state board of railroad commissioners, claims for reparation before the Interstate Commerce Commission; handling of railroad claims of all character, such as overcharge, shortage, damage, demurrage, etc., and in connection with the legal department the service of an attorney in each county in the state representing the bureau.

"The Information Department would involve the gathering and disseminating of any and all lawful information pertaining to the coal trade or to retail merchants in general, the publication of a monthly bulletin covering traffic matters, decisions of the courts; instructions as to how to handle business in connection with the carriers from the individual firm or corporation standpoint.

"The Credit Department would involve the collection of information relating to the financial standing of the retail coal dealers throughout the territory covered by the bureau, and would be given out to the wholesale interests at their request, but only to those subscribing for the service.

"The Advertising and Sales Department would be placed in charge of a high-class man who would, through the bulletin monthly, disseminate to the members subscribing for the service information showing how to advertise country merchandise, and a course in salesmanship would be promulgated and extra copies of each article furnished the members.

"It is the idea to employ three high-class field men. These men could be used in soliciting members and for inspection of methods and facilities employed on the part of the carriers at the docks and at the mines, particularly at producing points, and in the winter time when car shortage usually occurs these men could be used for the purpose of tracing empty cars and facilitating movement of empties back to the docks and the mines for loading purposes to fill orders promptly that are placed by members of the bureau."

Articles of Incorporation.

Because it conveys to the members of that organization an idea of what is intended and because it may prove useful to other associations, there is printed here a document called "Certificate of Incorporation of Northwestern Traffic Bureau." It follows:

We, the undersigned, for the purpose of forming a corporation under and pursuant to the provisions of Chapter fifty-eight (58) Revised Laws of Minnesota for 1905, and any amendments thereof, hereby associate ourselves as a body corporate, and do hereby adopt the following Certificate of Incorporation.

Article I.

The name of this corporation shall be Northwestern Traffic Bureau.

Article II.

The general nature of the business of this corporation shall be to conduct a general traffic, audit and adjustment business, route shipments, ascertain and quote rates, classifications and the like, procure legal advice of a traffic and other nature, conduct rate investigations, proceedings, hearings and the like; procure suspensions of proposed advances of rates, change of classification, rules, transit privileges and the like, audit expense bills, procure the refund of overcharges; investigate traffic conditions and institute any and all proceedings under the various state and interstate commerce acts, and generally act as Traffic Manager and counsel in any and all ways practicable to its subscribers and those to whom it may stand in the relation of advisor and counsel.

Article III.

The principal place of transacting the business of this corporation shall be at the city of Minneapolis, County of Hennepin, State of Minnesota.

Article IV.

The time for the commencement of this corporation shall be and the period of its duration shall be thirty years.

Article V.

The names and places of residence of the persons forming this corporation are..... of etc.

Article VI.

The management of this corporation shall be vested in a board of directors composed of not less than three nor more than nine persons. The names and addresses of the first board of directors are:

The first officers of this corporation shall be, president,; vice-president,; secretary,; treasurer, All of the above named officers and directors shall hold their respective offices aforesaid until the next annual meeting of the corporation to be held..... 19.., at which time, and annually thereafter, a board of directors shall be elected from and by the stockholders of this corporation. The annual meeting of the stockholders of this corporation shall be held at its principal place of business on the in each year. Immediately after the election of directors or as soon thereafter as practicable, the directors shall meet and elect from their number a president, vice-president, secretary and treasurer. Any office except that of president and vice-president may be held by one person. The directors and officers of this corporation shall hold their respective offices until their successors have been duly elected and entered upon the discharge of their duties. The first meeting of the stockholders and of the board of directors shall be held on the day of..... 19...

Article VII.

The amount of the capital stock of this cor-

poration shall be.....dollars, all of which shall be paid in money, in such manner and at such times, and in such amounts as the board of directors shall order. The capital stock shall be divided into.....shares of the par value of ten (\$10.00) dollars each.

(Signatures)
(Acknowledgment).....

Articles of Agreement.

The vital part of the new bureau is the document styled the "Articles of Agreement." This binds the bureau to provide and the retailer to buy service of a given character. The exact wording follows:

"Articles of agreement by and between the Northwestern Traffic Bureau, party of the first part, and party of the second part,

"Whereby, the party of the first part, in consideration of dollars, payable one-fifth annually in advance, agrees to perform for the party of the second part for the term of years from date hereof, the following services:

"1. Giving the most practicable and lowest through rate or rates on any commodity, on application.

"2. Giving the best and most practicable route for shipment of merchandise to or from place of business of second party upon application.

"3. Giving the best and most practicable route for shipment of merchandise from points from which second party purchases goods, to points at which he is engaged in business.

"4. To examine classification of all commodities submitted by the party of the second part and to verify same.

"5. To prepare and furnish to second party one route index from and to points supplied by first party, which route index shall show the rates from and to all points named in the list to be furnished by the second party, said route index to be checked and kept up to date by the Northwestern Traffic Bureau.

"6. To furnish to said second party under the provisions of this contract all office legal advice upon all matters of business character if submitted by second party to the Northwestern Traffic Bureau's legal department during the life of this contract, including advice upon banking law, negotiable instruments, corporation laws, partnerships, contracts, bankruptcy, executions, attachments, mechanics' liens, torts, damages, probate law, wills, chancery, et al., also traffic advice relative to rates, classification, exceptions, demurrage, routing or storage.

"7. To give counsel and advice showing the course that must be pursued in order to secure reduced or proper classification on any commodity upon request.

"8. To audit freight bills and express receipts for overcharge in rate, weight, classification, storage or demurrage and to adjust and endeavor to collect all such claims as well as claims for loss and damage, on the following terms:
Accounts of \$100 and over.....10 per cent
Accounts of \$25 to \$100.....12½ per cent
Accounts of \$25 or less.....15 per cent
Except current claims.

the party of the first part to pay all expenses in connection therewith in collection of the railroad claims.

"9. To trace delayed or lost shipments upon



Northwestern Traffic Bureau Convention.

request, to order cars of proper dimensions upon request and supervise their prompt delivery for loading.

"10. To furnish second party a copy of all claims as soon as presented.

"11. Party of the first part is to apply to the benefit of the business of the second party, whenever and wherever possible, any ruling of the Interstate Commerce Commission or any state commission and to watch conditions closely and take up traffic questions in which the members of this bureau may be interested, and appear before any state commission or the Interstate Commerce Commission in behalf of its members on general traffic matters.

"The above terms and commissions shall be the only charges to be made for service rendered under this contract, and the second party will not be required at any time to pay any attorneys' fees or costs of any nature whatsoever, except in special cases when same shall be incurred in the handling of matters requiring extra legal service in drafting or drawing contracts, commencing actions or proceedings, in appearances before the Interstate Commerce Commission, state commissions, classification committees, or courts of law, in which cases satisfactory terms shall be agreed upon in advance between party of the second part and our legal department.

"It is agreed between the parties hereto that in case the second party sells or transfers his business during the life of this agreement, the whole amount called for in this contract shall at once become due and payable, but contract may be transferred upon notice to second party.

"Party of the second part hereby appoints the Northwestern Traffic Bureau, attorney-in-fact, for and in.....name, place and stead, in all matters connected with the presentation of claims for overcharge, loss and damage, and receiving refund thereon to the same effects as might do.

"Signed, sealed and delivered this.....day of.....19....

"Northwestern Traffic Bureau.

"Per
"Sec'y-Treas.

"Party of the first part.

".....
"Party of the second part."

Advantages Summarized.

Having presented the matter in some detail, Secretary Laird summed up the advantages to the dealer in the graphic manner indicated by the following:

"You would put another man to work in your office if it meant money to you, would you not? Of course you would; that is good business. A good office boy is worth \$40.00 per month, or you would not keep him. A good clerk is worth \$100.00 per month, or you would not employ him. Let us put another man in your office that will make you money. The cost is small in comparison with what it will save you in consideration of service performed.

"Do you know that the various railroads in the country file more than 5,000 rate changes every week with the Interstate Commerce Commission?

"Do you know that some of these rates which you are using may be changed this week and you may not have any information?

"Do you know that the same rates used by

your competitors may be reduced by the railroads and enable your competitors to land some of your business before you learn of the change?

"The railroads are well organized with efficient officers to look after their business. Capitalization of the railroads in the United States amounts to something like over eight billion dollars and constitutes the greatest combined financial power in existence today. Every day proves conclusively that the railroads always work together to a greater extent than any other like interest. The business man is often amazed at what is accomplished on the part of the railroad companies. He does not take into consideration the cause making possible the success of these large corporations in their undertakings. The average business man will scrutinize his household bills—gas, electric light, coal, etc.—very carefully, as well as the items of expense involved in handling his business, but if a freight bill is presented to him for \$50.00, which should be \$35.00, he pays it and gives the matter no thought.

"Freight and express matters are handled under such a varied classification that it is impossible for the active business man to keep sufficiently informed of the changes that are made almost daily to be able to check up his freight and express accounts, and know that he is paying only the legal rate.

"For the cost of one cheap clerk you can shift your responsibility in these traffic matters to the Northwestern Traffic Bureau and we will look after these important questions for you."

The Departments Explained.

Secretary Laird knew that many questions would be asked as to what each department is supposed to do. He answered all of these questions by a careful summary of what each is supposed to accomplish. Part of his statement follows:

"The legal department will pursue a policy of making it almost impossible for disputes to arise, rather than a policy of getting members out of disputes in which they are involved. The department will fight all disputes based on merit to a finish. This policy has enabled the association to enforce more claims and maintain a higher standing with the carriers than is enjoyed by any other similar organization. It has also had the effect of reducing litigation to a minimum.

"Many meritorious claims are so small that the carriers decline them, but because they believe the association will not finance the litigation. To meet this situation, your secretary has devised the following plan:

"The association shall establish, formally, a legal department with expert counsel at its head. Its counsel shall devote such of his time to the matters as may be necessary, and shall be placed upon a retainer sufficiently compensatory. He shall designate sub-counsel in every county seat of every county in which the association has members. The sub-counsel shall be supervised by and shall proceed only as directed by the chief counsel. All sub-counsels shall, if possible, be upon a contingent fee basis of compensation, and so far as possible will be limited to the actual trial of cases in court.

"The preparation of the cases, the drawings of the pleadings, analyzing of evidence, the taking of depositions, of appeals and question of policy

to be pursued, will be handled by the chief counsel.

"The chief difficulty encountered by the association today is the lack of knowledge of local counsel of matters handled by the association, and the almost prohibitive expense of handling the litigation in Minneapolis. Matters of the nature handled by the association require special training, expert legal counsel devoting his time to the matter and required to keep abreast of constantly changing conditions. Local counsel cannot and do not do this. The result is that it is not safe to allow them to handle cases of this kind against thoroughly trained and efficient counsel for carriers.

"On the other hand, the expense of conducting litigation in Minneapolis where competent counsel can be secured, is prohibitive, and the delay due to the heavy volume of litigation always before the courts, excessive. The preliminary expense involved in handling litigation in the city will average \$50, and the delay from six months to a year. Under the plan proposed the delay will be entirely eliminated, and the expense will be cut to \$5.00, to say nothing of the saving in convenience to witnesses by allowing them to travel to the county seat instead of to the city, and the advantage of a friendly jury.

"It is the belief of your secretary that the plan proposed will give the advantage of expert, trained advice to sub-counsel, and thus overcome the limitations of their lack of experience.

"Matters of rate regulation, discrimination, transit privileges, routing and the like are assuming increasing and paramount importance. Freight charges form from fifty to eighty per cent of the total cost price of fuel. As freight charges advance and force up the price of coal, the margin of profits necessarily diminishes. An advance in rates, sufficient to drive Illinois or all-rail or trans-lake coal out of the northwestern market enables the dock carriers to advance their rates, or the dock companies increase their margin of profit and decrease the dealer's margin of profit. The dealer's margin of profit on Illinois coal is in many instances larger than on other coal. If rate advances drive Illinois coal off the market the dealer is driven to lower the margin offered by other coal.

"Local discriminations, violations of the long and short haul clause provisions of the several commerce acts, absence of joint rates and through routes, mis-routing, all serve to reduce profits. It is the plan of the secretary to have the chief counsel handle all such matters and to have constant checks and comparisons made, with the view of automatically protecting every member before, and not after, the damage is done.

"In addition, the secretary will, from time to time, issue bulletins of instructions to members dealing with rate, routing and general commerce matters, and will at all times personally or by counsel be in a position to handle all inquiries along commerce lines.

"Referring to the procuring of protective legislation. The courts often hold that the laws do not in fact give rights which seem to be unquestionable. Whenever any such situation is found it is your secretary's plan to have the entire machinery of the association turn its efforts to secure the amendment of the existing laws.

"Your secretary begs to report that as early
(Concluded on page 67.)



Photographed at Minneapolis, July 15, 1915.

Meaningless Contracts—The Cost to the Trade.

"When is a contract not a contract?"

This is not an end man's joke. It is, instead, a business question and answer is:

"When it applies to the buying and selling of coal. That is, when the coal man's customer is called upon to live up to his part of the bargain."

Many coal men—retailers—and most buyers of steam coal have come to look upon contracts, as now written and constructed, as the biggest of all jokes. They mean nothing at all. Coal sold on contract is not sold at all. It is only optional.

This summer has been of the kind to try patience to the limit in this respect. Producers have labored assiduously to close contracts and they have succeeded. Today only thirty to fifty per cent of the requirements called by those documents are being taken. The result is that coal sold once at great expense must be sold again at even greater expense. This system spells ruin.

"Of all the lop-sided, inconsistent, and purposeless instruments of any trade, the coal man's contract is about the worst. It is so easily overbalanced that it has no stability. To the coal man who accepts it, it is 'neither fish, flesh nor fowl.' He signs away all of his rights when he signs a contract in order to get a customer. Thereafter any advantage that accrues is wholly in favor of the man he has bound himself to serve. The market goes up and the customer demands his 'pound of flesh.' The market goes down and the customer is overstocked, is running half time and what not as long as he can evade taking his stipulated amount."

That may sound like a tale of woe from a pessimist and a man of small business ability. It is not. It comes from a man of recognized standing in coal. Also, any man of experience in coal selling knows at once it is a statement of actual conditions about which there can be no dispute.

It is a feature of the coal trade, that traditions are like the flag—to be respected on sight and never trampled upon under any circumstance. So, therefore, it is like unto treason to say a word against the contract system that has, year after year, grown out of all proportion to other angles of the selling end of the game. And yet contract business is like the little girl who, "when she was good she was very, very good, and when she was bad she was horrid."

Today the coal business is "horrid." Every buyer of consequence wants a contract to protect him against conditions which may arise later. But now the contract means nothing because the coal user can get coal cheaper on the open market. Thus the operator has optioned away his future prospects and is getting no present benefit. He loses both ways by an arrangement which was supposed to be of mutual benefit.

This brings the whole contract question of coal to the same jumping off place, which is: How can this situation be remedied?

Frankly, it is doubted if the present system can ever be patched up. It is wrong fundamentally. It is wrong in that it is all in favor of the customer. It is wrong legally in that it is an option with no consideration attached. It is wrong legally because it is an option drawn in the terms of a contract. The intention and the instrument do not agree. The only solution, of course, is to redraw the instrument or, if the contract form is adhered to, to force observance of its terms.

Here is cited a concrete case which shows wherein the fault lies and how well the customer has been schooled to get every possible advantage. A prepared size of coal from a certain district is used by a given industry because of its relative cheapness and because it yields the intense heat required by the character of the buyers' business. The buyers represent quite a large industry. Hence one little section of Pennsylvania uses thousands of cars of coal in the course of a season. In the summer months this size of coal is abnormally cheap. In fact, at the mines it is looked upon as a nuisance and hence any old price will buy it. But when late fall and winter come, the demand quickens and the price is likely to double and treble what it was in summer.

Because of its unstabilized price, to get

Under the Present System, Coal Is Sold Twice at Double Expense—A Contract Today Is an Option Given Without a Binding Consideration.

contracts for this size always entails considerable salesmanship.

In the particular instance in mind the business had been done under contract for three or four years. Sometimes the coal man has been fortunate enough to "break even." In 1914, the business was unprofitable, because when the size was high the customer took his full requirement and when the price was low the buyer dodged the contract.

When it came time to close the contract for this year, the coal man said that the business showed no profit for him unless the terms of the contract were adhered to. The customer replied that he had always tried to live up to his part of the bargain.

In reply, the coal man pointed out that the buyer had failed to take even fifty per cent of his contract coal when the price was at low mark in the summer. Despite the known fact that summer is the busiest season for that particular industry, the buyer said that he had not taken the coal because he found no need for it at that time. What he said was not true, but he said it so engagingly the coal man was expected to smile and say: "That's all right."

Here the producer offered to give the customer fifty cents on the contract price for every car that was not delivered in accordance with the contract, if the customer would agree to pay fifty cents on the ton for every car that he failed to take, as specified in the contract.

And the answer was "Notbyadamsight."

That is one kind of contract dealing. Here is another.

A firm had a contract with a New England concern. This called for the delivery of a specified amount of coal per month. This contract was entered into in April. The summer months passed, during which the New Englanders did not take more than one-fifth of the coal they had bargained for.

During that time, they paid about fifteen cents on the ton for what they took more than they would have paid on the spot market. October came and with it a stiffening of price. Spot values rose about forty cents a ton over the contract price. Then the New Englanders demanded that every ton of coal stipulated in the contract be shipped at once. They wanted even the coal not taken in the summer months.

The coal man demurred. The two men then took the case to their respective lawyers. The fatal contract was produced. "No way out of it," said this limb of the law. "You must fill the contract that you have entered into."

Then spake the coal man:

"But these fellows failed to live up to their part of the contract. They took only one-fifth of the tonnage when we had them by the short wool. That nullified the contract."

The legal light said it might have done so if the proper action had been taken at the proper time. But, the coal man had continued the contract in force by continuing to ship to the New England firm.

Before they got through the deal, the coal man was out about five thousand dollars.

Here also is cited a case of a type that is more or less familiar. A manufacturer who takes about a car of coal a day and whose requirements are such that the producer slows down shipments to little or nothing in July and August, was under contract. Because of a straight loss of about a dime a ton faced on this business, the coal producer made a personal call. The manufacturer told him that his plant was running less than half-time. He offered to take the coal man out and show him that the storage capacity for coal was filled up. They went. Some coal was standing on track.

The car numbers did not look familiar. Nor did the name of the road printed on the side of the cars. The coal man made a mental note of these things. When he got back to his office, no record of these cars could be found.

The natural supposition was that the coal was supplied through a source that was selling spot coal. The buyer had used another man's coal to convince the coal man that the bins were overstocked. That was "some nerve."

The most audacious thing of the whole experience was a sign hanging over the manufacturer's desk that read: "A Contract is a Contract."

But, what about the remedy? How can such a situation be straightened out?

The natural and legal thing to do is to bring suit for damage or to compel the customer to live up to his contract or to cancel the contract. Such suits are rare for two reasons. First, it is one thing to sue and it is another thing to get a judgment. Second, no one concern can reform the common practice. Instead, he will drive himself out of business. In the east, where customers are hard to get and still harder to hold, to file a suit means to close the door of that buyer on the producer forever. Many a coal man pockets the loss on such contract business year after year. His only avenue of escape is the hope that the year will come when he can turn the tables on some one and get it all back.

More and more it seems the notion of "beating coal contracts" is being developed into a system by business in general. Sooner or later there must come a time when coal men will have to stand together to break up this system. The first step to take is to force observance of contracts. The second is to expose those persons who cannot or will not live up to that, their signed obligations. How live up to their signed obligations. How "is a different matter, Maurice."

Miners' Remittances.

Statistics gathered in regard to the amount of money remitted abroad from Wilkes-Barre during the first six months of 1914, before the outbreak of the war, leads to the conclusion that an outflow of nearly \$10,000,000 a year from the anthracite coal fields of Pennsylvania has been stopped. The amount of money sent from Wilkes-Barre through the postoffice, banks and ticket agencies from January 1 to July 1, 1914, was approximately \$350,000. The amount sent through the postoffice includes the Kingston, Parsons, Luzerne and Ashley branches, which means that a population of approximately 75,000 shipped this amount.

The counties of Carbon, Lackawanna, Luzerne, Northumberland and Schuylkill, in which ninety-six per cent of the total output of anthracite is produced, have a combined population of about 1,050,000 persons, so that if the money was shipped proportionately from all parts of the region the total amount for six months would be \$4,900,000. The shipments of money to Europe are heavier during the Christmas holidays than at any time during the year, so that the total annual shipments cannot have fallen far short of \$10,000,000.

The *Wall Street Journal* recently estimated the total annual amount of such remittances from the entire United States at \$250,000,000, of which \$100,000,000 went through the postoffice and the balance through banks, immigrant bankers and steamship and ticket agencies.

Of recent years the amount has decreased because the miners are buying their own houses. Bankers say that the maximum remittances were made a decade ago when laborers were more accustomed to work here for a few years and then retire to their native lands on their savings, but now the foreigner is taking root.

The Locomobile Company of America, whose head office is at Bridgeport, Conn., is distributing copies of a new and attractive catalogue, describing the Locomobile worm-drive motor trucks. The catalogue shows and describes the many parts of the truck and several photographs appear of the Locomobile under practical operation in several different lines. Sketches showing the different styles of bodies are also shown. Readers of THE BLACK DIAMOND can secure a copy of this catalogue by writing the above mentioned company.

New Coal Companies.

CHARLESTON, W. VA.—The Coal River Colliery Company is the name of a recently incorporated company for \$50,000. The company's office is located in the Odd Fellows bldg., Charleston, W. Va., and its mine in the Sherman District of Boone county, W. Va.

Development work will start in about sixty days, and require an expenditure of about \$30,000. W. C. Sharpe, president of the company, is in charge of the development work. It is a drift mine.

BROAD MOUNTAIN, PA.—The property of the Ellsworth Coal Mining Company, a recently incorporated concern for \$5,000, is owned by the Chas. D. Norton Company of Philadelphia. G. M. Keiser is president, Chas. D. Norton, vice-president and treasurer. It is a slope mine property producing about 5,000 tons a month, which will be increased very largely at an early date.

MIDLAND, ARK.—A new company, the Midland-Six Coal Company recently incorporated for \$10,000, will reopen the famous Midland-Six mine and have same in operation by August 20. About \$10,000 will be spent in improvement work and repairs. J. E. Finney is general manager, T. A. Freeze, superintendent and R. A. McEachin, agent.

Pittsburgh-Buffalo Co. Sold.

PITTSBURGH.—The properties of the Pittsburgh-Buffalo Company were sold at a public sale August 15th, to the Union Trust Company for \$1,500,000, the only bid offered for the holdings of the company. The sale was subject to the lien of a first mortgage made in 1909 to secure a bond issue of \$2,500,000 of which bonds of the par value of \$1,769,000 were issued and upon which there has been no interest paid since August 2, 1913.

The sale represents an outlay of nearly \$3,500,000. The properties were offered at auction under the direction of Attorney George H. Calvert, who was named the master by the court. The holdings consisted of six properties, the Mariana mine, the Hazel mine, the Francis mine, the Johnetta mine, the Mertha mine and the Higbee tract.

Ohio Coal Rate Agitation.

COLUMBUS, OHIO, July 22.—(*Special Correspondence*).—Coal rate reforms reached a more acute stage this week as a subject of agitation. The most open recognition yet given the matter by railroad officials was a meeting held here Monday and Tuesday, in which the carriers took the initiative by asking shippers in for a conference and being apparently anxious to secure all information available.

It was not the object of the meeting to go on record for or against rate readjustment, but to talk the matter over in a friendly spirit. Some of the railroads, like the shippers, are beginning to feel the pinch of having mines in their territory closed down. Nothing tangible was accomplished beyond the appointment of a committee of seven railroad men and seven operators to consider and report some definite plan of action. Those representing the railroads are: Wasson, of the Hocking Valley; Mathews, of the B. & O.; Terry, of the New York Central lines; Woodside, of the Wabash-Pittsburgh Terminal; McMasters, of the W. & L. E.; McCabe, of the Pennsylvania lines. Coal men: Winder and Weitzel, of Columbus; Jones, of Toledo; Ebersbach, of Pomeroy; Timmons, of Zanesville; Maurer and Robins, of Cleveland. The operators represent the various Ohio coal districts.

At least a partial report will be made at a meeting called for Cleveland on July 27. The meeting was harmonious, and there was a hopeful feeling that some measures of relief might be worked out. The coal men will insist that the differential against West Virginia must be increased. In the opinion of one of the railroad officials, operators inflict permanent injury upon themselves by completely closing down, thus allowing other fields to get their markets. About seventy railroad and coal men took part. S. H. Robin, of Cleveland, acted as chairman.

A second rate movement that came to a head this week was the appeal of the United Mine Workers to the state utilities commission, formerly made through their attorney,

Judge George B. Okey. The petition claims that the present rate on Ohio coal is "unreasonably high and discriminatory to Ohio coal producers." The miners ask that the matter be thoroughly investigated and that the commission exercise its power to correct the injustice.

The petition states that Ohio operators are charged 80 cents a ton for hauling coal only 50 miles, while West Virginia coal is hauled in many instances over 200 miles for only 85 cents. Judge Okey, in discussing the case said: "Ohio railroads will haul a ton of West Virginia coal from Armitage, the junction of the Hocking Valley and the Toledo & Ohio Central road near Athens, to Toledo for 39 cents as their share of the freight; while the same railroads charge Ohio operators 85 cents a ton for hauling coal the same distance and over the same route."

Detroit Bids Opened.

DETROIT, MICH., July 22.—(*Special Correspondence*).—Contracts for the local supply of the public lighting commission of Detroit were awarded on a b. t. u. basis to the P. Koenig Coal Company of Detroit. Tests of the coal offered by that company developed 14,465 b. t. u., from which the cost to the commission was figured at .07341 for 1,000,000 b. t. u., a slightly better showing than was made in tests of other coals and somewhat better also than the estimate of the P. Koenig Company.

Evaporation per pound and cost of handling ashes also were considered. The contract provides for a bonus to the contractor on coal of higher calorific value than that submitted for test and a reduction in payment on coal of a lower calorific value. The contract is for the commission's entire supply to June 30, 1916, estimated at about 32,000 tons, of which about 90 per cent is to be nut, pea and slack and 10 per cent three-quarter lump, with the stipulation that the lump shall not exceed 15 per cent slack and the proportions of the fine coal shall be nut 25 per cent, pea 25 per cent and slack 50 per cent, approximately. The bids were:

Firm and Coal—	$\frac{3}{4}$ Lump.	N.P. & S.
R. L. Aylward—Kanawha, No. 2 gas...	\$2.40	\$2.25
R. L. Aylward—W. Virginia.....	2.40	2.15
United Fuel & Supply Co.—No. 2 gas...	2.40	2.15
United Fuel & Supply Co.—Richwood...	2.50	2.20
John T. Hesser Coal Co.—Winifred....	2.50	2.10
Jewett, Bigelow & Brooks—Iroquois....	2.50	2.15
P. Koenig Coal Co.—Meadowbrook....	2.40	2.15
Island Creek Coal Sales Co.—Island Cr.	2.50	2.15
Ohio & Michigan Coal Co.—W. Virginia		
No. 2 gas.....	2.35	2.10
Parker Bros. Co., Ltd.—White Star....	2.40	2.13
Mancourt-Winters Coal Co.—Winifred..	2.45	2.05

The First Roberts Ovens.

Throughout the country attention of coke manufacturers and others interested in coke or by-products of coal, is turned towards Chattanooga, Tenn., because the first Roberts coke ovens ever erected have been put in operation there by the Chattanooga Gas & Coal Products Company.

The inventor claims that from the standpoint of quick conversion of coal into coke the ovens now completed will prove more efficient than any type now used in this country or even in Germany, where the art of coking coal is conceded to be the highest attained, economy and expeditious work considered.

If Mr. Roberts' design proves successful, gas and coal manufacturers expect it to revolutionize the coke industry in the country and numerous visits are expected from northern manufacturers.

Heat was started on the ovens—for the Roberts ovens are fired from the top in a way never at-

tempted before—about June 1 and it was fully thirty days later that a sufficiently high temperature was reached to begin coking.

A perpetual motion process of operation is incorporated in the Roberts ovens, or, in other words, each batch of coal is carbonized by the burning of gas generated by former batches. This made it necessary for the Chattanooga Gas & Coal Products Company to contract with the Chattanooga Gas Company for the purchase of gas for bringing the ovens to their first heat.

Virginian Railway's May Shipments.

	Tons.
Slab Fork	29,645
New River Collieries Company.....	25,229
Loup Creek Col. Company.....	22,683
MacAlpin Coal Company.....	22,172
Kanawha, Glen Jean & Eastern R. R. via Pax....	18,215
Winding Gulf Col. Company.....	17,371
E. E. White Coal Company—	
Glen White	17,654
Stotesbury	14,879
Raleigh Coal & Coke Co.....	14,765
Gulf Smokeless Coal Co.....	14,148
Sullivan Coal & Coke Co.....	11,703
Pemberton Coal & Coke Co.....	9,873
New River Collieries Co. Sun.....	9,152
Gulf Coal Company.....	8,867
Bailey Wood Coal Company.....	7,826
Lynwin Coal Company.....	6,805
Long Branch Coal Company.....	6,679
Wyoming Coal Company.....	6,654
Pemberton Coal & Coke Co.—	
Summerlee	4,372
Carlisle	3,590
Lochelly	3,490
Beckley	2,408
Mabscott	1,950
Scarbro	50
Sprague	1,844
Cranberry	28
Mt. Hope Coal & Coke Co.....	2,633
Sugar Creek Coal & Coke Co.....	2,313
Trace Fork Company	2,000
Algonquin Coal Company.....	1,873
Woodneck Coal Company.....	1,532
Virginia Smokeless Fuel Co.....	856
Pemberton Fuel Company.....	710
Mullens Smokeless Company.....	209
West Virginia Coal Mining Company.....	38

307,006

Birmingham Operators Protest.

The sole reason why certain operators of coal mines desire the continuation of the convict lease system is the necessity confronting them of filling orders in accordance with contracts for future delivery.

The above was a statement made by George B. McCormick, president of the Pratt Consolidated Coal Company, to the house committee which is considering the recommendation of the probe committee that the convict lease system be abolished. Mr. McCormick added that convict labor was not as remunerative as free labor and that the only argument in its favor was the fact that it produced regularly and uniformly.

The operators deeply impressed the committee and it was the report that the members might vote adverse to the bills prepared by the recess committee on investigation. It is certain that the committee is now more thoroughly convinced than ever before that the convict problem is one of such serious import that it should be solved only after constant and systematic study.

H. L. Badham, another operator using convicts, is protesting against abolishment of convicts being leased to coal mines.

The Fuel Dealers Social Club of Milwaukee will hold their tenth annual picnic at Waukesha Beach, July 27. E. A. Fleming is chairman of the arrangement committee. The honorary committee includes Edward A. Uhrig, F. W. Fellenz, A. S. Austin, E. T. McDonald, Guy Gregg, C. W. Moody, C. D. Weeks, J. M. Fiske, Jr., Edward Callaway and W. D. Caldwell.



The First Roberts Coke Oven Erected at Chattanooga. Its Principles Is New.

Coal Dust Tests by Bureau of Mines.

The Bureau of Mines has just issued one of its technical papers on "Methods of Preventing and Limiting Explosions in Coal Mines." Its authors are George S. Rice, chief mining engineer, and L. M. Jones, mining engineer. Mr. Rice in the introduction says:

"Although advance in the knowledge of mine explosions, particularly coal-dust explosions, has been slow, yet since investigations were begun in 1908 by the testing stations of various countries, progress has been steady, each station contributing to the general fund of knowledge.

"During the fiscal year ended June 30, 1914, the Bureau of Mines had an especially fruitful period of investigation, available funds being sufficient to carry on an important series of large-scale explosion tests at the experimental mine at Bruceton, Pa., in order to determine the relative explosibility of different mine dusts and the efficiency of various methods of preventing and of stopping explosions. The large-scale testing for relative inflammability was supplemented by inflammability tests in the laboratory. In all, the explosion experiments were undoubtedly the most important and instructive of their kind ever conducted in this country.

"During the year the work was greatly stimulated by a month's visit of J. Taffanel, the distinguished director of the French testing station at Lievin, who collaborated with the bureau's representatives at the experimental mine in making standardizing tests that would permit the comparison of the more important results with those obtained in the French testing gallery, and also with the results of the small group of experiments made in the Commentry mine, France. The tests were designed more particularly to determine (1) whether the same percentages of ash and other inert matter in the dust mixtures for a similar class of coal would prevent ignition of the dust from a blown-out shot, and (2)

whether a strong explosion of gas or dust would be propagated throughout a long adjacent zone containing such mixed dust.

"While Taffanel was present, certain barrier devices that had proved effectual in the French gallery were tested to ascertain whether they would prove effectual under American mine conditions, and also to compare their efficiency with barrier devices devised by the bureau. Although the French devices proved effective, the bureau's seemed better suited to the usual American mine conditions.

"Much information was obtained from the tests conducted during the year in determining the velocity of propagation of explosions, the pressure obtained at certain stages with different mixtures, and the gases produced. At the time of preparing this publication, the data are being compiled, but compilation and correlation of the large mass of data will take considerable time. Therefore, it has been considered expedient to publish promptly a brief report of such practical results as may be applied to the prevention and stopping of explosions.

"Especially, it is hoped that the suggestions may lead operators of dusty bituminous mines to take additional safeguards during the winter and early spring, because it has been demonstrated that there is especial danger of coal-dust explosions during the following cold weather, owing to the natural drying out of coal dust in the mines. Of course, it must be fully understood that precautions must not be neglected at any time in the year; the issuance of methane into the mines is not affected by seasonal changes, and in extensive mines, if watering of some sort is not practiced, dry dust is frequently found in abundance in the interior of the mine, even in warm, humid weather.

"The final proof of a safe condition where watering or humidifying is employed is to have the dust wet in every part of the mine, and at all times of the year."

Eighty Per Cent Clause in Fire Insurance Policies.

I have received the following letter from a Pennsylvania reader. It raises a somewhat new question highly important to every man who carries fire insurance:

"Will you kindly explain what the true meaning is of the clause in a fire insurance policy that's known as the eighty per cent clause? We are now arguing with our insurance company over it, without result as yet. I understand all fire insurance policies contain this clause, but it seems that few know it, as several men who carry insurance on their own stock and buildings, and who I have asked to explain it to me, say they never heard of it. The local agent did not seem to understand what it meant until he had written on to the company.

"About a month ago we had a fire and the actual loss on building and stock was \$4,000. The actual value of building and stock is about \$14,000, and we carried \$7,000 insurance. I find all our policies contain the eighty per cent clause, and I was under the impression that it meant that we could not get more than eighty per cent of the loss, in case of fire, but it seems the company contends we do not get even that much. The agent attempts to explain it on some ground of proportion, but I will not attempt to give you his explanation, for I do not understand it. Please let me know just where I stand under this clause."

I have received several letters from time to time about this eighty per cent clause, but have not attempted much in the way of an answer, because insurance is very technical, and this hardly seemed like a question of law. The queries persist, however, and as there really is a legal question involved, I have now gone into the matter and think I can explain it so that every one can understand.

Let me say that I have never investigated a question in which there seemed to be so much ignorance and diversity of opinion as there is in this case. Even some insurance agents frankly express doubt as to what the clause means and the majority of insured persons don't even know the thing exists. Whether it is so intended or not, the eighty

per cent clause is one of the biggest jokers in an insurance policy.

Following is the form in which the eighty per cent clause usually appears in fire insurance policies:

"Reduced rate average clause. In consideration of the reduced rate at which this policy is written, it is expressly stipulated and made a condition of this contract that this company shall be liable for no greater proportion of any loss than the amount hereby insured bearer to eighty per cent of the actual cash value of the property described herein, at the time when such loss shall happen."

Not easy to grasp at first glance, but when analyzed it is clear enough. The object is to get you to carry at least eighty per cent as much insurance as the property is worth—the companies admit that. If you do not carry eighty per cent then the company's liability drops below 100 per cent of the loss in case of fire.

Let me illustrate that. You have a stock worth \$5,000 and the policy of insurance which you carry on it contains the eighty per cent clause. Under this, to protect yourself, you should carry at least \$4,000 insurance. If you do that you can collect for the full loss, provided of course, it is not more than \$4,000.

But suppose you carry only \$3,000 insurance. You have a fire and the loss is \$3,000. Instead of collecting \$3,000, which you could have done had you carried \$4,000, you will collect only \$2,250, for this reason: The clause says that if you do not carry eighty per cent of insurance the company shall be liable only for the proportion of the loss that the amount of your insurance bears to eighty per cent of the full value of the property. If the amount of your insurance is only half of eighty per cent of the full value of the property, then the company will only be liable for one-half the loss. To go on with the above illustration, the \$3,000 which you carried is three-fourths of \$4,000, which is eighty per cent of the full value of the stock. Therefore the company will pay three-fourths the loss, or \$2,250.

Suppose your stock again to be worth \$5,000, and you carry only \$2,500 insurance—fifty per

cent instead of eighty per cent of the total value. If the loss is \$3,000 you will collect \$1,500, just fifty per cent.

I have known men who had stock up to \$10,000, but who carried as little insurance as \$2,000 or \$3,000, on the principle that nowadays few fires are total losses, and probably a small sum would be sufficient to pay the expenses of a fire and do whatever replenishing is necessary. If the policies of such insurance as this contain the eighty per cent clause, the holders may find themselves very badly off indeed. Say their stock is worth \$10,000. They should carry eighty per cent or \$8,000. They actually carry \$2,000. They have a fire and the loss, as they figured, is only \$2,000. If they had known what they were about, the plan would have worked out all right, but their policy contained the eighty per cent clause, and they did not know it. Therefore their case will figure out like this: Their \$2,000 insurance is only one-fourth of the eighty per cent, therefore the company's liability is limited to one-fourth the loss, or \$500.

There is no use suing an insurance company on any other theory of the eighty per cent clause, for this is assuredly the correct one, and your suit will never get anywhere. —(Copyright July 1, 1915, by Elton J. Buckley.)

Annual Joint Field Meet.

There will be a great gathering in San Francisco from September 16 to October 6, inclusive, of persons interested in mining and in safety subjects.

September 23 and 24—in the midst of the above period—there will be held on the North Garden, in front of the Palace of Mines and Metallurgy, Panama-Pacific International Exposition, on the first day a demonstration and state contests and on the second day an interstate contest in mine rescue and first aid. These will be under the auspices of the Bureau of Mines, the American Mine Safety Association and the California Metal Producers Association. Following is the preliminary program:

September 23
10:00 a.m. Mine Rescue Demonstration and State Contests.
12:00 m. Demonstration of inflammability of coal dust and coal dust explosion. Mine rescue demonstration; crew enters gallery.
2:00 p.m. First Aid Demonstration and State Contests.
4:00 p.m. Demonstration of inflammability of coal dust and coal dust explosion. Mine rescue demonstration; crew enters gallery.

September 24
10:00 a.m. First Aid Contest for Interstate Supremacy.
12:00 m. Demonstration of inflammability of coal dust and coal dust explosion.
2:00 p.m. Mine Rescue Contest for Interstate Supremacy.
4:00 p.m. Demonstration of inflammability of coal dust and coal dust explosion.
8:00 p.m. Award of prizes and souvenirs, Convention Hall.
Music each day by exposition bands.

The following organizations will hold indoor conferences:

September 17-18. The American Institute of Mining Engineers.
September 20-25. International Engineering Congress.
September 20-22. The American Mining Congress.
September 27-30. National Safety Conference, under joint auspices of the National Safety Council and the California Industrial Accidents Commission. Sept. 28 to be devoted to mine safety conference.

October 6. The World's Insurance Congress will devote this day to the subject of the relation of insurance to mine safety.

California State Mine Rescue and First Aid Contest will be held Sept. 22.

Yolande Mines Electrified.

The Yolande Coal & Coke Company has completed putting in electrical equipment for its mines at Yolande, Tuscaloosa county, Ala., and operations with electrical power have begun with apparatus capable of 150-200 kilowatts with the intention to increase this as the development goes on. This is done despite the fact that the company could get all the coal that it needed for operation of boilers with which to provide operating power, but it has been determined that electrical power as furnished by Alabama Power Company is cheaper and more profitable than to use coal even though mining it.

C. E. Tuttle has opened an office in the Oppenheim building, at the corner of Sixth and Minnesota streets, St. Paul, Minn., under the name of the Tuttle Coal Company. For the last four years Mr. Tuttle has been manager of the Carnegie Fuel Company, St. Paul, and prior to that time was identified in various capacities with some of the well known dock companies.

Northwestern Traffic Bureau.

(Concluded from page 63.)

as April, 1914, he directed the association counsel, who was then in Washington, to urge the enactment of the Cummins' amendment. Since that time until the enactment of the law both the secretary and the counsel labored unceasingly to secure the end finally accomplished. This law provides as follows:

"That any common carrier, railroad, or transportation company subject to the provisions of this act receiving property for transportation from a point in one state or territory or the District of Columbia to a point in another state, territory, District of Columbia, or from any point in the United States to a point in an adjacent foreign country shall issue a receipt or bill of lading therefor, and shall be liable to the lawful holder thereof for any loss, damage or injury to such property caused by it or by any common carrier, railroad, or transportation company to which such property may be delivered or over whose line or lines such property may pass within the United States or within an adjacent foreign country when transported on a through bill of lading, and no contract, receipt, rule, regulation or other limitation of any character whatsoever shall exempt such common carrier, railroad or transportation company from the liability hereby imposed.

"Provided, however, that if the goods are hidden from view by wrapping, boxing or other means, the carrier is not notified as to the character of the goods, the carrier may require the shipper to specifically state in writing the value of the goods, and the carrier shall not be liable beyond the amount so specifically stated, in which case the Interstate Commerce Commission may establish and maintain rates for transportation, dependent upon the value of the property shipped as specifically stated in writing by the shipper. Such rates shall be published as are other rate schedules; provided, further, that nothing in this section shall deprive any holder of such receipt or bill of lading of any remedy or right of action which he has under the existing law; provided, further, that it shall be unlawful for any such common carrier to provide by rule, contract, regulation or otherwise a shorter period for giving notice of claims than ninety days and for the filing of claims for a shorter period than four months, and for the institution of suits than two years; provided, however, that if the loss, damage or injury complained of was due to delay or damage while being loaded or unloaded, or damaged in transit by carelessness or negligence, then no notice of claim nor filing of claim shall be required as a condition precedent to recovery."

"At present, active steps are being taken to secure a law requiring settlement of claims within sixty days; the Interstate Commerce Commission is being urged to regulate destination weights so as to facilitate settlement of loss and damage claims and secure recognition of wagon scale weights. Equally important, however, is the effort of the association to secure reasonable regulation of weights by states and municipalities. It is, of course, the purpose of your secretary, in connection with all these matters, to prepare and distribute blanks and bulletins of instruction, designed to make loss or waiver of rights by members impossible."

The Plan Is Approved.

All matters and documents were placed before the organization committee. After they had been considered, the committee reported as follows:

"We, your committee, to whom was referred the matter of reorganization, after due and careful consideration, submit the following report:

"Your present organization has no apologies to offer to its members, the courts of justice, or the public for any of its actions. Its meeting and convention deliberations have always been public. The conduct of its business office and affairs have always been such that no one need be denied the fullest information concerning its actions. While it has vigorously prosecuted the work for which it was organized, and accomplished results attained by no other like organization. Its vigor has been so tempered with that due regard for the rights of others, we believe it stands today as the

foremost organization of its kind in the United States, and absolutely immune from violations of law or even recognized trade ethics.

"But in our opinion it has reached and in fact gone beyond the scope of accomplishment for which it was organized. The wonderfully progressive age in which we are living demands that we keep our trade organization abreast of the times.

"Service and efficiency are the greatest words in the business vocabulary today. They are the standards by which all business is measured. If our trade organization is to render to us that service that is expected of it, it must have its purposes and prerogatives greatly enlarged and extended. If it is to render to us this extended and enlarged service efficiently, it must be provided with necessary and adequate funds to do so, and in our opinion a reorganization at this time is not only advisable but absolutely necessary.

"We therefore recommend that the president, secretary and board of directors of the Northwestern Retail Coal Dealers' Association be and are hereby instructed to proceed at once to incorporate under whatsoever name may seem best and for the purpose of establishing an institution that may furnish efficient service to its members and subscribers along trade, traffic, transportation and legal lines as more fully set forth in the proposals hereto attached and made a part of this report.

"Recommended as Part of By-Laws: 2. The stock shall be sold under agreement that the owner shall assign it to his successor in business, and if said successor be a stockholder, or retires from business, then the stock shall be turned back to the treasury.

"3. No person, firm or corporation shall own more than one share of stock, which shall be fully paid, non-assessable and non-participating.

"4. The stock may be sold to any retail merchant, engaged in the sale of coal, building supplies and any such other commodities as are frequently or usually carried by coal dealers.

"5. Nominations of directors shall be by referendum vote of the stockholders."

Resolutions Adopted.

The following was adopted as the report of the resolutions committee:

"Resolved, That it is the sense of those in attendance upon the Fifteenth Annual Meeting of the Northwestern Retail Coal Dealers' Association in session in the city of Minneapolis, July 15th and 16th, 1915, that it be recorded as the best get-together meeting ever held by the association; and that our hearty thanks be extended to our worthy president and to the directors of the association for the time, care and thought so freely expended in the interests of the association.

"Resolved further, That our special praise and thanks be given to our secretary, Herbert L. Laird, for his diligent and efficient efforts to further the best interests of the association, and that we fully realize and here record that the splendid results obtained and the place of honor and confidence now occupied by our association before the public and in the halls of congress and in the general offices of the railroads of America is due almost wholly to his wise, careful, intelligent and persistent management and unsurpassed and undying enthusiasm.

"Resolved, That the hearty thanks of this association be given to the coal trade journals for the fully recorded proceedings of this and other associations and for their enlightened, timely and consistent efforts to further the best interests of the coal trade in general and the interests of the retailer in particular.

"Resolved, That we extend our thanks and appreciation to the newspapers for the courtesies shown, in the full and liberal publicity given to the deliberations of this convention.

"And be it further resolved, That we hereby extend our hearty thanks to the entertainment committee for the fine program of entertainment given us and for the many acts of kindness shown us while in this city.

"Resolved, That we extend our thanks and appreciation to the management of the Hotel Dyckman for the use of the Grill room for our sessions and for the uniform attention and courtesy shown our convention attendants by the employes of the Dyckman Hotel.

"Resolved, That we are in favor of and do endorse the new Federal Trade Commission

and that we hereby pledge it our earnest support and co-operation to the end that its influence may be speedily broadened and enlarged and that it will be able thereby to more easily correct all abuses and bring about a better feeling in all lines of business.

"Resolved, That we hereby and do endorse the bill now in Congress known as the Stevens bill, providing for the enlargement of the powers of the Interstate Commerce Commission and for the appointment of commissioners in Federal court districts.

"Resolved, That we do approve of and endorse the new plan of organization proposed for our association and that we do hereby ask its adoption at your hands, for we believe it to be a wise, consistent and well considered advance along enlightened Association practices."

Committees Which Acted.

The following were the active committees:

On reorganization, George Gregory, E. J. Stearns, A. C. Johnson, F. J. Ward, J. H. Dobie.

On nominations, Barney Anderson, Walter Linton, W. F. Grasser.

On resolutions, H. T. Folsom, J. A. Young, George Gregory.

On entertainment, H. L. Laird, chairman; Wm. H. Godwin, Berwind Fuel Co.; E. Savage, Carnegie Fuel Co.; E. O. Fellows, Great Lakes Coal & Dock Co.; Frank Collins, Island Creek Coal Sales Co.; W. F. Aldenderfer, Lehigh Valley Coal Sales Co.; L. E. Gilbert, Northern Coal & Dock Co.; A. M. Malone, Philadelphia & Reading Coal & Iron Co.; R. O. Eastman, Pittsburg & Ashland Coal & Dock Co.; H. M. Boyer, Pittsburgh Coal Co.; M. P. Hanson, C. Reiss Coal Co.; Walter Still, Zenith Furnace Co.; J. A. Vaughan, Clarkson Coal & Dock Co.; T. V. Collins, M. A. Hanna Coal Co.; Benj. Gorham, Northwestern Fuel Co.; F. O. De Groff, St. Paul & Western Coal Co.

Notes of the Convention.

Robert L. Green, general sales manager of the John A. Logan Coal Company, stopped over for the convention.

Frank N. Browning of the Purity Coal Company was among the Chicago party present. Their number two mine had shipped an 1,800-pound block of "Purity" which was placed on exhibition in the hotel lobby. The coal was backed up against the marble wall of the lobby. A number of the local dealers would like to have had the big block as a window display, but it had been previously arranged to place it with the B. B. Fuel Company after the convention.

Q. E. Browning represented the Thompson Burton Company of Chicago.

C. E. Hostler came up in the interests of The Globe Coal Company.

"Ernie" Pratt, northwestern sales agent of the Purity Coal Company, was in attendance. "Ernie" was the recipient of many flattering comments on their exhibit. This company also passed around souvenirs in the shape of paper weights.

The Gifford Wood Company was represented by Otto Thjomoe, who knows a whole lot about coal pockets and coal handling machinery. Otto says that business is good with him, and it is very evident that the coal dealers have faith in the coming season from his report.

Cy Seymour, W. G. Scott and H. Muntinga were here representing the C. Reiss Coal Company. They made a gift to all present of a very attractive coat watch chain which bore the company's trade-mark.

J. A. Vaughan, vice-president of The Clarkson Coal & Dock Company, came over from St. Paul to greet the many friends and customers of the company.

M. A. Hanna Coal & Dock Company was represented by T. V. Collins, while his brother, Frank Collins, took good care of the Island Creek Company's interests.

The Reeves Coal Company passed around the cigars on the way out to Antlers Park, incidentally distributing a brief epistle on their coats.

J. N. McCabe of the Lehigh Valley Coal Sales Company came up from Chicago for the convention, while Bell & Zoller were ably represented by E. M. Du Rell.

The percentage of retailers present was uncommonly large and the attendance at the business sessions was quite satisfactory.

Men Prominent in the Coal Trade's Eye.

Jerry Morrow.

Some time the latter part of June, Jerry Morrow of Wellston, Ohio, rounded out fifty years in the coal business. He is now nearly seventy-two years of age and yet despite his years and the length of service in the coal business he is so young that the one thing for which he will discharge an employe is a refusal on the latter's part to keep abreast of the times and to use the latest devices for the production of coal. This one fact, supported by a number of incidents, writes a character sketch of the man.

When he was a boy he associated with older men in order to get the advantage of their ideas and to get a dependable point of view on things. When he became a man he spent his time with younger men that he might hold ever a fresher view of life and keep himself young by association. Now that he has reached an age where he might be considered an old man he is associating with even younger men that he may never have a chance to grow stale. As a consequence a short time ago he had a mine superintendent who was arguing against the introduction of electrical haulage and other modern appliances and found it necessary to discharge him that the mine itself might be brought up to the minute. At the time this occurred Mr. Morrow was a young man past seventy. The mine superintendent was an old man under forty.

The career of Jerry Morrow has been as interesting as it has been full of activity. He was born at Chillicothe, Ohio, October 18, 1843.

He had passed through the primary schools and was in Miami University in 1863 when he quit that to enter the three months' service of the army in the War of the Rebellion. At the end of three months' service he returned to school only to quit that and join the navy, where he was attached to Admiral Porter's flagship "The Cricket." In that service he passed through the Red River campaign from start to finish.

At the conclusion of the war in 1865 Mr. Morrow returned to Jackson county, Ohio, where he accepted a position as weigh-master to the Cincinnati Furnace Company and in 1869 became superintendent of the Petra mine in Jackson county. This was the first mine to ship coal out of that district.

In 1873, which was the year of the great financial panic in America, Mr. Morrow decided to enter the coal business on his own account and opened a mine on Federal Creek in Athens county, Ohio. He had gotten together all the money that he could command personally and could borrow from his friends and associates and this, it seems, was swallowed up in the disturbance incident to the period of depression. It took, however, some time for the forces of destruction to exert themselves.

In 1881 Mr. Morrow returned to Jackson county as a practical man in charge of Horace L. Chapman's mines. He was superintendent and in that capacity opened every mine that the Chapman Company developed at that time.

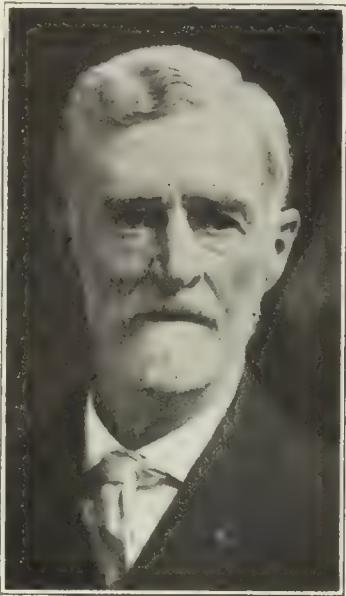
At the conclusion of this service Mr. Morrow accepted a position as commissioner of the Jackson county, Ohio, Operators' Association. He was there for several years.

After that he accepted a position as secretary of the Ohio Wholesale and Retail Dealers' Association. That was at the inception of the movement which has now grown into the Michigan-Ohio-Indiana Coal Association. While in that particular position he increased the membership from 112, where it was when he started, to 850, and made it, of course, one of the strongest associations in America.

In 1906 and 1907 Mr. Morrow returned to the Jackson County Operators' Association as commissioner and remained there until its affairs were

investigated by the United States court and the officer of that court advised that it would be the best plan for the organization as it then existed to discontinue.

In 1907 Mr. Morrow left Ohio and went to the northern Peninsula of Michigan, where he discovered a deposit of iron ore and opened the Spring Valley Iron Company which was one of the largest mines in that district and which ultimately was sold out to Eugene Zimmerman and J. C. Cluetts.



In the Field of the Retail Dealers.

Selling Coal in Summer.

Almost every retail coal man looks upon the winter as his best season, yet the Tannersville Lumber & Coal Co., of Tannersville, N. Y., sells more coal in summer than it does in winter. The reason for this is, that Tannersville is a summer resort with a population of about 1,000 during winter months, and of about 10,000 during the vacation season. All the collecting is done during August when money is most plentiful.

A photograph of the company's pocket and a portion of the yard is shown herewith. The modern coal pocket was built two years ago and is of 1,000 tons capacity. The pocket is divided into five bins of 200 tons capacity each, and under each bin is a driveway ten feet wide, with chutes along the sides to load the wagons, or to bag the coal as desired. These chutes at the same time screen the

At the present time Mr. Morrow is president of the Wellston Colliery Company, of the Morrow Manufacturing Company, of the Jackson County Coal Club, and vice-president of the Hickory Ash Coal Company of West Virginia. He is also general sales manager of the Blue Jay Coal Company, with mines in the Hocking Valley. He lives at Wellston, Ohio.

There are but few men in America who at his age are occupying so many positions which call for the active work that these positions entail, and who at the same time attack them with the vigor of youth which he displays in everything that he does.

This pocket was designed and machinery furnished by the Gifford-Wood Co., of Hudson, N. Y.

Coal and Dishes.

The selling of coal and dishes seems to be almost as plausible as selling perfume and bridges. Yet the Albert Johnson Coal Co., of Minneapolis, are doing this very thing, in their selling a forty-two-piece set of china dishes to every purchaser of two or more tons of coal. The Albert Johnson Coal Company bought these dishes in carload lots and were able to furnish them to their customers at about one-fourth the cost of a similar set at the retail stores.

The scheme proved a very effective advertising and selling scheme at first, but several crockery manufacturers began selling this



New Coal Pocket of the Tannersville Lumber & Coal Company.

coal thoroughly, so that the customers not only get good clean coal with no dust, but it is done mechanically, with no extra work whatever. This feature alone is worth a great deal to any retail coal dealer.

Even though the pocket has a flat bottom, it retains very little unused coal, as in each bin there are three wagon loading chutes, or fifteen in all.

Another great advantage of the pocket is its strong and rigid design, insuring long life and a minimum of repairs. It is not built like so many pockets with the two-inch plank and studs, but is constructed of three-inch tongue and groove planks, strongly held together with buck-stays and the whole thoroughly braced and rodded together.

The outside of all the pocket is covered with drop siding, which not only keeps out the weather, but presents a pleasing and neat appearance.

The elevator machinery is of the double roller chain elevator conveyor type, carrying the coal from the steel boot onto which it is dumped from the track hopper to one end of the monitor of the pocket, from where it is scraped horizontally, and delivered to the different bins, for different sizes of coal as desired.

The coal is lowered gently on the coal ladders (two in each bin), so that the coal never drops more than twelve to eighteen inches at any point.

ware to merchants in other lines, who offered them at the same and lower prices, so that the scheme grew too common.

The company's proposition read as follows: "We have just closed a contract with one of the largest potteries in the country to furnish us with a carload of forty-two-piece sets in the conventional design, same as on the reverse side of this coupon, and five other very attractive patterns, at a very low price, and for the purpose of offering our customers an inducement to buy our coal, we are going to give you the benefit of our bargain.

"Remember, we are only giving you the opportunity of buying these sets at exactly what they cost us in carload lots, therefore charge you nothing extra for the coal, nor are we compelled to reduce the quality or slight the preparation as we would have to do if we were giving premiums.

"When you have accumulated tickets to the value of two tons of coal, return them to us, with \$3.25 in cash, and we will give you this beautiful dinner set.

"Each set is fully guaranteed by the manufacturer and ourselves. You cannot duplicate these sets for less than \$8.00 if purchased elsewhere."

The crockery manufacturer from whom these sets were bought guaranteed the exclusive Minneapolis territory, and had not other manufacturers invaded the city, the scheme would still be an excellent business getter.



Devices to Burn Volatile Matter.

By H. A. Atwater.

The difficulties encountered in burning bituminous coals increase as the per cent of volatile matter increases. The principal causes of difficulty are as follows:

1. Combustion space too small to allow complete combustion of volatile gases distilled from freshly fired coal before they are chilled by striking the cold heating surfaces of the boiler.
2. Insufficient supply of oxygen to unite with large amount of gases evolved from each fresh charge of coal.
3. Supply of air may be properly proportioned, but the combustion chamber, while possibly of ample volume, may be so designed that the air and gases are not properly mixed.
4. Length of travel of gases from grate to nearest boiler heating surfaces so short that com-

available, some method of speeding up the combustion process must be put into operation. Otherwise this point of most intense combustion will tend to move so far from the grates that the chilling effect of the heating surfaces will cause a considerable loss in unburned gases.

The most direct remedy consists in improving conditions of air supply and gas mixture. A rapid and sudden distillation of gases follows the throwing in of a fresh charge of coal and the supply of air to the furnace should be greatly increased at this time in order to burn these gases completely. There are devices now on the market designed to take care of this requirement by allowing an excess amount of air to enter through



Fig. 2—Showing the Staggering.

the firing door after a fresh charge of coal has been thrown onto the grates, this excess air being gradually cut off by means of a dashpot or some other suitable arrangement.

A more intimate mixture of the gases and air can be secured by means of mixing piers or walls built in the combustion chamber, or by means of steam jets.

Figures 1 and 2 show a type of mixing device built on top of the bridge-wall. Figure 1 shows the piers A, A on top of the bridge-wall, B, while

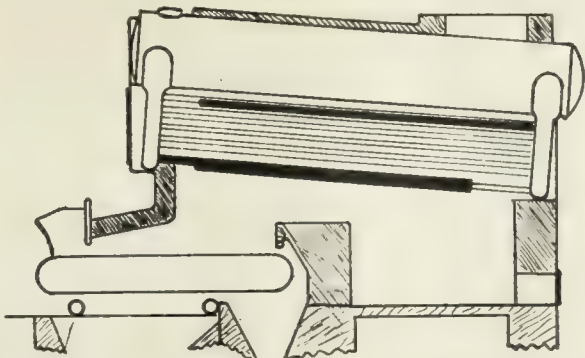


Fig. 3—The Heine Boiler Setting.

figure 2 shows them in plan to indicate how they are staggered. These piers or walls can also be built in the combustion space back of the bridge-wall, but none of them stand up very satisfactorily under the intense heat to which they are subjected.

In the case of a plant where the boilers are not pushed hard some such construction as that indicated in figures 1 and 2 would probably prove a wise investment and possibly a necessary one in case a high volatile coal had to be used. But, it would be difficult to attempt to maintain such a mixing construction under a boiler which was worked hard. For such a condition of a boiler driven hard on high volatile coal resulting in a very high furnace temperature, the use of steam jets constitutes about the last resort; that is, if they are properly used.

Steam jets are far from being fool-proof, and as installed in most plants they are either not used at all or are turned on altogether too long. Unless their operation is carefully regulated, either automatically or by an intelligent fireman, they will increase rather than decrease the fuel

bill, and if the owner can not obtain this proper regulation, he had better throw them out and try to obtain a coal lower in volatile matter.

In all cases, though, of high volatile coals the higher the volatile matter the more frequent and smaller in quantity should the firings be.

Figure 3 is an outline of the standard setting of a Heine boiler, which is a well known make of horizontally baffled water tube boilers. The foregoing remarks can be applied to a Heine setting just as well as to a return tubular setting. But, in addition the choice of the kind of tile

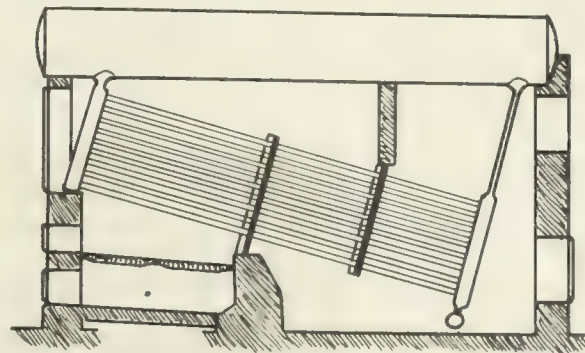


Fig. 4—Verticle Baffles.

forming the roof over the furnace affords another opportunity to change the conditions which affect combustion and efficiency. The figure shows a "C" tile roof (Figure 1 also shows a "C" tile roof) but "T" tile can be used just as easily.

The existence or non-existence of stringent smoke ordinances has a great deal to do with the choice between these two tiles. The "T" tile roof usually gives the higher overall efficiency principally due to the fact that it allows the lowest row of tubes to absorb a considerable amount of heat by radiation, which is not possible with a "C" tile roof. However, the "T" tile roof subjects the furnace gases to the chilling action of the supporting tubes and there is consequent danger of more or less smoke in the case of boilers pushed hard on high volatile coal. In case such a plant is subject to a stringent smoke ordinance its owner would probably either be forced to use a lower volatile coal or replace the "T" tile with "C" tile.

The present more or less standard setting for vertically baffled water-tube boilers, particularly that of the B. & W. boiler, is the outgrowth of a setting originally designed for the higher grade low volatile eastern coals. It is very satisfactory when used with such coals, but it usually gives trouble when high volatile coals are burned. The chief causes of trouble are an insufficient volume of combustion space in the furnace and too short a distance of gas travel before the gases strike the tube surfaces.

Figure 4 is an outline of a standard setting for this type of boiler. This setting is all right for low volatile coals but an owner located in a district where only high volatile coals are available would doubtless increase the overall efficiency of his plant by making a change from vertical to horizontal baffles as indicated in figure 5. This figure shows a two-pass baffling, but the addition of another baffle to give three passes has shown still further gains in efficiency. The two-pass baffling would probably be better adapted to the

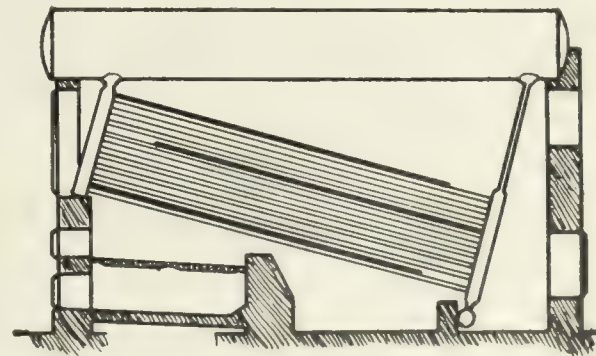


Fig. 5—The Three-Pass Baffle.

plant compelled to operate its boiler equipment well above the normal rating, while in the case of boilers not driven hard the cheapest steam generation would follow the installation of the three-pass baffling.

In the foregoing discussion, several different types of boilers have been mentioned, but the general relations between accepted features of furnace design and the per cent of volatile matter, whether high or low, can be applied to practically any type of furnace, and the steam coal buyer will greatly simplify his job of choosing a proper coal if he will satisfy himself of the broad application of these principles by an intelligent reading of what has gone before.

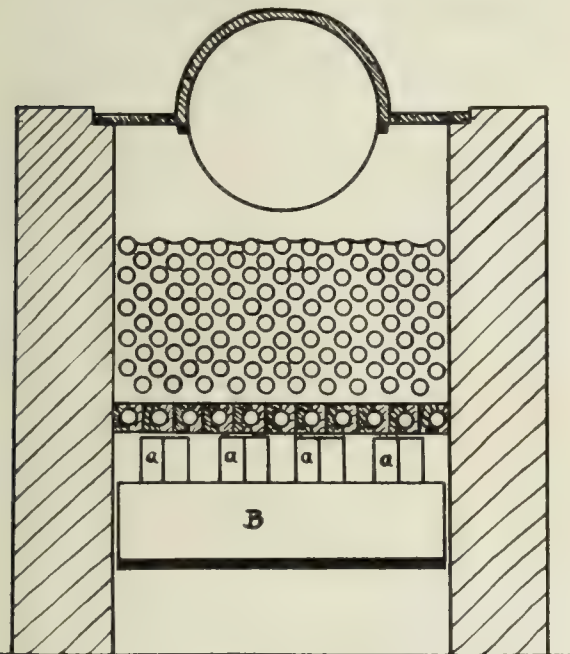


Fig. 1—Mixing Devices on Bridge-Wall.

bustion is practically stopped as soon as gases strike these cold surfaces.

Mechanical stokers by feeding coal to the grates gradually permit of a uniform distillation of volatile gases and hence are well adapted to high volatile coals. Hand-fired furnaces, though, are particularly troublesome when high volatile coals are handled for the simple reason, in most cases, that it is human nature to take the path of least resistance. And, most firemen are human in this respect. It is much less work to fire coal infrequently and in large amounts than to fire it in small and frequent charges, and there is no question as to which of these two methods will be pursued by the fireman if he is allowed to take his choice, which is usually the case.

Combustible products which burn quickly must of necessity give the point of highest temperature nearer the grate than those which burn more slowly, and consequently as the volatile matter increases in amount this point of most intense combustion or of highest temperature tends to move away from the grate and nearer the heating surfaces.

On account of this relation the owner of the average hand fired plant should look for coal of lower volatile matter as soon as he finds he has to force his boilers. Or, if such a coal is not



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Stealing Thunder.

In other days, when one man appropriated unto himself an idea advanced by another it was called "stealing the other man's thunder." Even then it was not considered exactly a gentlemanly thing to do. Still it was considered more as a moral than as a financial offense. In these later days, however, the whole process takes on a slightly different aspect. It is equivalent today to a theft of money.

For one thing, we are hearing much these days about the idea that "thoughts are things." This is not only accepted as a metaphysical doctrine but as a fact in business. This is so because so many men make a living today off their ideas alone. For example, there are the politicians, doctors, preachers, lawyers, writers, engineers and efficiency experts. These men have nothing to sell but their ideas. Their thoughts constitute their stock in trade. It is beginning to be rather a serious offense to steal another man's ideas, because that robs him of his living.

And yet, the theft of thoughts is a common practice in business. An engineering concern, for example, who employs a practical young inventor, thinks nothing of taking his biggest and best ideas and patenting them in its own. The head of a department in a business thinks nothing today of appropriating the ideas of his subordinates. He may be on a salary the

same as they are, but the fact that he draws the larger salary is assumed to justify him in the act of taking what they created. We even have men in the coal business who will "borrow" an idea and, at the end of the day, claim it as their own.

To steal a thought is an easy thing because it is not patentable, and, unless reduced to written form, it is not possible to copyright it. In fact, you can not copyright an idea but merely the manner of expressing it. Thus to steal a thought is perfectly easy and has no legal consequences.

However, there is a moral obligation to recognize the rights of others even without a specific law upon the subject. Common decency suggests that, in these days when men are making a living off their ideas, it is improper to steal another man's thunder. Especially is this so since it may be taking away his source of revenue.

Jerry Morrow, past seventy and a coal man for fifty years, had to discharge a superintendent of forty because he was an old foggy. Thus whether Osler is right or wrong depends upon the man.

Railroad Perversity.

A short time ago, the president of nearly every important carrier in America stultified his company and put himself in a humiliating position when he went before trade bodies, legislative bodies and other organizations and begged that the railways be left alone for a while. A pitiable spectacle was thus presented to the public. It was one which added no dignity to American business when these supposedly representative business men appeared as common beggars, pleading that they be given something which they had not earned. On the contrary, it sickened the whole people.

What they got—and what they earned—was the ridicule of the American press. They earned it because, in a train made up of private cars, they went to Washington to plead poverty. They earned it because they said that the twenty-eight to thirty per cent of their gross receipts which was left as the compensation of capital was not enough. They wanted more and begged for it.

One turns from this view which presents the carrier as a whining supplicant to another which presents the railway in a different light. Several years ago the National Industrial Traffic League was formed. It seems that "big business" was being robbed systematically by the carriers. In order to get justice from and to avoid being despoiled by the railroads, the larger companies had to add a traffic manager to their official list. These traffic managers had to band themselves together into a national organization as the only effective way of overcoming the organized cunning of the roads.

In the coal trade, a similar need for self defense has been felt. The retail dealers alone have been forced to band themselves together into something like twenty different associations. The number is increasing steadily. The major portion of the work which these associations do is in keeping the railways from practically confiscating the coal business by little tricks which take so much money for transportation as to make retailing

unprofitable. In fact, the need to watch the railroads, to keep them from stealing the coal business, has become so great that the Northwestern Retail Coal Association decided finally to abandon its old name and to appear hereafter as the Northwestern Traffic Bureau. This means that in future its life object will be to see that carriers do not crush the retailer entirely.

In one picture we see the railroads begging for consideration by the public. In the other, we see the receivers of freight banding themselves together to protect themselves against the railroads. Does the latter explain why the former is necessary?

Our opinion is that the carriers would have less need to beg if the users of railroads had less need to protect themselves against injustice. If the railroads want consideration, they can get it if they will earn it by being a little more decent and a little less cunning.

Illinois and Indiana, driven to desperation by the condition of their business, have tried to work out their own salvation through co-operation. Their principal effort was to get a profit by simplifying selling expenses. Their experiment appears to be a national sensation. Nearly every other line of business is studying their plans in hope of finding something which they can use.

Northwestern Traffic Bureau.

The Northwestern Retail Coal Dealers' Association has changed its name to the Northwestern Traffic Bureau. Those who drafted the new plan of organization made it clear that they believe the modern retail coal organization has outgrown all meanings conveyed by the old word "association."

The old association was—let us be candid now that conditions have changed—in a certain sense a grafter on the trade which it represented. That is, it took money from the trade but it served very little. Consequently, it earned very little. In consequence, all the support it got, it had to beg for. Most of the money paid into it was wasted—mainly in an effort to get in more money. The old association spending money to get more money had no time or energy left to give any value for the \$5 or \$10 paid each year by its members. On the contrary, most men knew that their \$5 a year was a useless gift.

Today things are different. The association supplies, in the person of the secretary, a traffic manager for each retail yard. He is competent to give all changes in rates on coal; he can collect claims for overcharges and shortages; he can even collect bad accounts.

Also, under this secretary, the organization is a clearing house for information. One retailer learns what the others are doing to solve little and big problems. In addition, it acts as a sort of legislative agent for all retailers. It even is beginning to give the retailer expert legal advice. It will, where there is a representative case, undertake a lawsuit in his name.

Under the circumstances, the new organization gives service to the value of \$100 or \$1,000 in return for an annual payment of only \$10 or more. From a drain

upon the retailer, the new association has come to be his cheapest employee.

The Northwestern Traffic Bureau will try to do these various things on a more elaborate scale than others have dared try.

The only fly in the ointment, as far as it appears now, is that all of the proposed service will not be paid for by the \$10 fee; it cannot possibly be. For example, there will be a commission for the collection of claims; this ranges from ten to fifteen per cent. Also, in case of litigation, the legal department will have to employ associate counsel on a contingent fee.

It remains to be seen whether dues plus commissions and contingent fees will enable the retailer to get that work done cheaper than he can in another way. Even though, however, it costs the same, it will probably be done better because the same money will buy skilled rather than uninformed servants. Thus the retailer will get an advantage, after all.

A man is valuable only because of his ideas. To steal his ideas merely because they cannot be put under lock and key or cannot be patented or copyrighted is immoral. In fact, it is brigandage more offensive than the mere theft of money. It takes away a big part of his capital.

Successor to Dr. Holmes.

The death, last week, of Dr. Joseph A. Holmes, director of the Bureau of Mines, caused discussion of the selection of his successor. President Wilson will name the man.

Two men are mentioned in current gossip—H. Foster Bain and James F. Callbreath. Dr. Bain was formerly state geologist of Illinois and more recently was editor of the *Mining and Scientific Press* of San Francisco. Mr. Callbreath is secretary of the American Mining Congress.

If either of these men want the job we will endorse them cheerfully for they are both clean, fine specimens of American men. But since we are so fond of both, we would advise neither to accept the appointment. The job is a man killer, as the experience of Dr. Holmes indicates.

The facts of the matter are these: The country has a wealth of natural resources never equalled in history, and the government knows it. America—Russia is the only possible exception—is the only nation which has ever had within its own borders enough of everything to support both the necessities and the luxuries of its people now and for generations.

But, America is wantonly extravagant. It is digging up and wasting more things—and faster—than any nation has ever done. In consequence, when it is still an infant, America foresees the time when some of its most precious natural resources will be gone.

To stop the waste by interposing practical conservation, the nation created the Bureau of Mines. It is a small subdivision of the Department of the Interior, yet it was told to reverse at once the natural tendency and dispositions of 100,000,000 people. To do this giant's work, congress gave this puny bureau an appropriation about enough to pay the expenses of a park board in a medium-sized city. It employs about as many

men as would police a somnolent village in a peaceable community. These men are expected, with practically no money, to undertake and to carry through the Herculean task of reversing the national thought and practice on resources.

For any one man—working with assistants, all of whom are under civil service—to try to carry out the big purpose of the bureau is to attempt something which invites his physical destruction. That was what Dr. Holmes did. Unless human nature changes soon and unless congress becomes more liberal that will be the fate of his successor—if he is conscientious. Under the circumstances, we may be willing to endorse either Dr. Bain or Mr. Callbreath if they want the job. But, candidly, we would advise neither of them to take it.

It does no good to talk costs unless you propose to use the figures to cut the cost.

The Ash in Coal.

If the theory of geologists and scientists is correct, it is hard to understand why we have so little ash in coal. In fact, the relative freedom of coal from ash has led a selected few persons to believe that the geologists' theory about how coal was formed is not the right one.

It will prove interesting—even if no good comes of it—to cite a few facts and see where they lead. Scientific men say that the deposit of "star dust" on the earth amounts to the fraction of an inch per year. This is supposed to arise from the appearance of meteors, which burn the instant they strike our atmosphere. Their ashes gives us the "star dust."

In dry weather great quantities of dust will be picked up from desert places and moved by the wind to other sections. Its flight is checked by vegetation. In the end it falls to the ground.

In early days, so geologists say, glaciers moved, carrying with them vast amounts of dirt which they deposited.

The geologists say that it took, originally, 10,000 years to grow the vegetation which was finally condensed into a foot of coal. They say that what is now a foot of coal was originally 100 feet of vegetable matter. Therefore, a six-foot vein of coal required 60,000 years to develop; originally it was 600 feet thick.

If the geological theory is correct and if the "star dust" theory of scientists is correct, in those 60,000 years we must have had, over those incipient coal veins, quite a considerable deposit of "star dust" plus a mixture of sand, etc., with the vegetation. In addition, the glaciers would probably have added some dirt.

If all this dust was deposited among the vegetation which ultimately made up the coal vein and if it fell along with the leaves, what became of it when the vegetation was being ripened into coal? Did ordinary dust and dirt change character and become coal? Is it possible that so little of it was deposited in those 60,000 years that it constitutes only four to eight or nine per cent of our coal?

If the geologic and scientific theories are correct, then the wonder is not that we have so much ash but that we have so little. Of course, it is possible that the geologic theory as to the formation of coal is, after all, not correct.

The New Seamen's Bill.

The last congress passed the new seamen's bill, which will go into effect on November 4th. The avowed purpose of this new law is to improve the working conditions of sailors and to increase the safety of ocean travel on American ships.

The law does not consciously seek to procure the destruction of our merchant marine. Nevertheless, compliance with its provisions increases the cost of operating ships so much that the effect is inevitable.

This is embarrassing. America is struggling to build up a merchant marine. Yet every man who wants to build and operate a ship must first raise enough money to pay for it. There he strikes his first handicap. He wants to operate it under the American flag. Therefore, he wants to build it of American material in an American shipyard, with American labor. The American laborer is paid more than the ship builder in England. The American ship material is protected by a tariff which permits a profit of from 50 to 100 per cent, which makes it cost far more than does English steel. The cost of construction, on these two accounts, is about fifty per cent higher than is the English cost.

The vessel, when off the ways, must be manned by American seamen. We have no seagoing class. Consequently the sailors must be drawn from other industries. They expect the same pay at sea that they get on shore. Lest any able seaman, in an unguarded moment, consent or bargain to work for what the vessel owners think they can pay, the seamen have been organized into a union. That union fixes the wages for all classes of workers.

This seamen's union, which heretofore has operated mainly on the Great Lakes, persuaded Senator LaFollette to introduce the aforesaid seamen's bill. It provides that each ship shall employ more of these high-priced men than are employed on foreign ships. It goes even further. It assures every man who takes employment on a vessel that he may quit whenever and wherever he pleases. He may ship at Baltimore and quit at a Chinese port. And the owner of the vessel must not only arrange to get him back home, but must employ another American sailor to take his place. That is fine! American seamen who are looking for a berth are always plentiful in China, you know.

In addition, the vessel must be equipped with expensive safety appliances.

After having been subjected to all of this expense, the American navigator must pay, while passing through an American canal, built with American money, precisely the same tolls as are paid by cheaper ships operating less expensively, because coming from other countries where the laws are not so exacting.

Our merchant marine is a sickly infant. Yet our fool government overburdens it and then asks it to lead America out of a perfectly hopeless condition of foreign trade into which it has fallen through fifty years of maritime inaction.

If there is anything more idiotic in America than the LaFollette Seamen's Bill, it is the belief that we can build up an American merchant marine under such conditions.

News Local to Chicago.

E. D. Scott, of the Skeele Coal Company, in the Old Colony building, is a grandfather this week.

Maxwell S. Green, formerly with Armour & Company, has been appointed credit manager of the Consumers Company.

Ed. Qualkinbush, vice-president of the Wasson Coal Company, spent several days of this week at the company's Harrisburg mines.

Col. M. T. Roach of the Logan-Pocahontas Coal Company of Charleston, W. Va., was in town the early part of the week.

J. A. Beardslee, Chicago manager of the Consolidation Coal Company, is spending the week end with his family at Beaver Lake, Wis.

Among the week's visitors in Chicago were C. A. Schoessel, an operator of Rock Island, and J. A. Devoy, representative of the Ohio & Michigan Coal Company of Detroit.

Charles Gilmore and G. W. Solomon of Gilmore & Solomon Coal Mining Company motored from Chicago to their mines, located in Central Illinois, the early part of the week.

F. Gascoigne, manager of the Chicago office of the Edwards & Bradford Lumber Company, has gone to northern Michigan for a couple of weeks. This is the first vacation Mr. Gascoigne has taken in the four years he has been in charge.

F. Van O'Linda, field sales manager of the Consolidation Coal Company, is spending a few days in the Chicago office. Mr. Van O'Linda has the distinction of being the only technical coal salesman in the trade who devotes his entire time to the malleable iron coal business.

Chas. I. Pierce, president of the Saline County Coal Company has awarded a contract to the Roberts & Schaefer Company for the installation of a Marcus patent coal tippie at the Harrisburg Illinois mines of this company. Two modern bath houses will also be erected at an early date.

Among the Chicago delegation that journeyed to Buffalo last week to participate in the Roberts Brother's picnic were C. D. Caldwell, Chicago, manager of the By-Products Coke Corporation; E. M. Mancourt, western manager of the Consolidation Coal Company; H. J. Elliott, H. M. Hall, J. B. McCahey, W. Fitzgerald and Clark T. Roberts.

Mrs. Dorothy F. Daly, wife of William H. Daly, sales agent for the Consolidation Coal Company, died of heart failure at her home, 5920 Kenmore Avenue, July 17. Mrs. Daly was born in Champaign, Illinois, the daughter of Mr. and Mrs. William Munhall of that city. The funeral was held July 19 from St. Ita's church. Burial took place at Calvary cemetery.

Alfred Ogle, president of the Vandalia Coal Company and also president of the new Indiana Coal Sales Company, was in Chicago on Tuesday of this week. He came in to attend, among other things, the hearing of the Trade Commission, which went into some phases of the lumber business on Monday and then devoted some of its attention to the coal business on Tuesday.

Charles W. Jackson, of the F. G. Hartwell Company, who lives at Wilmette, had an addition to his family last week. He and Mrs. Jackson adopted a girl three months of age and his friends in the trade have suggested this week that this is a very clever method which he has taken to add twenty years to his life as the association with the young lady is expected to keep him young.

There is a pretty well confirmed rumor on the street this week to the effect that Franklin county coal prices will advance on the first of August to \$1.60 a ton for lump, egg and No. 1 nut and \$1.40 a ton for special stove. No circulars to this effect have been put out, but the understanding is that the salesmen of some of the larger companies have been instructed to name those prices for delivery during the first fifteen days of August.

Word came out of the office of Olson & Van Allen, retail dealers on the south side, this week, that a new partner was admitted to the firm on Tuesday. The new partner will not be active in the business for some twenty-one or twenty-two years, but while inactive he is

not a silent partner. His last name by inheritance is Olson, but the first name has not yet been given. A further announcement was that Charles A. Olson, the president of the company, was absenting himself from business celebrating the event and that the mother is doing well.

James F. Callbreath, secretary of the American Mining Congress, stopped off in Chicago on Tuesday and Wednesday of this week on his return from Denver and San Francisco. He left the latter part of the week for Pittsburgh and Washington, intending to remain at the latter point until he has to go west again to make final arrangements for the convention of the congress, which this year is going to be held at San Francisco. He says that everything in connection with the congress is moving satisfactorily, with every promise of a big meeting this fall.

The Roberts & Schaefer Company have voluntarily relinquished control over the Holmen patents relating to locomotive coaling plant equipment. Two years ago this company obtained control of an improved design of elevating machinery which while retaining all the advantages of their previous equipment under the Holmen patents entirely eliminates the bucket hatches, closing springs and tippers required by those patents. The results obtained after two years operation by many representative plants warrants the Roberts & Schaefer Company in making this form their standard which they will hereafter employ in all locomotive coaling stations designed and built by this company.

Henry E. Patrick, general sales agent of C. M. Moderwell & Co., returned the first part of this week from a ten days' trip to Lake Gogebic, which is about 400 miles north of Chicago and within twelve miles of Lake Superior. Before he went away there was a lively little tilt between him and Frank Browning of the Purity Coal Company, the subject matter of which was, who was the better fisherman of the two. Mr. Browning entertains the idea that he is the star fisherman in the coal trade and looks upon Mr. Patrick as somewhat of a novice. The latter, however, is willing to take up any kind of a challenge and to prove to Mr. Browning that there are other fishermen in the west he sent to Chicago last week one box which contained three fish, each weighing a minimum of eight pounds. As a matter of fact, the catch of fish was quite considerable and in the ten days the average weight of the fish caught was between four and five pounds.

The Consolidated Indiana Coal Company was this week placed in the hands of a receiver. S. K. Smith, the mining engineer of St. Louis, was appointed as receiver of the company. The action was taken, it is said, because the company was forced to default on the payment of its interest on the bonds and payment of a sufficient amount to the sinking fund. The bonds of the company aggregate \$2,000,000. It is said that no other debts are outstanding against the company. The Consolidated Indiana Coal Company owns about 24,000 acres of coal land in Illinois, Indiana and Iowa. It has five mines in operation in Indiana and one in Iowa. It owns 6,600 acres of coal land in Franklin county, Ill., which have not been developed. Speaking of the receivership, Carl Scholz, who has been president of the company, said: "This action gives point to the statement which I have so often made in public and in print that the coal business of Indiana and Illinois is in serious need of some kind of help and is not being conducted on a paying basis. The properties are good and are economically operated, but they have not in these times been earning enough to pay interest on what is a moderate bond issue for property of this size."

C. A. Eastman, of the Eastman-Barber Coal Company, received word this week from Commissioner McChord of the Interstate Commerce Commission that the time limit on the suspension of the increased anthracite rates to Chicago has expired without a decision of the commission on that question and therefore the higher rates became operative on July 17, automatically. That is, the coal moving into Chicago on and after July 17 carries an increase in rate of twenty-five cents a ton. It will be remembered that this case has been up for several months. The first railroad to increase the rates was the Pennsylvania. The others followed. The action was contested before the commission on two occasions and all of the evidence and briefs are now in the hands

of the commission. It had suspended the advance in rates twice, but the second suspension expired before the commission reached its decision. Just when the decision will be handed down is not known, but in the meantime the rates are now in effect. The anthracite companies say that they have enough coal on hand now to take care of orders up to the first of August and that there will be no increase in prices prior to that time. Whether anthracite prices will rise on August 1st to take care of this advance is not known.

Commissioner Kendall, of the Chicago Coal Merchants' Association, received word this week that the Interstate Commerce Commission had handed down its decision on the spotting charge case. The summary of the decision is printed below. The full decision will be printed in this paper next week. "1. Tariffs proposing a 'spotting charge' for placing cars for loading or unloading at convenient points on the tracks of industries specifically named in the tariffs found not to be justified, for the reason that the proposed charge would apply in many cases to services covered by the line-haul rate, and also for the further reason that to impose the additional charge upon the industries named in the proposed tariffs and not upon other industries for which like services are performed would result in unjust discrimination. 2. The line-haul rate covers the customary movement of cars over industry tracks incident to the receipt and delivery of carload freight at convenient points on those tracks for loading or unloading without regard to the size or complexity of the industry, and the points at which the cars are to be placed by the carrier for that purpose without additional charge are to be determined by general usage. 3. The line-haul rate covers only one placement of a car upon an industry track for loading or unloading, and an additional charge should be made for each additional placement of a car for that purpose, as also for the movement of cars from place to place within the plant during the processes of manufacture."

Small Activities.

Twin City Locals.

The W. S. Bogle Mining Company, has appointed R. L. Hancock as sales agent in this territory with headquarters in Minneapolis.

George C. Chapman, formerly with the Taylor Coal & Coke Company, Chicago, has become identified with the Clarkson Coal & Dock Company of St. Paul, as traveling salesman.

George M. Space & Company, have opened offices at 433 Lumber Exchange, Minneapolis, as wholesale distributors of coal. It is the intention of the new firm to handle cargo coal via the great lakes and engage in the general jobbing business.

James Rend, northwestern sales agent of the Buchanan Coal Company, has resigned, effective July 31, and will remain in the northwest engaging in another line of business. It is understood that the office of the Buchanan Coal Company will be retained, and that Mr. Rend's successor will be appointed within a short time.

Detroit Local News.

James DeWolfe, district sales agent in Detroit of the Pittsburgh and New Pittsburgh Coal companies, has returned from an extended trip through central Ohio.

Charles Dunn, formerly with the New River & Ohio Coal Company, has opened an office at 1209 Majestic building, Detroit, where he will handle the Logan Pocahontas products.

Members of the Detroit coal exchange are following with interest a series of baseball matches between teams representing wholesale and retail dealers for a silver cup 14 inches high, put up as a prize by James A. Ballard, general sales agent of the Semet-Solvay Company and recently elected president of the National Coal Association. The trophy goes for one year to the team winning the greater number in seven games. The retailers now have three victories and the wholesalers one.

Sam Reynolds of the firm Allen & Reynolds Company, Omaha, is putting Omaha on the map at the golf tournament in Cleveland, Ohio. Sam has the best wishes of his many friends and we hope he will succeed in landing some of the honors.

Facts Which Determine Our Export Prospects.

The Export Situation.

While the movement of export coal through Baltimore is not so heavy as it was during June, yet taking together the cargo and bunker requirements, tonnage is showing up remarkably well. For instance last week, 57,846 tons of cargo were exported, and steamers taking this cargo took 23,352 tons of bunkers. The increased requirement of bunkers on the part of these vessels, principally those going to the Mediterranean, was held due to the Welsh miners' strike, and the fear on the part of the ships' captains that they would not find bunkers readily on the other side.

From Hampton Roads, shipments continue to show up well, running approximately 150,000 tons per week, which would mean approximately 600,000 tons for the month, providing there is no slump during the remaining days of the month. Bunkers' requirements at Hampton Roads also show up in larger volume, although not showing the radical increase as in the case of Baltimore as referred to above.

Philadelphia is also exporting considerable coal this month, so that on the whole the three Atlantic tidewater shipping ports will probably make a very good record, though it is not expected to reach a million ton mark that was made in June.

Some new business was closed due to the strike of the Welsh coal miners, and had this continued for another week, no doubt a great many orders would have been received on this side for prompt shipments. Local coal men do not believe that very much Welsh coal will be sent to neutral countries from this time on, and that South America especially will have to look to the United States for coal requirements for the next few months at least. It is believed that the British government came so close to facing a serious coal shortage that they will from this time on be very strict about licensing exports to neutral countries, it being understood that the restriction order issued more than a month ago is still in force. This restricted exports to British provinces, and to the allies exclusively, though licenses were granted under certain conditions for cargoes to go to neutral countries.

Supplies of coal are plentiful at all the ports, the New River and Pocahontas coal being pretty firmly held around \$2.80 and \$2.85 for prompt loading, with Quemahoning coal available at Baltimore at \$2.45 and 2.50 for prompt loading, good grades of Pennsylvania coal at Philadelphia at \$2.40 and upward.

Vessel rates are some easier, as will be shown by the special reports on vessel freights elsewhere on this page.

It is understood that one New York house secured a fair contract this week for coal to be shipped to Sweden.

Comparison of English Exports.

The table of exports of coal from Great Britain for June, 1915 and 1914, and comparisons for the first six months of this and last year will prove very interesting to the American coal man who is now making a study of the export situation.

An analyses of these shipments show that for June, 1915 exports fell off 2,361,543 tons from June, 1914, when they reached 5,999,417 tons.

For the first six months of 1915 exports declined 12,771,733 tons. This decline represents just about four times the total tonnage of bituminous coal exported over the Atlantic seaboard ports for the first six months of the year.

It is worth while to note the amount of coal exported by England to South American countries during June just past. It is not fair to make comparisons with June of last year because that was some two months before war was declared and consequently comparisons at this time would mean nothing. Furthermore the restriction of shipments in June this year, due to the order of the British government, except upon special licenses, kept exports down to the minimum.

Taking up the South American countries, we find that in June England shipped 140,172 tons to Chile, Brazil, Argentina and Uruguay, as compared with 446,559 tons for June, 1914. For the first six months of this year English exports of coal to these countries totalled 1,539,774 tons as compared with 3,245,981 tons for the first six months of 1914, a decline of 1,706,207 tons. For the first six months of this year, the United States exported 851,138 tons to the South American countries as named above.

England's coal exports to Sweden, Norway and Denmark for the first six months of this year

show up very favorably with the shipments for the first six months of 1914.

Shipments to France show a very substantial increase. This is largely accounted for by the fact that the French coal fields are largely in German occupied territory. Also Germany prior to the war, exported a lot of coal to southwest France, and this deficiency has been met by importing British coal.

It will be noticed that Italy took 3,068,374 tons from England for the first six months of this year, as compared with 4,633,077 tons for the same period in 1914. This shows a loss of 1,464,700 tons. For the first six months of this year Italy took 1,137,468 tons of coal from America.

It is noticed that English exports to Egypt slumped heavily, six months shipments this year totalling only 685,796 tons as compared with 1,636,842 tons for the corresponding period of 1914. A part of this decrease can no doubt be explained by the slump in the requirement for bunker coals at Port Said, due to the war. For the first six months of this year, the United States exported 75,000 tons to Egypt, the bulk of this going to Alexandria.

English Coal Exports.

Exports of coal, coke and manufactured fuel from the United Kingdom during June, 1914 and 1915, and the first six months of 1914 and 1915:

Country—	June 1914	June 1915	First six months of 1914	1915
Russia	705,715	3,281	2,009,789	19,420
Sweden	391,533	285,693	1,800,093	1,628,068
Norway	152,058	202,877	1,247,501	1,359,295
Denmark	219,991	281,255	1,389,551	1,537,240
Germany	823,978	.....	4,202,651	.....
Netherlands	163,574	113,171	872,526	762,209
Belgium	140,565	.....	880,366	.....
France	965,326	1,546,559	6,818,125	8,460,758
Portugal, Azores and Madeira...	102,929	86,512	650,349	533,452
Spain and Canar's	253,377	125,248	1,756,681	1,046,031
Italy	632,393	399,353	4,533,077	3,068,374
Austria-Hungary	83,892	.....	462,164	.....
Greece	66,664	32,446	374,132	219,489
Roumania	25,514	.....	156,720	.....
Turkey	60,116	.....	309,307	6,557
Algeria	75,139	70,481	610,528	525,495
Port'g'e W. Africa	9,258	10,716	97,993	112,784
Chile	34,035	13,297	302,205	35,430
Brazil	135,821	32,040	727,128	341,270
Uruguay	66,334	19,865	390,608	204,092
Argentina Rep... ..	210,369	74,970	1,825,940	958,072
Channel Islands.. ..	10,036	7,590	76,853	61,117
Gibraltar	14,526	32,218	170,629	190,066
Malta	35,129	28,805	242,657	86,276
Egypt (inc. Anglo-Egypt'n Sudan)	211,818	65,864	1,636,842	685,796
Aden and depend. ..	5,708	28,777	85,569	89,179
British India.... ..	12,800	50	110,802	12,160
Ceylon	26,096	469	172,695	31,990
Other countries.. ..	99,526	68,769	673,457	357,970
Total—				
Anthracite	205,686	138,499	1,360,242	1,014,668
Steam	4,112,067	2,494,635	25,094,812	16,372,730
Gas	993,284	653,578	5,739,845	3,613,003
Household	139,430	77,974	742,440	512,445
Other sorts....	283,753	147,620	1,649,599	819,744
	5,734,220	3,557,306	34,586,938	22,332,590
Coke	73,163	52,713	517,609	419,709
Manuf'd fuel.. ..	192,034	115,404	1,044,360	624,875
Grand total.....	5,999,417	3,725,423	36,143,907	23,377,174

NOTE.—The figures in the above table do not include Admiralty and certain other shipments.

Welsh Coal Strike Settled.

On last Thursday the Welsh coal miners stopped work, approximately 150,000 men becoming idle. All the mines were shut down until Wednesday of this week, a period of five days, entailing a loss in production of upward of one-half million tons.

The strike threatened to be very serious, and it was due to the presence of David Lloyd George, minister of munitions, in Cardiff on Tuesday, that an early settlement was reached.

The terms agreed upon give the strikers a new standard wage rate of five shillings (\$1.20) a day. This is the wage they originally demanded, and was, as a matter of fact, in effect when the men quit work a few days ago.

Eventually they will obtain as well a new minimum wage ten per cent in advance of the present standard wage, but this will not become effective for some time.

The agreement will stand for three years, or during the period of the war, and for a period of six months afterward. Subsequently it will remain in force subject to a three months' notice by either the employers or the workers. The agreement applies only to the men of the federation, who are still to be subject to the penalties

prescribed by the munitions' act if they strike again.

The men have promised to work on the bank holiday which falls on August 2, to overtake the shortage caused by the strike.

Six Months' Exports.

As stated in THE BLACK DIAMOND last week, the total exports of bituminous coal over the Atlantic seaboard for the first six months of this year, reached approximately 3,437,702 tons, or within 767,298 tons of the total of the twelve months of 1914.

It is interesting to note the destination of this coal, and we present below a statement showing tonnages going to the principal European and South American countries for the first six months of the year, these tonnages being complete, with the exception of a few cargoes from Philadelphia not yet reported. It is noticed that Italy receives upwards of 1,000,000 tons, whereas it is only two years ago that Italy's importation of American coal per year ran under the half million mark. South American countries received approximately 851,138 tons during the first six months of this year, whereas up to the outbreak of the European war our total exports to South America averaged around 500,000 tons per year.

Exports for the first six months of this year were as follows:

	Tons.
Italy	1,137,443
Spain	63,977
Greece	22,513
France	89,410
Egypt	76,000
Portugal	4,645
Norway	37,934
Sweden	25,748
Holland	6,883
Africa	36,293
Canary Islands	18,546
Morocco	2,348
Java	8,014
Azores	6,462
Gibraltar	21,756
Cape Verde Islands.....	5,418
Argentina	418,897
Brazil	335,080
Uruguay	84,945
Chile	7,868
Peru	4,368

Export Trade Briefs.

A London cable dated July 18 says: "The *Weekly Dispatch* says this morning that a German commission of six members has arrived at Stockholm, Sweden, to take up the question of obtaining cotton for Germany. This same newspaper quotes a Copenhagen paper as saying that Sweden has not received any coal from England for a week and consumers cannot ascertain the cause of the stoppage. It is said that in commercial circles of Sweden it is believed that the order is connected with the Anglo-Swedish commercial negotiations, which are under way and these take in the coal question. As a result of official negotiation, Sweden during the last few days has bought \$2,000,000 of coal from Germany, or equivalent to 600,000 tons.

Requirements of steamers taking cargoes from American ports for bunker coal increased very radically last week. For instance for the week ending July 10, steamers taking export cargo coal from Baltimore, took 7,382 tons of bunkers, and approximately 55,000 tons of cargo. For the week ending July 17, steamers sailing from Baltimore with 57,846 tons of export cargoes, took 23,352 tons of bunkers. Certain steamers took about half as much bunkers as they did cargo. A steamer to Spain taking 5,560 tons cargo, took 2,800 tons bunkers, one for France of the same tonnage, an approximate tonnage of bunkers, a steamer for Egypt taking 8,292 tons of cargo, took 4,200 tons of bunkers. From Hampton Roads, where 146,580 tons of coal were exported for the week ending July 13, bunker requirements were approximately 15,000. However, there were several steamers taking cargo from the Roads that took no bunkers whatever, evidently coming over from the other side with coal as ballast. Also there were three or four schooners taking cargo, and these of course took no bunkers whatever. An explanation of the difference of the ratio of bunker and cargo coal at the Roads as compared with Baltimore, a great many of the cargoes went to points in South America, whereas the bulk of the cargoes from Baltimore went to the Mediterranean, where the captains apprehended trouble in securing an adequate amount of bunkers to take them to their next destination.

General Review.

Buying Is Still Light in the Interior but Some Improvement Is Shown in Prices in Places.

Broadly speaking, the buyers of coal are still delaying putting any coal in storage against the fall and winter needs. This applies particularly to the retail dealers, but they are governed altogether by a very similar action on the part of the householders. This has gone so far that there is an element of danger in the whole situation.

With the railroads in rather a poor physical condition, and with cold weather prophesied by even Government experts, the situation is not one to contemplate with any degree of equanimity.

Individually the various markets continue to report extreme dullness. New York, for example, says that this is the dulllest period for anthracite, but that July is the dulllest of all the dull months. Production has been curtailed very sharply and still there is a tendency to a glut of the market. In bituminous some users are contracting for a fair amount of coal and shipments are heavier than they have been. However, any spot coal goes begging because there is no demand.

Philadelphia is far more concerned about export business, which is improving, than it is about local conditions. This is due to the fact that there is business to be had in the export field, but practically none at home. That is, in anthracite and bituminous and in the domestic and steam sizes, the local spot demand is small, although there is a fair movement of coal on contract.

Boston shows a progressive slowing down of coal buying. The market now is almost a complete reversal of what it was six weeks ago when conditions were fairly satisfactory.

Baltimore, which always is optimistic, is still looking forward to better times in the trade but is still confessing that present conditions are unsatisfactory. Its main dependence has been in exports, but the business there has slowed down a little.

Buffalo is still concerned with shipments of anthracite by lake, those for the week amounting to 119,500 tons. This was rather heavy compared with recent shipments, but not as heavy as it might be. In the bituminous field orders are being placed with more freedom.

Pittsburgh has been one of the interesting points in the market for the last few months. Everyone has been talking about the upturn in steel and what that would do for coal and other trades. While the operators have had great expectations there has not been much realization of late. Sales to local mills are fairly heavy. Coke business is satisfactory. Some coal is moving into export and some is going up the lakes. Still it is true that local factories and those in the all-rail trade are not taking as much coal as they should and the same is true of the retailers. The depression in the latter circles more than offsets the fair business in other directions.

Louisville operators mourn the absence of an expected upturn in business and the report from that field is generally pessimistic on the score of tonnage and price. Added to that, labor difficulties are annoying the operators.

About the only satisfaction that Indiana operators get out of life is the fact that prices are firm, even though the volume of sales is distressingly small.

In the western trade Chicago finds a steady but not very large demand for western domestic fuels and a very limited and light demand for the high grade coals from the east. On the western coals the prices are advancing artificially by about ten cents a ton on the first of August. On some eastern coals there is difficulty to maintain even the present prices and some are quoted at quite a wide spread.

St. Louis is optimistic. The country demand is much stronger and the operators are once more getting a fair price for their product.

The Omaha report sums it up as follows: General conditions have not been overly favorable to the coal business as continued rains and more or less hail have made the harvesting of the wheat crop uncertain.

A similar report comes from Minneapolis, where it is said that coal orders have been held back by wet weather, as the farmers have not been coming to town and hence have not been buying much coal.

Chicago Market.

Buying Is a Little Heavier and on Western Domestic Some Price Rises Are Likely.

Office of THE BLACK DIAMOND,
CHICAGO, July 22.

Domestic coal in Chicago is beginning to move with a little more vim than it has been moving for some time and there is a suggestion here and there of further advances in prices. These are warranted first by market conditions, but in the main are made out of consideration for the season of the year and prospects which are immediately ahead.

Even so, the market in Chicago and through the west is filled with contradictions which show the whimsical character of trading. Some retailers are buying coal and are paying the higher prices for it. Others are not interested in either the present or the future market, are storing nothing and are not anticipating a single demand on the part of their regular customers. Some operators are getting good prices; others are still in the center of a veritable fury of price cutting which strangely enough seems to deliver nothing in the way of business, prestige or advantage over competitors.

The anthracite trade is still backward. Orders are a little heavier than they were last week, but they are not up to normal. Buying for immediate delivery is fair, but mostly the coal had to be forced on the retailers. Generally speaking, the operators are not forcing much coal on the market but rather are shutting down the mines. Thus the anthracite season is backward.

On the first of August the smokeless mine run prices advances to \$1.40 instead of \$1.25. There has been little buying to get coal while it is still cheap. This week some wagers were made that this coal would be selling at a premium of ten cents a ton inside of the next two weeks. Other wagers were made that mine run would reach a price of \$2.00 before the first of September. Every one is discussing these prophecies in an interested way, but apparently nobody is taking any warning therefrom to lay in coal early. In fact, a recent survey of most of the Chicago yards reveals the fact that only one retail concern is stocked with Pocahontas to the limit of his capacity. Many of them have no coal at all. Others have far less than what is a normal supply for this time of the year. Lump and egg coal is firm on shipments direct from the mines at circular price of \$2.00 and spot coal is selling at a premium rather than a sacrifice figure. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.05	2.00

Somerset county producers are expecting bigger demands a little later and this week got a small increase in orders on the expectation that prices will advance on August 1. Business, however, is below normal for this time of year and quotations up to Thursday were unchanged as follows:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.75@3.95	1.70@1.90

The harvest demand for Hocking coal improved a little in Indiana and Michigan within the last week and there was some increased business in the all-rail territory to the west. Around Chicago, however, the trade is backward to an unusual extent, a few retailers having put in as much as ten per cent of the coal they normally store prior to this time. Prices are artificially firm at the old figure. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
1½-inch lump.....	\$3.15	\$1.50

Very little has happened to change the tone of the splint market within the last week, good coal selling at a fair figure and poor coals on demurrage is being sacrificed. Prices up to Thursday nominally were:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1½-inch lump.....	\$3.05@3.15	\$1.15@1.25

Eastern Kentucky coal is still moving at quite a spread of prices. There has been a little increase in business within the last week, but it will take quite an improvement to absorb all the offerings which are constantly available to this territory. In the meantime it is the part of wisdom to keep unsold coal out of this market. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump.....	\$3.15@3.65	\$1.25@1.75
Egg	3.00@3.15	1.10@1.25

It is unofficially intimated that Franklin county prices on lump, egg and No. 1 nut will advance ten cents a ton on August 1, the new circular being \$1.60. It is understood that some of the major producers are going to put out circulars to this effect in the next few days. The distinct understanding will be, however, that these prices will apply only on shipments for the first half of August, as a new circular may be issued the latter part of the month. Prices from that field have been under a steady pressure for the last week or ten days from powerful buyers who are trying to beat down the new circular prices. The effort to break the lump prices has been without success, as has also been the effort to get some of the operators to guarantee a maximum price on business for the remainder of the coal year. Screenings have been a trifle easier, being quoted at the mines at about seventy-five cents a ton. Some few sales may have been made a nickel less. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.55	\$1.50
Egg	2.55	1.50
No. 1 nut.....	2.55	1.50
No. 2 nut.....	2.40	1.35
Mine run.....	2.15	1.10
2-inch screenings	1.80	.75

Williamson county operators are contemplating the possibility of advancing their price to \$1.60 on the 1st of August. Some of them have already decided to do so, first, because the demand now is a little heavier and seems to warrant another increase, but partly because the higher price is the customary circular at this season of the year. In the last week the operators have been getting a fair run of business at the new circular price of \$1.50 for the major domestic sizes and \$1.40 for No. 2 washed, while screenings have been sold around seventy to seventy-five cents a ton with some sales among the wholesalers at perhaps a less figure. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.55	\$1.50
Egg	2.55	1.50
No. 1 washed.....	2.55	1.50
No. 2 washed.....	2.45	1.40

The market on Saline county coal has not changed to any extent within the last week. Screenings have eased off a trifle owing to an improvement in the demand for domestic coal and perhaps seventy-five cents a ton is about the top figure. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.55	\$1.50
Mine run.....	2.15	1.10
Screenings	1.80	.75
1¼-inch lump.....	2.30	1.25

In Springfield coal screenings have been decidedly easier, due to the increased production of lump coal. This is the time of year when the fine coal market runs off, but it is noted that the recession has not been quite so sharp this year as in other years, which is an encouraging feature. The demand for domestic coal has shown a perceptible improvement in the last few days. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Springfield—		
Lump	\$2.32	\$1.50
Egg	2.32	1.50
Nut	2.17	1.35
Mine run.....	1.87	1.05
Screenings	1.47	.65

The Clinton county situation has not changed much within the last week. The demand for both domestic and steam coals being moderate and prices being fairly steady as follows:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
Domestic lump.....	\$2.27	\$1.50
Egg	2.07	1.30
Nut	2.07	1.30
Mine run.....	1.87	1.10
Screenings	1.47	.70

Knox county coal has been fairly steady but not extraordinarily strong for the last week at the old prices. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.47	.62

The coke market is quotably unchanged. The domestic sizes are still selling ten to fifteen cents a ton off circular, while business in eastern furnace coke is fair at unchanged prices. The market up to Thursday was:

	F. O. B. Chicago.
Coke—	
Connellsville	\$4.75
By-product, foundry.....	4.85@5.10
By-product, egg and stove.....	4.65
By-product, nut	4.65
Gas house.....	3.75@4.90

Pittsburgh Trade.

Gains in Lake and Export Shipments and in Coke Are Offset by Local Lull.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., July 21.

"An underlying feeling of confidence," "a splendid optimism"—"a firm confidence in the future"—and kindred expressions on the part of coal producers and sellers, may all be very soothing and encouraging to the sick trade, but what will help the patient more, would be some actual business in the market, and some old-fashioned "six days shalt thou labor" and dig coal orders at the mine, instead of two days this week, and possibly three next—we can't tell—it depends on orders—would be much more satisfactory to all concerned.

The steel mill trade seems to be very satisfactory, and the coke trade has materially braced up, but as long as such plants as the Westinghouse interests and others are devoting their time and machinery to the manufacture of shells and other munitions of war, instead of air brakes, there is and will continue to be an unhealthy condition of business, that the most "splendid optimism" will not remedy. If the shoemaker has the trade, he can "stick to his last," but when he has none, he has got to get out and do something else, and that is about the situation, the steel mills are "doing something else," but the coal operator can't dig shells, rifles or bayonets out of his mine.

There has been no change the past week from the stagnant condition that has maintained for some time, the only events that disturbed the calm of the coal trade being the sale of the Pittsburgh-Buffalo Company properties, and the Meadow-Lands Coal Company passing into the hands of a receiver, as noted below.

The properties of the Pittsburgh-Buffalo Company were sold at a public sale Thursday, July 15, to the Union Trust Company for \$1,500,000, the only bid offered for the holdings of the company. The sale was subject to the lien of the first mortgage made in 1909 to secure a bond issue of \$2,500,000, of which bonds of the par value of \$1,769,000 were issued and upon which there has been no interest paid since August 2, 1913. The sale represents an outlay of nearly \$3,500,000.

The properties were first offered separately, but there were no bids, after which they were offered as an entirety. Attorney James H. Beal, after the sale opened, made the bid of \$1,500,000 as the representative of the Union Trust Company. There being no other bidders his bid was accepted. The Union Trust Company holds the first mortgage on the property.

Attorney C. G. McIlvain, representing creditors, insisted that the master postpone the sale, due to insufficiency of the bid, as these properties have been appraised by Messrs. Keefer and Henderson of Pittsburgh, for the court at \$6,368,522.15 if operated on a screen coal basis. They were also appraised by Dr. I. C. White, State Geologist of West Virginia, at more than \$10,000,000, and by W. H. Coverdale, consulting engineer of New York, at more than \$11,000,000, their names having been suggested by banking interests.

The appraisals made by Messrs. Coverdale and White were confirmed by the late John W. Boileau, a recognized high authority on local property values, and also sustained by appraisal of adjoining properties made by Edward V. d'Inwilliers of Philadelphia, and by Julian Kennedy and Rufus Crawford, both of Pittsburgh.

James S. Boggs was appointed temporary receiver for the Meadow-lands Coal Company last week, after a bill in equity was filed in Common Pleas court by the Harris Pump and Supply Company against the coal company, asking that a receiver be named. The plaintiffs presented a claim of \$1,152.58 against the coal company, which they say, the latter company has been unable to meet. The statement says that the company's report of July 1 showed liabilities of \$725,560.25, with assets consisting of coal lands and equipment. The defendant company, in its answer, stated that it can realize a sufficient amount to liquidate outstanding obligations if given time to realize upon its assets. The answer further says that the recent business depression made it impossible to operate mines to capacity, and thus the income of the company was cut down.

A round among the leading operators develops nothing new, domestic buying very light, and little or nothing doing in the lake trade. Any talk of business seems to be along the line of

anticipated export trade, and this it is suggested will have a tendency to better domestic prices.

A Canadian inquiry of a week ago for quotations on a large amount of slack, was withdrawn by wire a couple of days since, and in another instance, hold back orders for two weeks on a regular contract would lead to the conclusion that northwest prospects were not improving, but hope survives, notwithstanding, and some intimate that a coal boom is near—following the expansion in the steel and coke trades—coal being the first to feel a depression, and the last to recover from one.

The coke situation is better all around. Furnace maintains advances made a week ago, and some inquiry is being met on a sliding scale based on pig iron prices, which today would mean \$1.85. Foundry shows decided improvement, with a firmness that is encouraging. The Jamison Coal & Coke Company report that they have withdrawn from the coke market, their present output being satisfactorily disposed of for the time being.

Pittsburgh Personals.

John M. Jamison, president of the Jamison Coal & Coke Company, with offices in the Oliver building, Pittsburgh, landed at Bordeaux, France, on the 19th, and was expected to meet representatives of the French government in Paris today. The French, Italian, English and other European governments are in the market for Pennsylvania coal and coke. It was upon invitation of the French government that Senator Jamison went to Europe. It is thought that he will close contracts for the sale of millions of tons of coal. If they secure these contracts the Jamison plants in western Pennsylvania and West Virginia will run to their capacity.

Birmingham Trade.

BIRMINGHAM, ALA., July 22.—(Special Correspondence.)—Since most of the large contracts for steam coal have been renewed, the market has dropped back to a state of extreme dullness. Some coal is being barged down Warrior river by Pratt people, but as yet the business has not developed to any large extent. New orders for steam are lacking and outlook for new business is not very flattering. Domestic coal trade is very nearly at a standstill and the trade is only desultory. Blacksmith coal still holds to a fair trade. As to coking coal, it is hardly any question but that the demand will assume a better tone and a larger output be had very soon. It is reasonably certain that at least five furnaces will need supply of coal before many more weeks as assurance has been given by officials that such will be the case in the early part of August. This alone is about the only real tangible prospect for the bettering of coal mining operations.

Walter Moore and associates who purchased the Empire Coal & Coke Company, are making preparations to get business by the way of Warrior river; some extensive work is being planned and work has already begun. This company owns large holdings of land on Frisco railroad and with improvements now being put into execution will give the company outlet to the gulf for the well-known Black Creek coal, which is used as a domestic coal of high grade qualities and possesses sufficient needs for a fine bunker coal. Actual test has proven its worth in this respect.

The following are prices quoted but varied some:

	F. O. B. Mine	F. O. B. Birmingham
Bibb County Domestic Coal—		
Cahaba fancy lump.....	\$2.35	\$2.65
Cahaba No. 2.....	2.10	2.40

Jefferson County—		
Pratt fancy steam lump.....	1.70	2.10
(Furnished by T. C. I.)		
Pratt mine run.....	.90@1.15	Frt. rate 30c
Jefferson seam, steam coal.....	1.15@1.25	Frt. rate 30c
Black creek steam.....	1.25@1.55	

Walker County—		
Horse Creek steam mine run....	.90@1.10	Frt. rate 40c
Carbon Hill lump domestic.....	1.60@2.00	

Most all coals based on this classification. Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.

Louisville Market.

LOUISVILLE, KY., July 22.—(Special Correspondence.)—July is nearing an end, but the long hoped-for appearance of demand for domestic coal has yet manifested itself to only a slight degree. It seems that the farmers are too busy, and the city people are too poor to lay in coal, and that coal has been set down to the bottom of the program this summer, to be taken up at the last possible minute. Meanwhile, the struggle for existence among pro-

ducers, shippers and retailers still continues without special change, every body recording a phenomenal light volume of sales and increasing risk and difficulty in regard to credits.

Notwithstanding the disappointment of their hopes for a substantial advance in the market price of domestic sizes by this time, producers are for the most part declining to quote coal, except at fair schedule prices, for delivery during the fall months, preferring to hold a considerable portion of their tonnage free. They feel certain that the greatly curtailed buying of coal during the spring and summer is bound to result in an active market and possibly car shortage for at least several months in the fall, and are therefore taking on little or no future business.

Prices on block coal at present range all the way from \$1.25 on certain of the block coals produced in the new mining fields, up to \$1.90 per ton on high-grade Jellico coals, and a normal August demand from the country trade would rapidly take up the surplus block production which is now demoralizing the market and restore conditions as to the domestic trade to a normal basis.

The market for steam coal at the present time is not altogether discouraging. At least, screenings are not a great drag on the market, and neither from the eastern nor western field are nut and slack contracts being overproduced. Run of mines coal and the coarser sizes, however, are hard to move, and either spot or contract business for these grades is eagerly snapped up.

Nut and slack of the best grade is bringing from 50c to 60c f. o. b. mines, while second-grade screenings are worth from 25c to 40c f. o. b. mines. With any material increase in the movement of domestic sizes, however, it will be a problem to dispose of the increased output of fine coal.

Omaha Trade.

OMAHA, NEB., July 22.—(Special Correspondence.)—General conditions have not been overly favorable to the coal business, continued rains and more or less hail making the harvest of the wheat crop uncertain.

The ground is so soft in a good share of the wheat fields that it makes it almost impossible to get in with machinery, resulting in considerable wheat being stacked for future threshing. A good many of the local coal dealers are holding off buying on account of these uncertain conditions, and unless there is a decided change the buying will be from hand to mouth. Very little anthracite coal has been shipped owing to the inability in hauling the coal account of bad roads. The market on practically all grades of soft and hard coal is more or less weak.

The following prices prevailing:

	Mines.	Omaha.
Southern Kansas—		
Nut	\$1.85	\$3.20
Slack	1.35	2.70
Franklin County—		
Lump	\$1.35@1.50	\$3.75@3.90
Egg	1.35@1.50	3.75@3.90
Nut	1.35@1.50	3.75@3.90
Williamson County—		
Lump	1.25@1.35	3.65@3.75
Egg	1.25@1.35	3.65@3.75
Rock Springs—		
Lump	2.15	5.85
Nut	1.60	5.35
Arkansas Anthracite—		
Lump	3.40	6.51
Broken sizes	3.65	6.40

Omaha Local News.

A meeting is being arranged between the local jobbers and freight claim agents of various lines to be held in Omaha for the purpose of bringing about closer relations and better understanding between the shippers and the railroad claim departments; the principle grievance being the arbitrary stand taken by some of the railroads relative to the proper allowance in case of transfer of shipments en route.

In electing A. L. Havens of the Havens Coal Company, Omaha, as president of the Northwestern Retail Coal Dealers' Association, we believe that they have picked out the right man. Mr. Havens has been identified with the coal business a good many years and has always been active in any movement for the betterment of general conditions. Mr. Havens has been especially identified with various movements to bring about closer relations between the railroads and shippers of coal. His many friends, therefore, feel that if the coming year is not one of the biggest in history in the association, it will be through no lack of effort on the part of their worthy president.

Cincinnati Trade.

Operators Are Encouraged by Better Prices on Splint and by Orders for Smokeless.

CINCINNATI, OHIO, July 22.—(Special Correspondence.)—This week finds the market still in an uncertain state but with a little life shown here and there in the signing up of contracts, a slight advance in some grades of splint coal and better demand for some of the products of the territory. As far as the smokeless products are concerned the market is just the same with no activity even in the Pocahontas market which is the best known and most widely advertised. The New River products were slightly embarrassed early in the week by a sudden access of egg coal into the market but one or two of the leading producers gladly captured the welcome "spot" offerings at schedule price and this aided them to better delivery of egg and helped the market. There was therefore during the rest of the week, no trouble with egg, although jobbers tried to "bear" the market when they discovered that there had been some spot egg loose.

One of the reasons that smokeless products are firm in this territory is because the operators are wisely refraining from crowding any into the market here which is quiet, with demand dormant generally, for the time being. On the other hand they are crowding their product into the tide water market where there is room for it, and more and are keeping up their movement fairly to the usual volume. This relieves the territory and incidentally saves the situation to some extent with the splint brethren. A pertinent suggestion of the condition of the market in the interior is found in orders sent to one or two of the local offices of large producing companies to notify patrons that on and after July 25 the August schedule will prevail. This has had a tendency to rouse the dormant market and at the close of the week the orders and contracts are fairly active.

The Kanawha market has not yet aroused itself although there are evidences that the Rip Van Winkle nap it has had is approaching its close for there is a rumbling in the ovens and furnaces about the country which if kept up a few weeks longer will stir the splint market to activity or many prominent operators and financiers of this city are badly fooled, and are bad prophets. One operator speaking for a prominent field of splint territory, said this week that splint mining is already coming along fairly well with spot prices just a little below contract prices but nearer to them than has been true for some months and that he would prophesy that the spot prices will catch up with the contract prices by the middle of August, and will pass them by the first of September. If that should prove to be true get ready to hear some splint "Hallelujas" from this direction about September 1. This will be the first time this condition has obtained in a full year. In general it may be said of the present that while prices are not much better, buying is better because of a desire to get in on the July prices.

Some spot prices reported this week show a little better. One company reports Thacker run of mine at 85 to 90 cents spot; 1½ inch lump, \$1.10; 3-inch lump, \$1.25; and these prices generally are 10 to 15 cents above C. & O. prices. This is but a hint of prices all along the line, all quiet but few operators reporting improvement, some enthusiastic souls reporting a few more contracts or a few more sales of cars. But all are looking for a cataclysm of orders before many weeks and are trembling to think what will happen. Labor will be scarce for Italian miners by scores and hundreds are leaving the mines and going back to Sunny Italy to fight for their flag. As an instance: at the beginning of this week 100 started for New York to embark; three days before that 50 went and a few days earlier 75 started out for home. Probably seventy-five per cent of all these were miners and the rest railroad workers.

Cars are beginning to be "shy." Some of the mines say that there is a timidity on the part of railroad managements just now as to stating just when they can deliver empties, whereas just a few days ago one could name the date and frequently forgot the number wanted and shoved about twice as many as ordered onto the siding. They seemed then to have

a fair idea of the size of the yards and their capacity for empty cars, which they now suddenly seem to have lost. The market is a waiting one but not so much so as formerly.

Cincinnati News Notes

W. R. Johnson, of Smithers, W. Va., president of the W. R. Johnson Coal Company, of that city, was in Cincinnati the early part of the week calling on dealers.

L. N. Buford, president and Hugh Buford, secretary and treasurer of the Ashless Coal Corporation, Lothair, Ky., were visitors in Cincinnati early this week.

Thomas N. Mordue, Chicago representative of the Castner, Curran & Bullitt Co., was a visitor to the officers of the company in this city this week.

G. H. Caperton, president of the New River Coal Company, passed through Cincinnati Saturday on his way home to Charleston, W. Va., from Chicago, where he had been on a business mission for several days.

Enoch Carver, of Charleston, W. Va., father of W. W. Carver, and a former well-known coal man of this city, visited his son, who is resident manager of Percy Heilner & Sons in Cincinnati, over this week.

The present rise in the Ohio River has given the Pittsburgh and Kanawha River people a chance to float down still more coal and they have embraced the opportunity and, for the Pennsylvania mines at least, it is likely to be the last chance for the season, until the fall rains set in. This week the Campbell's Creek Coal Company has filled its elevators and the Pittsburgh operators have sent down heavy tows to the cities and towns below Cincinnati on the Ohio and Mississippi.

It is understood that the J. T. Hatfield Company, which lost the Convoy in the recent tornado, which visited Cincinnati, has decided not to try to raise the vessel. It has been discovered that it has been broken in two and otherwise damaged until it is useless to try to salvage it. The government will likely remove it as an obstruction to navigation and the insurance companies will be asked to pay the insurance. Captain Harry Menke, of Pittsburgh, is in the city this week watching for the river to go down so the Queen City Coal Company can place divers at work under his direction to raise the towboat Fulton, which went down at the same time the Convoy did, about three hundred yards from the Convoy.

An order of the Cincinnati, New Orleans & Texas Pacific Railway Company, and the Louisville & Nashville Railway Company cancelling tariff rates from West Virginia coal fields into Central Kentucky important towns and cities, has been suspended by the Interstate Commerce Commission pending establishment of the contentions of the Cabin Creek Coal Company, the Clear Creek Coal Company, and the Carbon Fuel Company, of this city. The cancellation of the tariff was made by the Chesapeake & Ohio Railway because of an increase of rates by the other two roads. The old rate was from \$1.10 to \$1.20 per ton to Central Kentucky points. Of this the C., N. O. & T. P. Railway it was claimed made claim to 60 to 70 cents for hauling and delivering to the other roads even if the distance was but five or six miles and in some cases it was not over seven miles, it was said. By reason of this the other roads had to add 10 cents to their own charges which the coal companies claimed in many cases swallowed up the entire profit. Manager W. J. Magee of the Carbon Fuel Company, C. R. Moriarity manager of the Cabin Creek Consolidated Coal Company and R. A. Dickson appearing for the Clear Creek Coal Company, placed their case before H. E. Kelly representing the Interstate Commerce Commission in a hearing at Frankfort, Ky., last week. The railroads claimed they were protecting their operators in their rates and in their contentions. They also averred that the rates were justified by the physical obstacles to be overcome.

Toledo Market.

TOLEDO, OHIO, July 22.—(Special Correspondence.)—Practically everybody in the trade here agrees that there is a slight general improvement noticeable in the market conditions. Demand is still slow but there is a stiffening up of prices that is encouraging. Lake movement has been slow throughout the season as compared with other

years and there will, of course, be some slowing down after the first of next month, owing to the price increase which it is announced will be enforced as usual after the first of August. The new coke ovens to be put in here will add something to the amount of coal shipped in. Railroads have not yet begun to buy and coal men generally are awaiting with great anxiety the coming of a change in this connection. Domestic trade is rather slow and, in fact, a general slowness characterizes the entire market.

Of the smokeless coals, Pocahontas No. 3 is in strong demand at the full list price and there is no cutting in this grade of coal. Contracts are not being made with new concerns for delivery until later in the season. The regular price increase will be made in August. Some of the jobbers are complaining of a difficulty in securing orders for smokeless coal, but on the whole the call for prepared sizes is stronger than the supply. Pocahontas is at a premium.

	F. O. B. Toledo	F. O. B. Mines
Smokeless—		
Lump and egg.....	\$3.45	\$2.00
Mine run	2.70	1.25

Hocking movement is slow and the supply not very heavy. Operators are not anxious to mine coal to be sold for a song.

	F. O. B. Toledo	F. O. B. Mines
Hocking—		
3-inch lump	2.50	1.50
1½-inch lump	2.40	1.40
¾-inch lump	2.35	1.30
Egg	2.25	1.25
Nut	2.15	1.15
Mine run	2.10	1.10

Massillon movement is extremely slow and prices not strong.

	F. O. B. Toledo	F. O. B. Mines
Massillon—		
Lump	\$3.25	\$2.50
Washed nut	3.25	2.50

Pomeroy coal is not enjoying any great activity nor is there any change in price.

	F. O. B. Toledo	F. O. B. Mines
Pomeroy—		
Domestic	\$2.60	\$1.60
Egg and nut	2.35	1.35

Kentucky still enjoys a fairly good demand, and prices are holding a little firmer than other domestic grades.

	F. O. B. Toledo	F. O. B. Mines
Kentucky—		
4-inch lump	\$2.90	\$1.65
Egg	2.50	1.25
Nut, pea and slack.....	open	open

West Virginia coal is enjoying some activity, the low prices prevailing on this coal keeping up a movement as long as there is any life at all in the coal situation, but there is nothing like the trade there should be.

	F. O. B. Toledo	F. O. B. Mines
Kanawha Gas—		
¾-inch lump	2.30	1.05
Mine run	2.20	.95
Fairmont—		
1½-inch lump	2.30	1.05
¾-inch lump	2.20	.95
Mine run	2.10	.85

	F. O. B. Toledo	F. O. B. Mines
Kanawha Splint—		
4-inch lump	\$2.75	\$1.50
2-inch lump	2.65	1.40
¾-inch lump	2.40	1.15
Mine run	2.25	1.00

The Pittsburgh No. 8 is very slow in demand here and can be bought for practically the buyer's own price. This condition is likely to continue as long as the railroads hold off in buying, as they have been the strong patrons of Pittsburgh No. 8 coal.

	F. O. B. Toledo	F. O. B. Mines
Pittsburgh No. 8—		
1½-inch lump	2.40	1.40
¾-inch lump	2.20	1.20
Mine run	2.10	1.10

Very little Youghiogheny coal is sold on the local market and prices are considerably off the list.

	F. O. B. Toledo	F. O. B. Mines
Youghiogheny—		
Mine run	2.45	1.20
¾-inch steam lump	2.55	1.30
Blossburg Smithing—		
Prepared size	3.20	1.75
Lilly smithing, prepared size.....	3.20	1.75

Cambridge is selling about as it has been for several months past. Prices are low.

	F. O. B. Toledo	F. O. B. Mines
Cambridge—		
Mine run	\$2.10	\$1.10
¾-inch lump	2.20	1.20
1½-inch lump	2.40	1.40

Cannel is holding up well as to price, but the demand is somewhat spotted, coming in fits and jerks.

	F. O. B. Toledo	F. O. B. Mines
Cannel—		
Kentucky Cannel lump	\$4.60	\$2.75
Pennsylvania Cannel, egg.....	3.60	2.15
Pennsylvania Cannel, lump.....	4.20	2.75
Ohio Cannel	3.85	3.00

C. M. Anderson of the Elk River Coal & Lumber Company of Columbus, visited local coal offices this week.

St. Louis Trade.

ST. LOUIS, Mo., July 22.—(Special Correspondence.)—A general improvement in demand for all domestic coals is noticeable all down the line. The country demand is much stronger. Operators in all districts seem to be working closer together than in former years and as a consequence prices are being better maintained.

In sympathy with the high grade coals, Standard coal is a little stronger on domestic sizes. Screenings are weaker. Current prices are as follows:

	Mine	St. Louis
6-inch lump	\$1.00	\$1.57½
3x6 egg	1.00	1.57½
2-inch lump	.85	1.42½
2x6 egg	.80	1.37½
No. 2 nut	.80	1.37½
1½-inch screenings	.70	1.27½

Dealers are taking an increased tonnage of Staunton and Mt. Olive coals. Most of it is still going on contracts.

6-inch lump	\$1.25	1.82½
2-inch lump	1.20	1.77½
2-inch screenings	.70	1.27½

Carterville operators report business much improved and by the first of August the district, as a whole, will be running pretty well on full time. Domestic business from both south and north is coming in freely as is also considerable steam business from the south.

6-inch lump	\$1.35	\$2.07½
6x3 egg	1.35	2.07½
3x2 nut	1.20	1.92½
1½-inch screenings	.70	1.42½

Franklin county, as a whole, seems to have about all the domestic business it can comfortably handle without being behind with orders. Production is almost full and domestic orders are just keeping abreast of it; an almost ideal condition. Steam sizes are lagging a little. Prices are being rigidly maintained.

6-inch lump	\$1.50	\$2.22½
6x3 egg	1.50	2.22½
3x2 nut	1.50	2.22½
Stove	1.35	2.07½
1½-inch screenings	.80	1.52½

Anthracite has been very sluggish, but is beginning to pick up considerably and will probably be quite active for the balance of the month. House holders do not seem to take the usual interest in stocking up early.

Chestnut	\$7.35
Stove or egg	7.10
Grate	6.85

Smokeless and coke are both moving very well for this season of the year.

Gas house coke, all sizes	\$4.00
By-product coke, all sizes	4.25
Smokeless lump or egg	4.50
Smithing	4.25

Note.—Prices on Illinois soft coal, f. o. b., East St. Louis, Madison or Granite City, Ills., are 25½ cents cheaper than the above named rates to St. Louis, Mo.

Indianapolis Trade.

INDIANAPOLIS, IND., July 22.—(Special Correspondence.)—Market conditions on steam and domestic coal continue in Indiana about the same as they have been for the last month. About the only satisfactory feature of the situation is that prices are steady even if they are low. Operators and dealers seem to have come to the realization of the folly of cutting prices in order to get business. There is practically no free coal on the market, nearly all of the producers being content to get out just what the contract consumers demand. The movement of coal from the mines continues below normal for July. The tonnage for the month is at least a fourth less than it was in July, 1914, which was not a good month. The demand for domestic coal is about the same as usual for July. Probably the total consumption of domestic will be less this July than last. The threshers cause a slight bulge in the production of domestic, but this year the floods have destroyed hundreds of acres of wheat so that the threshing season will be cut somewhat shorter than it generally is. There have been few lucky breaks in favor of the operators and dealers. The sale of anthracite is below normal in Indianapolis and other cities. The demand for smokeless coal has fallen off, but better business is anticipated for August and September.

The following prices are being quoted by the Indiana wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
No. 4 mine run	\$1.10@1.20	\$1.60@1.80
Nos. 5 and 6 mine run	1.00@1.10	1.50@1.60
No. 1½-inch steam lump	1.30@1.40	1.80@1.90
Nos. 5 and 6 1¼ steam lump	1.20@1.30	1.70@1.80
No. 4 egg	1.40@1.50	1.90@2.00
No. 4 nut	1.30@1.40	1.80@1.90

No. 5 egg	1.25@1.35	1.75@1.85
No. 4 screenings	.80@ .90	1.30@1.40
Nos. 5 and 6 screenings	.75@ .80	1.25@1.30
Domestic lump	1.40@1.50	1.90@2.00
No. 1 washed coal	1.75	2.25
No. 2 washed coal	1.65	2.15
Brazil block domestic	2.00@2.10	2.50@2.60
Southern Indiana Field—		
No. 5 mine run	1.00@1.05	
Domestic	1.40@1.50	

The following prices are being quoted by the Indianapolis retailers, per ton: Linton No. 4 forked, \$3.00; Indiana lump, forked, \$2.75; Indiana lump and egg, screened, \$2.50; Kanawha lump, forked, \$4.25; Ohio Hocking lump, forked, \$4.25; Ohio Hocking, washed egg, \$4.50; Kentucky lump, \$4.50; Ohio Jackson lump, forked, \$5.00; Blossburg smithing, \$5.50; Cannel lump, \$6.00; Pocahontas forked lump, \$5.50; Pocahontas shoveled lump, \$5.00; Pocahontas mine run, \$4.00; Pocahontas, nut and slack, \$3.50; Anthracite chestnut, \$7.75; Anthracite stove and egg, \$7.50; Anthracite grate, \$7.25; Connellsville coke, \$6.00; Indianapolis by-product coke (all sizes), \$5.50.

EXTRA DELIVERY CHARGE.

Bags, 50c a ton extra ground floor or dumped in cellar.

Bags, 75c a ton extra, carried into cellar.

Charge for chute or wheelbarrow, 25c a ton.

Coke, bags, 60c; bags in cellar, 80c.

Detroit Trade.

DETROIT, MICH., July 22.—(Special Correspondence.)—Practically featureless, except for its inactivity, the local coal market continues the drifting, which has marked its course for two months past, and which appears to have brought it no nearer to the stronger activity, which shippers have been looking forward to with hope.

Despite the persistency of discouraging conditions, shippers generally retain their optimism and hold to the belief that the long expected improvement cannot now be much further in the future. The fact that a better balance appears to exist between the volume of sales and the quantity of consignment coal brought into the city is one of the small changes in the situation, which tends to inspire a more cheerful sentiment.

The consignment coal remains, however, as a troublesome factor in the market and while, at present, greater steadiness in prices, seems to prevail, there remains considerable coal which goes on sale at prices under schedule to assure its removal from tracks before demurrage applies. This stock includes almost all sizes and varieties of coal, though the larger sizes of smokeless are not plentiful. The supply of small coal of that type, however, is rather in excess of immediate requirements.

Almost no variation in prices has developed during the week. Fine coal on forced sale is still obtainable at from 45 cents upward and there is a good quality of lump selling around \$1.00 and occasionally a trifle lower.

Orders for anthracite are still coming in very slowly, despite the efforts of shippers to stimulate interest by pointing out the possibility of less prompt delivery a few weeks later in the season.

In the rail-lake trade the situation, instead of improving appears to have become less satisfactory than it was during the earlier months of the navigation season. Shipments from practically all loading docks on Lake Erie are lighter than for several years. Vessels operated by shippers, which have been able to obtain coal, are many of them being returned up the lakes without cargo, because of the slow movement of coal from the mines, while wild carriers having no ore contracts to fill, are obliged to wait several days for an upbound cargo.

One large shipper in Cleveland received orders a few days ago to send no more coal to Lake Superior for about three weeks, owing to the lack of storage space on docks at the American head of the lakes. The delay in distributing the coal delivered there has resulted in crowding most of the unloading docks.

Prices in the local market on mine shipment are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump	\$0.95@1.00	\$2.35@2.40
Mine run	.75@ .80	2.15@2.20
Slack	.40@ .50	1.80@1.90
West Virginia—		
Four-inch lump	1.35@1.60	2.75@3.00
Two-inch lump	1.10@1.25	2.50@2.65
Three-quarter	1.00@1.10	2.40@2.50
Mine run	.90@1.00	2.30@2.40
Nut, pea and slack	.50@ .75	1.90@2.15
Smokeless—		
Lump and egg	2.00	3.60
Nut	1.50	3.10
Slack	Open	Open
Mine run	Open	Open
Kentucky Splint—		
Lump	1.20@1.25	2.60@2.65
Egg	1.00@1.10	2.40@2.50

Nut, pea and slack	Open	Open
Fairmount—		
Three-quarter steam lump	.85@ .95	2.25@2.35
Mine run	.70@ .80	2.10@2.20
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump	1.50	2.65
Shaker egg and nut	1.15	2.30
Domestic lump	1.35	2.50
Three-quarter lump	1.25@1.30	2.40@2.45
Mine run	1.00@1.10	2.15@2.25
Nut, pea and slack	Open	Open

Twin Cities Trade.

MINNEAPOLIS AND ST. PAUL, July 22.—(Special Correspondence.)—Northwestern coal orders are being held back by the wet weather. Small grain in this territory seems to be in good shape for a large crop, but with rains almost every day, the growth of straw is very heavy and the grain in much of the territory has not yet begun to fill out. As a consequence threshing will be very much delayed.

These conditions are all having their influence on the coal business. Dealers do not want to take in threshing coal until they are sure what the crop is going to be, and as yet, many things can happen to prevent a large yield of grain. On the other hand the prospects are favorable for a good crop. If there is no rust and grain (on account of the heavy straw) does not lodge, prospects indicate one of the heaviest crops on record. Corn is not doing so well, but pasturage is heavy and stock is flourishing.

Notwithstanding the fact that all the prospects are favorable, well-posted coal men do not believe the trade will anticipate its requirements to any extent. One reason for this is found in the prospective prosperity. On account of the heavy grain yield it is expected that more money will be required this season to move the crop. This may result in higher interest rates than usual. Some dealers who made loans last year for the purpose of carrying heavy stocks of fuel in anticipation of their requirements were badly pinched, on account of the advance in the interest rates, due to the European war. This year, therefore, they are not inclined to place themselves in a position where they will be at the mercy of the banks, and this is likely to have a tendency to crowd all the business into the winter months. If an abnormally cold winter follows, coal may command a premium, but this is anticipating what may happen three or four months hence, and, therefore, any conclusions are largely speculative.

Prices on all grades of bituminous coal range steady at circular quotations or very close thereto. While all factors in the trade are eager to secure all business possible, and are exerting themselves to the limit, the lesson of a year ago is still fresh in the memory of sales agents and there is no price-cutting of consequence. Under existing circumstances this policy is the only successful one. Not one car additional of coal would be sold if prices were ragged and demoralized. Buyers are not withholding orders on account of the market, but for the reasons already stated.

Current quotations on all grades of coal sold in this territory are as follows:

	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate	\$6.60	\$7.80
Egg	6.85	8.05
Stove	6.85	8.05
Nut	7.10	8.30
Pea	5.50	6.70
Buckwheat	4.00	5.20

During July a discount of twenty cents per ton is allowed on all anthracite except pea and buckwheat, which prices are net.

	BITUMINOUS.	
Splint, screened lump and stove	\$3.40	\$4.36
Splint, dock run	3.10	4.06
Hocking, screened lump and stove	3.40	4.36
Hocking, dock run	3.00	3.96
Youghiogheny, gas, lump and stove	3.40	4.36
Youghiogheny, gas, dock run	3.10	4.06
Pittsburgh vein, lump	3.40	4.36
Pittsburgh vein, dock run	3.00	3.96
Pocahontas, screened lump or egg	4.75	5.71
Pocahontas screened lump and egg mixed	4.50	5.46
Pocahontas, mine-run	3.25	4.21
Cannel, lump	5.25	6.21
Smithing, bulk	4.25	5.21
Smithing, in 100-lb. sacks	6.00	6.96
Briquets, anthracite	5.00	5.96
Briquets, smokeless	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks	\$1.40@1.50	\$3.55@3.70
Southern Illinois egg	1.35@1.50	3.55@3.70
Southern Illinois No. 1 nut	1.35@1.50	3.55@3.70
Southern Illinois No. 2 nut	1.25@1.35	3.45@3.55
Southern Illinois No. 3 nut	1.20@1.25	3.40@3.45
Southern Illinois run-of-mine	1.15@1.25	3.35@3.45
Southern Illinois 2-in. screenings	.75@ .80	2.95@3.00

Southern Illinois coal includes Franklin county, Harrisburg and Williamson county.

New York Trade.

Anthracite Market Drags With No Snap Visible—Bituminous Spot Demand Weak.

Office of THE BLACK DIAMOND,
NEW YORK, July 21.

During this the dulllest period of the summer, there is scarcely a ripple to be noticed in the anthracite trade from week to week. This situation made be summed up as being one dull week after another, and very little improvement is looked for before the middle of August.

About the hardest thing that the operators are finding to do at the moment is to keep production restricted in line with the very limited demand that is being felt for domestic coal. This does not mean that trade is absolutely dead, for a good volume of coal is moving all the time, the Lake trade calling for regular shipments during the summer, while the all-rail eastern coal trade keeps calling for shipments, although in greatly reduced volume to what obtained during the earlier months of the present coal year.

At tidewater, one finds more dullness perhaps than at any other centers where anthracite enters largely into general consumption. This can be attributed to the fact that most of the independent operators take chances in shipping surplus coal to New York and other tidewater ports, anticipating that because of the very heavy demand for coal at these points, they will stand a chance of securing buyers upon favorable terms. At the moment, New York harbor is plentifully supplied with all of the domestic and steam sizes of coal, a great many loaded boats of the latter sizes being practically up the demurrage stage with sellers facing serious losses unless they sell promptly at fair prices. Concessions are still being made on some of the slow domestic sizes, chestnut coal at the moment being about the most stagnant. The demand for stove, which is the most favored size, is not too good even for a dull month, and certain shippers of this size where they have an accumulation, are very willing to make concessions before facing demurrage charges.

In the steam size situation, the tidewater markets are over supplied, and consequently a great deal of buckwheat coal, principally of the inferior and medium grades, are loaded in boats awaiting buyers. Rice and barley are not as long as No. 1 buckwheat, but these sizes are very plentiful and prices low if the buyer is not so very strict about quality. Choice grades of rice and barley are practically out of the market, as these are being taken upon contracts, and the restriction in mining prevents producers from securing any surplus of any amount. Pea coal is largely going to stock piles, so light is the demand for it.

The Bituminous Situation.

Some of the large shippers of contract coals report a very fair movement of these coals, but report practically no inquiry for spot lots. The spot market cannot, therefore, be quoted as being improved. One hears very little call for spot coals, except in exceptional cases at tidewater where someone has a vessel to load, and is short a few cars, or needs an unusual amount of bunkers so as to give a boat quick dispatch. The two lines that are active at the moment are the export and bunker lines, export coal continuing to go forward in large volume, though not quite as heavy as was recorded during July, when for the first time in the history of the American coal trade, seaboard coal exports reached the 1,000,000 ton mark.

However, there has been a very radical increase in the demand for bunker coals, due no doubt to the trouble in Wales, and the increase in the tonnage in bunkers together with the shipments of exclusive cargo lots, will no doubt at the end of the month show up as well as the cargo and bunker business for June. Baltimore is exporting between 50,000 and 60,000 tons per week, while Hampton Roads is running between 140,000 and 150,000 tons per week. Bunkers requirements are especially heavy just now for cargo steamers, as a great many of these are being used in carrying war munitions to Europe, and vessel owners are taking very large bunker tonnages

on this side so as to get quick dispatch when they reach their destination. Consequently those houses engaged in the bunkering trade are doing very well at the moment.

The New York harbor situation is very quiet, with a great deal of unsold coal being available both at the loading piers and in boats. Good grades of Pennsylvania steam coals can be purchased on the basis of \$1.10 to \$1.15 at the mines for prompt shipments, while at New York harbor ports, steam coals are available at \$2.35 up, fair grades at \$2.50, and choice grades at \$2.65 to \$2.80.

The Vessel Situation.

The coastwise vessel situation is not materially changed. Rates are slightly weaker for coastwise charters, though prices have not been changed to any extent since last quotation. Off shore rates are some easier, and there still continues to be a good demand for schooners for taking export coal, principally to South American points.

We quote current rates on freight as follows:

From Hampton Roads to Boston, seventy-five to eighty-five cents; to the Sound, seventy to eighty cents.

From New York rates to New Haven are thirty cents. New London, forty cents, and Providence and New Bedford, fifty cents; to Boston, fifty-five to seventy cents; Portsmouth and Portland, fifty-five to seventy cents; to Bangor, seventy cents. Harbor rates are from eighteen to twenty cents.

Prices on gross tons of bituminous coals are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.85	\$1.25
Medium grades	2.60	1.10
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein	3.00	1.40
Cheaper grades	2.60	1.05
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.50	.95
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.50	.90
Maryland—		
Georges Creek big vein	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.75
Best gas, ¾-inch lump	2.65	1.10
Best grade, run of mine	2.65	.90
Glas slack .....		.45 @ .70

New York Trade Briefs.

L. S. Evans, president of the Eastern Coal & Export Corporation of Richmond, Va., was in town Tuesday.

J. A. Renahan, vice-president of the Smokeless Fuel Company, No. 1 Broadway, was on a southern trip this week.

Joseph Gordon, one of New York's best known retail coal dealers, is visiting the Panama-Pacific Exposition at San Francisco.

W. S. Wolle, general eastern sales agent of the Lehigh Valley Coal Sales Company, is spending his vacation in the Adirondack mountains.

W. A. Marshall of W. A. Marshall & Co., No. 1 Broadway, spent several days of this week in making several of the important cities in New England.

Lemuel Burrows, Jr., vice-president and general manager of Castner, Curran & Bullitt, Inc., No. 1 Broadway, left on Wednesday for White Sulphur Springs, Virginia.

Among the retail coal companies recently incorporated under the New York State laws is W. O. Hughes Coal Company of Rome, N. Y., with a capital stock of \$5,000. The incorporators are Michael Duly, William O. Hughes, and Charles B. Connor, all of Rome.

E. J. Berwind, president of the Berwind-White Coal Mining Company of No. 1 Broadway, is on the American Line steamship Philadelphia, due to arrive in New York this weekend. Mr. Berwind sailed about seven weeks ago for Italy direct, returning via Paris and London.

A recent dispatch from Elkins, W. Va., to the Fairmont Times, states that Isaac T. Mann of Bramwell, W. Va., president of the Pocahontas Fuel Company, and Pocahontas Consolidated Collieries Company, has a very bright chance of landing the republican nomination in that state for United States senator.

The golf members of the Whitehall Club of

which many of the New York coal men are members, held a golf tournament at Oakland Course, Bayside, Long Island, on Tuesday of this week. George M. Dexter of Dexter & Carpenter, Inc., was present in the interest of the coal men, and gave an interesting account of himself in two rounds of play.

Samuel E. Vincent of the well known firm of Vincent Brothers, coal dealers of Bridgeport, Conn., died on Monday morning. He had reached the age of sixty-one. Besides being prominently identified with the coal trade of Bridgeport, he was very actively identified in other lines of trade, having with his brother Allen E. Vincent, established the first chain of cash grocery stores in Connecticut. Mr. Vincent was at one time president of the Bridgeport Business Men's Association, and he was very active in that association, especially as to legislative matters.

The Cape Cod Canal has again reduced its tolls for bulk carriers and fishing vessels, the reductions in many instances being over fifty per cent for small sized craft. The privilege of returning free when light is withdrawn, but the regular rates that have prevailed for passing light through the canal are sharply scaled. For single passage through the canal the new toll to vessels having aboard 800 tons or more of cargo, is five cents per cargo ton, against seven cents heretofore, the former right of returning gratis through the waterway, if empty, being withdrawn. Towage rates are also lowered.

On Saturday, Charles C. Rose, superintendent of the coal mining department of the Delaware & Hudson Co., died at his home at Scranton, Pa., after an illness of several months. Mr. Rose was sixty-nine years of age, and had been with the Delaware & Hudson Company for more than a quarter of a century. About twenty-five years ago he became identified with the coal company's engineering department, and it was only a short time after this that he was put in full charge of all the company's operations. He was recognized as one of the ablest men in the anthracite field, and his death will prove a serious loss to the anthracite industry.

Italian laborers still continue to leave the mining regions to return to Italy to engage in the war that their country is now waging. Recently in these columns THE BLACK DIAMOND called attention to the fact that a large number of Italian laborers were leaving the anthracite region. Investigation made by the Baltimore & Ohio railroad, discloses that more than 5,000 Italian miners have left the West Virginia regions served by this road. This investigation was due to the fact that the officials of the railroad found that the tonnage of coal being shipped was not up to normal, notwithstanding the very heavy increase in tonnage for tidewater shipment for export. It is stated that approximately 25,000 Italians are employed in the coal fields of West Virginia, and more than half of them under the Italian laws are either compelled to return and fight for their country, or face imprisonment if they return after the war is over. West Virginia is therefore faced with a serious labor shortage.

Concerning the first statement of the Delaware, Lackawanna & Western Coal Company, made public since the Supreme Court decree, which was printed last week, at which profits for the year ending June 30 were stated as approximately ninety per cent on the stock, an official of the coal company said that he wanted to forestall a criticism which he expected the statement to produce on the ground that the profits reported by the Lackawanna were on their face proof that the price of anthracite is too high. "In the first place," said this representative, "we buy our coal at the mines at the same price that all other companies pay. In the second, we have to sell it in the hardest kind of a competitive market. The reason we make money is that we have a very efficient organization, with overhead charges no larger than we would have if we did a business of only a million tons a year. Our profits come on the other ten millions or so that we sell. In other words, our selling cost per ton is so low that we do not need a wide margin between cost and selling price to make a good profit on our vast business."

Philadelphia Trade.

Exports Are Looking Up But Business at Home in All Sizes Is Not Good.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, July 21.

The "export bug" seems to have bitten deep in the trade with headquarters here and hereabout. In offices where only a passing interest was shown in shipments abroad, deep study is being given to freight rates, charters and the *modus operandi* of exporting. Even with the equipment with which the harbor is provided and all of the natural facilities that Philadelphia has for exporting, there has not been exhibited the bulk of attention to exporting coal as has been shown in other cities of the Atlantic range. True there were four or five firms soon after the war broke out that paid attention to the fact that coal, sooner or later, would be needed abroad and in South America, and these firms have gone about order getting and transporting of coal without any great to-do, but with a goodly volume of results. Within the past month at least ten firms have actively entered the competition for the foreign orders and with fair success. The record of the past week on charters for coal hauling shows that Philadelphia as a port can be expected to load quite an amount of coal in the next few weeks. Even more significant than this is the fact that direct means is being taken by other firms for coal shipments for the future. At both Port Richmond and the Greenwich piers this week, thousands of tons passed over that are destined for foreign ports. At Richmond in one day there were five boats tied up to pier 18 that were receiving coal for five widely scattered ports abroad.

Other than this, there has been no change in the solid bituminous situation. Things are dead, and that in all the broad scope of meaning of the word. Outside visitors have been few and far between and that is rightly indicative of the lack of jump or interest in a market. The pier situation has resolved itself into the former situation prior to the first week in July. True there is not as much coal on demurrage there as was shown in the last week in June, but some of it is getting dangerously near that point.

The "line" business has jogged along at the same easy running amount with the industries taking only about 40 to 60 per cent of requirements. While great newspaper talk has been made of the resumption of business by the big steel plants, coal men say that this has not been reflected in the least, locally by coal buying orders.

Little or no change has been quoted on the bituminous coals coming into this market. As one dealer put it, "Our prices are at bed rock and they can only move one way—and there has been no advance noted here."

Anthracite Situation.

Summer quietness has almost reached the stage of monotony with the hard coal people. Orders are about as scarce as hen's teeth—and that is some scarce, as George Ade would say. Western business has not been at all what had been expected, and reports from that section indicate a lack of interest until the last of September. While this is taken to mean that the dealers are not putting out coal unless cash is paid, at the same time it hurts here, for the reason that summer trade with the west is always looked for to keep the office forces busy.

Local retailers say that the past week will show the smallest movement in deliveries of any week in the year. Filling of orders given early in the season and contract business is about the only work they find to do. Chestnut and pea sizes are practically neglected, and what sales are being made are way below those quoted in circular prices. Some little betterment has been shown in inquiries for buckwheat and what strength is shown is for egg and stove sizes.

Outside of one of the big companies, the rest are working on short time at the mines,

and most of the independents are restricting their output.

Philadelphia Trade Briefs.

J. W. Burch of the J. H. Weaver Company, made a mid-week trip to New York.

Fredric Landstreet of the Punxsutawney Coal Company, left early in the week for a trip south.

Senator Horace Tompkins of the Portage Coal Mining Company, at Portage, Pa., was one of the visitors of the week.

Fred B. Kerr of the Potts Run Land Company of Clearfield, Pa., dropped in to say "howdy" to trade acquaintances the latter part of the week.

W. B. Ways of the Stoney River Coal Company and Ben Stevens of Pullman & Stevens, left last week for a fishing trip in the hinterlands of West Virginia.

S. B. Gaucher of Pittsburgh, who is connected with the National Fireproofing Company, and is interested in coal mines on the Ohio River was a trade visitor.

E. J. Fraunheim of the Logansport Coal Company of Pittsburgh, was a visitor at the coal offices of the city this week. Mr. Fraunheim is making a tour of the Atlantic Seaboard.

E. H. Brady, who has had considerable experience in the sales field in New England, has joined the forces of S. M. Martin & Co. He will be located in the local territory for the present though it is expected that with the opening of the fall he will return to Connecticut.

John Jamison and David E. Williams, Jr., of D. E. Williams & Co., went abroad three weeks ago in search of export business. They have communicated with the office here and have announced their safe arrival. It is expected that they will return in the next couple of weeks in accordance with their plans when they were last heard from.

Under the provisions of the anthracite coal tax law the first of the reports of the coal companies of their output of coal for the market, subject to the tax, was received at the office of the Auditor General of this state on Tuesday of this week. Until further notice these reports must be filed by the 20th of each month or the mine owners stand liable to the penalty clause.

In the death of Adam S. Body, who died at his home in Shenandoah on Saturday, the Philadelphia & Reading Coal & Iron Company lost the second of their division superintendents in the past two months. Mr. Boyd had charge of the operation in the Ashland, Gilberton & Girardville districts. The immediate cause of his demise was heart failure. He was one of the best known mining men in Eastern Pennsylvania, and his advice was sought in the big mining operations of the anthracite district. He rose from the ranks. He was 55 years of age.

The New York golfers, who have "dared" the golfers of the trade in this city to attend a match to be held in the fall may have things their own way, but there is a group of the local coal men who are about ready to utter a defi to those men of New York, who think that they know something about playing quoits. Three or four of the Philadelphia men have become such enthusiasts in the game that it is said, and on good authority that they play well into the evening, and when the pegs are no longer to be seen they pin lightning bugs on them in order to continue the game.

New England Trade

BOSTON, MASS., July 22.—(*Special Correspondence.*)—A further slowing up in the demand for anthracite and bituminous is noted throughout New England and particularly at this point. Many of the wholesale houses have taken advantage of the quietness and start their employees on their summer vacations.

The easing up in the contract demand for bituminous has taken the local trade somewhat by surprise and many of the trade are at a loss to give a satisfactory reason for conditions. One agent says the lack of new business may possibly be due to the fact that recent rains have given a large number of bituminous consumers ample water power to run

their plants. The real reason, another house says, is that practically all of the big New England contracts have been booked and that for the next month or so wholesalers will be obliged to depend entirely on odd-lot buying from here and there.

Another unexplainable condition is that the European demand for bituminous has fallen off recently, as has the bunker business, and the result has been a larger accumulation of New River and Pocahontas at Hampton Roads ports. As stocks at Southern ports increase, shippers are more anxious to do business, and prices grow easier. Just now New River and Pocahontas are being offered at less than the circular price of \$2.85 f. o. b. Hampton Roads price. At Mystic Wharf, Boston, the spot market is flat and nominal at about \$3.63 per ton on cars for Southern coals. Little Georges Creek is offered at that point and prices for same are reported as firm at \$3.90 a \$4.00 per ton on cars. Pennsylvania bituminous is really weak, although no material change in prices is noted. Shippers, however, are very anxious to sell, which would indicate large stocks on hand.

Many of the local wholesale anthracite houses say the all-rail demand for prepared sizes holds up remarkably well in view of the semi-stagnant condition of the cargo end. We know of one house alone that sold 125 cars of coal within a week, which is a very creditable showing when general conditions are taken into consideration. But dealers have not lost hope by any means. Prospective buyers have been in the market and will undoubtedly place orders before the end of July. Retail dealers as a whole are busier than they have been and in many instances are getting stocks down to a point where re-orders will be necessary.

Of the prepared sizes, egg and nut seem to be in better demand than stove. Pea is moving better, but cannot really be called active. Prices appear firm notwithstanding the volume of buying, a fact undoubtedly due to the marked restriction of output. Many of the mines are operating but three days a week. The spot market at Mystic Wharf is dull, with stove and egg held at \$6.10 per ton on cars, and nut at 25 cents per ton more. The shipment of anthracite to the Provinces has decreased noticeably, consumers located there evidently holding off for lower freight rates. Rates, however, are more likely to advance than decline.

The Southern freight rate market is sentimentally easier, but rates have not changed noticeably. The general asking rate for space from Hampton Roads ports to Boston is seventy-five to eighty cents per ton, while from Baltimore to Boston they range from seven to ten cents per ton more. The demand for Southern charters is quieter. Anthracite space is in lighter demand, but rates for same hold firm at fifty to fifty-five cents per ton from New York to Boston. Several of the anthracite barge owners are getting return cargoes of ice from Maine points. They get about seventy-five or eighty cents per ton for carrying ice from say Boothbay Harbor to New York and have ten days to load and discharge cargoes, during which freight rates are paid.

New England Trade Notes.

The Hocking Coal Lands Company, of Augusta, with a capital of \$250,000, has been granted a Maine charter. The incorporators are: Ernest L. McLean, Frank E. Southard, both of Augusta and E. M. Leavitt, of Winthrop, Me.

S. Austin Thayer, a Brockton coal dealer, died recently after a long illness. Mr. Thayer was 63 years old, was born at Randolph and spent many years of his life there. He went to Brockton fifteen years ago. Mr. Thayer is survived by a wife, a son and two brothers.

From January 1 until June 30, the Island Creek Coal Company turned out 1,013,221 tons of bituminous; during the same period last year the output amounted to 1,158,674 tons. In each of the first six months of this year there has been a decrease in production as compared with 1914.

Diedrich Denker, president of the Meyer-Denker-Sinram Company of New York and Mrs. Denker left the middle of July for a two months' trip as follows: Chicago, Denver, Salt Lake City, Yellowstone Park, Los Angeles, San Diego, Santa Barbara, Delmonte, San Francisco and then through the Panama Canal to New York.

Buffalo Trade.

BUFFALO, N. Y., July 22.—The anthracite shipments by lake were on a good scale last week, amounting to 119,500 tons, which cleared as follows: Duluth-Superior, 66,200 tons; Port Arthur, 12,000; Green Bay, 11,000; Milwaukee, 10,000; Chicago, 8,700; Ashland, 6,000; Racine, 3,000; Hancock, 2,000; Kincardine, 500. The week showed but little less activity than recent preceding weeks, but the near future is likely to show some decline. Upper-lake docks are well supplied with coal and until much of this is removed there will be a falling off of shipments from this port. The large companies are already curtailing their operations, and though this is an early date for such a step to be taken it is made necessary by the fact that shipments began on a heavy scale early in the season. The fall shipments will be large in anticipation of trouble at the mining regions when the scale comes up for deliberation next spring.

Dealers are ordering scarcely any anthracite at present and there is very little doing with any of the companies. The outlook is for quiet times in the trade in the near future and most dealers are carrying fair supplies, which are not being depleted to any extent.

Bituminous trade is slowly improving and shippers notice that orders are being placed with more freedom than several weeks ago. Domestic business in industrial lines is increasing, while the number of plants busy with foreign orders is also larger. Reports from the steel trade are favorable and many plants are now working nearly to capacity. There is more strength than for some time in the coke industry. The lake trade is still on a small scale, with not much prospect of betterment for several weeks. The different ports are still fairly well supplied with coal and not much interest is being taken as yet in getting in more.

Coal prices are weak, particularly slack, but there is no greater weakness prevailing than heretofore. Some call the slack market stronger than several weeks ago, but there is much room for improvement. A pretty large amount of consignment coal is being shipped into the market and this feature depresses the price situation. Spot business is on a very small scale and there is always plenty of coal offering. With trade showing some improvement, however, it is expected that prices will soon show a gain.

Buffalo Trade Briefs.

H. S. Hastings, treasurer of the Shawmut interests, was a visitor here this week.

The Roberts Bros.' picnic, which was given on July 17th, was the usual success, being attended by more than 200 guests from many points, including New York, Chicago, Pittsburgh, Cleveland, Minneapolis and elsewhere. This picnic was first given in 1891, and every year since, except 1910, when E. C. and W. T. Roberts, were both away, and C. T. Roberts, the youngest brother, was already in Chicago. Begun as a fishing-day off among friends in the coal trade, it after awhile settled down to a regular excursion around Grand Island and down the Niagara River, and in late years no other trip was thought of. Closing as it possibly does this long series of unbroken fine times, this picnic was perhaps the most successful one of them all, and as one of the attendants remarked was a great tribute to the popularity of the Roberts Bros., there being so many busy men from such a wide territory eager to accept the annual invitation. There was nothing formal about the picnic, though the usual ball game was played at the principal stop, the Smooth and Slick Club, on Grand Island. The boat returned to Buffalo, reaching her dock at sunset in time for those who did not wish to leave at once for home.

James W. Ganoe, a well-known Allegheny Valley operator, died suddenly at his home at Phillipston, Pa., on July 18th, aged about 80 years. He had been engaged in mining operations in that territory for forty years or so, previous to which time he had been engaged successfully in oil and lumber business. His last mine, the Montrose, was sold out not long ago on account of his ill health, but he still owned the general store in Phillipston, which he had maintained for a long time. It was under the management of his son, Charles Ganoe. For some time the deceased had not

been in good health, suffering from heart disease, but against the better judgment of his friends and perhaps himself, he attended the Roberts Bros.' picnic at Buffalo on the day before his death. It was observed by all that he was not his usual self and he went to the hotel and to bed as soon as the boat returned from the trip around Grand Island. He was taken home with difficulty the next day, dying soon after arrival there. He had been a captain in the Civil War and bore an excellent war record. His lively disposition and good business talent made him well-known and liked throughout Western Pennsylvania and beyond. He leaves a wife and grown-up children.

Baltimore Trade.

BALTIMORE, July 22.—(Special Correspondence.)—Everything seems to point to better times coming in the coal trade. Whether this upward movement for improved conditions is coming gradually or will arrive with a rush after the first signs of betterment is a point of doubt. But most coal men, despite the fact that demand and prices have not improved to an appreciable extent as yet, feel that there can no longer be a doubt that better times are at hand.

The railroads are at last in the market for supplies in anticipation of heavier hauling, the steel works are filling up with orders, general business conditions are improved and the export coal trade is holding up in splendid shape. During the past week the Baltimore and Ohio Railroad came forward with a big equipment order for 2,000 steel hopper cars, and this was frankly stated to be in line with an expected great increase in coal tonnage shortly. The Maryland Steel Works is busy in many of its departments, with other big work in sight, and the machine shops and smaller iron plants of the city are working overtime on war and other orders. It is not to be denied that there is still a certain amount of depression in other lines, but everything is now hopeful for a change right along the course of trade.

That the export business of the port on coal is holding up well is shown by the fact that 57,846 tons was exported from here during the past week, an increase of about two thousand tons over the week previous. That the month's shipments will exceed 200,000 tons is apparently assured.

At the mining centers there is talk of this or that mine starting up or of increasing production, despite the fact that coal is still offering very cheap in many places. Better grades, as is nearly always the case, are beginning to tighten up, and that the whole list will soon be touched for the better is apparently assured.

Prices to the trade at the mines may be quoted as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.80 @ .85	\$2.23 @ 2.28
Run of mine .....	.70 @ .80	2.13 @ 2.23
Slack .....	.45 @ .50	1.88 @ 1.93
Somerset—		
Best	1.25 @ 1.30	2.43 @ 2.48
Good	1.10 @ 1.15	2.28 @ 2.33
W. M. R. R.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
B. & O.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
P. R. R.—		
Best South Fork	1.35	2.53
Miller Vein	1.10 @ 1.15	2.78 @ 2.83
Ordinary .....	.90	2.08

Summer deliveries of fair proportion are being made here of anthracite for household use, but the steam sale business is very unsatisfactory. Most dealers here have come to recognize the summer season as a necessary evil, however, and they are philosophical enough to say that most of the delayed trade will be made up in the late summer and early fall.

The Baltimore and Ohio's \$2,500,000 equipment order, including 2,000 steel hopper cars, was distributed between the American Car & Foundry Company, the Pressed Steel Car Company, and the Cambria Steel Company.

In what is claimed as a record for speed, the Maryland Steel Company has delivered to the A. H. Bull Steamship Company the new steamship Edith, one of nine vessels building by the marine department of the works. The keel was laid February 16 for this 338-foot ship, and by completing her three months ahead of contract time the steel concern wins a \$9,000 bonus.

The first coal to be loaded here for some time for the South African French colonies was cleared during the week on the British steamer Black Friargate.

Denver Trade.

DENVER, COL., July 22.—(Special Correspondence.)—While the local retail business still continues dull, there seems to be a somewhat better demand for all grades from country dealers. Cold rains and in some instances severe hail storms have served as sharp reminders of the season only a few months away, and there has been an increase in the volume of orders which have also been more liberal in extent.

Lignite operators report a slightly better business for the week, average running time for the district being about two days. There is much activity throughout the Northern district in preparation for winter months.

Trinidad mines are all busy. Steel mills requirements are unusually heavy and there is a better output on storage. Walsenburg and Routt county also report a decided increase in storage bookings as compared with last week.

All grades of slack are in slow demand with prices unchanged from last week.

The following prices are ruling for lignite f. o. b. mines: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. Points outside of Denver, lump, 2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Canon City District—	Lump	Nut
For shipment May and June	\$2.50	\$2.00
For shipment July and August	2.75	2.25
Add 25 cents to above prices for washed nut.		
Walsenburg District—		
For shipment May and June	2.50	2.00
For shipment July and August	2.75	2.25
Washed nut 25 cents per ton additional.		
Chestnut, \$1.25 for entire season.		
Trinidad District—		
For shipment May and June	2.00	1.75
For shipment July and August	2.00	1.75
Routt County District—		
For shipment May and June	2.50	2.00
For shipment July and August	2.75	2.25
Western Slope District—		
For shipment May and June	2.25	....
For shipment July and August	2.50	....
From Baldwin, shipments for points east of Denver are 75 cents per ton less than Walsenburg prices.		

Denver News Notes.

Guy Fox, manager of the New Fox mine at Marshall, in the Northern lignite district, is lying at the point of death as the result of a recent accident. A few days ago, while running a train of cars down a grade at the mine, he lost control of the locomotive and in some unaccountable manner was crushed between two cars. He was injured internally, but has a chance for recovery.

The Rocky Mountain Fuel Company is planning extensive improvements that will make possible a greatly increased output this fall and winter in its holdings in the Northern lignite district. One hundred men will shortly begin the work under the direction of expert engineers. The Shamrock is to be made a shipper by the completion of a railroad spur new being built from the Puritan spur direct to the Shamrock shaft. A much larger force will be employed at both mines beginning October 1.

Colorado coal operators have arranged to meet the requirements of the new workmen's compensation law which becomes effective August 1, by the organization of a mutual insurance company at a recent meeting in Denver. It will be known as the Mutual Liability Insurance Company.

Practically all of the operators in the state will carry their own insurance rather than in the state fund or in regular insurance companies. The Rocky Mountain Fuel Company and the Victor-American, two of the largest concerns in the state are members of the mutual organization. The Colorado Fuel & Iron Company will it is said, carry its own insurance. Incorporation papers have been prepared and the following named as directors: D. C. Brown, S. S. Murphy, Harry Van Mater, S. M. Perry, Lewis A. Hayden, W. W. Curtis, J. A. Osgood, William Harris and R. L. Snodgrass. The mutual company will write insurance for the operators on a basis of \$4.60 per \$100 of their payrolls. It is stated that the business can be carried for \$4 on the \$100 basis and a surplus accumulated to take care of the first \$25,000 loss and to reinsure the excess. In the event of an unusual catastrophe before the accumulation of \$25,000, the contingency will be met by assessment.

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Have Ohio's Miners Killed Ohio's Coal Trade?

At this time, a year ago, it seemed that the coal mining situation in Ohio was tangled up as badly as was possible. The facts are these: The Ohio operators, along with those in western Pennsylvania, a portion of Indiana, the newer districts of West Virginia and eastern Kentucky, had been paying the miners on a lump coal basis. This practice had been in vogue for over fifty years. The mines had been equipped accordingly. The furnaces and habits of coal buyers had by long usage been fixed to accord with this system. Without consulting the wishes of the consumer; without knowing whether the coal operators could finance the change in mine equipment; and, without any assurance that competing districts would make a similar change, the miners had procured the passage of a law which substituted the mine run for the lump coal basis of payment.

It seemed, then, that the Ohio mines were placed in as embarrassing a position as was possible. That is, to make the change, it would cost more to produce coal because new practices were introduced; the investment would be larger because of new and different screens; the relations with customers would be disrupted because new sizes would demand new furnaces; and the operators would be thrown out of competition with the other mines in the other districts because of changes in prices, sizes, etc.

What the Effect Was.

It seemed inevitable that the operators of Ohio had been ruined by one thoughtless act of legislation. After a year and a little more under the new system, it is necessary to make another survey of the Ohio situation. That proves that the present plight of the operators is even worse than it was a year ago. Indeed, if a death blow has not been struck at the coal mining business in Ohio, some miraculous change must take place at once, first, in the sentiment of the body of the miners, and, second, in the attitude of the consumers of coal toward prices.

The present situation in Ohio is so disturbing it is necessary to take it apart and to look at it in detail to get a comprehensive idea of it. As a foundation, the present situation in the state must be outlined.

Ohio has several producing districts but these can really be divided into major districts. Those are the Hocking Valley field and the affiliated mines and the Pittsburgh No. 8 or eastern Ohio field and the affiliated mines.

In August, last year, the Hocking Valley group signed up with the miners. As a consequence of agreeing to pay the miners on the mine run basis, all of the tipples had to be changed. A good part of that work has been done within the last year.

After a year, the Hocking group finds that the selling price of coal will not pay the higher wages of the men and interest on the larger investment. About half of the mines in the Hocking district are closed: the other half may be forced out of business before long.

The eastern Ohio, or the Pittsburgh No. 8 field, did not surrender to the miners but endured a strike that lasted over a year. Today, a temporary scale has been agreed upon. But the whole district was out of the market so long that its business has been taken, in major part, by operators in other fields. Some of its operators had become discouraged; they have closed permanently their mines and have invested what money they could command in new properties in West Virginia. They thus have kept some of their old customers but to do it had to abandon their Ohio properties.

The Gallagher Bill.

The facts of Ohio are that about half only of the mines are now in operation a part of the time. Those that are running have no possibility of paying anything on the investment.

In the meantime, the situation was presented

By Disregarding Competitive Conditions and by Forming a Partnership With Politicians, They Have All But Hopelessly Entangled Conditions.

to the officials of the state government. They saw that one of the state's biggest businesses was being ruined by this thoughtless piece of legislation. Accordingly they repealed, in effect at least, the Green anti-screen law and passed in its place the Gallagher law. This permits individual operators and individual miners to make contracts on any basis they please and hence regardless of the mine run basis demanded by the Green act.

There was possible this much salvage out of the wreck: The mines which remained on strike—those which lost their business—were given the privilege of making proper labor contracts in future. Also, new mines or those hereafter opened, if any, in Ohio, will have the limited advantage of that statute.

However, the Gallagher bill cannot recall the agreement made with the Ohio miners in the Hocking field. It cannot persuade the men to change the character of the contract in future and thus to surrender the advantage gained by force of law. It cannot certainly recall the investment in tippie equipment which the Hocking operators had to make. Those mines, in consequence, are still in a position which is potentially, if not actually, one of ruin.

The Miners' Point of View.

These are the uncomfortable facts in the situation. But the reason for this imposition is not clear until we take into consideration the point of view of those who forced this change.

Society, from time immemorial, has tried to consider business from three points of view—that of the worker, that of capital, and that of the consumer. These were considered the three co-ordinate rights, equal in force and effect. They made a triangular consideration.

By later developments we have introduced a fourth factor—the carrier. Thus the triangle is changed to a quadrangle. Today no question is considered settled, with any degree of permanency, until there are considered the co-ordinate rights of the worker, capital, the consumer and the carrier.

In the Ohio mine situation the rights of all others were disregarded while the worker with his "me first and my rights above all" complicated the situation by his ruinous greed.

This is a harsh statement unless it is explained by taking apart the position of the laborer and analyzing what he calls his "rights" as opposed to the three other and co-ordinate rights which must be considered in any business situation.

The Wage Earner's Share

In a legal sense, it is considered that every worker has a right to a living wage. But what is a "living wage" is a moot question, first, because the standard of living has changed, and, second, because three other rights to a "living" must be satisfied from the selling price of coal. For example, capital has a right to a living return on investment. The carrier has a right to a living rate for its services. The consumer has a right to a living price at which he buys his coal.

Thus a miner might consider that a "living wage" for him would permit him to own a commodious, modern house and to enjoy not only the comforts but the modern luxuries of life. While those things are desirable, and he cannot get them all if to do so he had to strip the other three of their equally definite rights.

In the more vital sense, the right of the worker to what he considers a "living wage" is modified by what the miners are willing to

accept in a competing field. For example, Ohio cannot pay \$1 a ton for producing coal, if West Virginia is paying forty or fifty cents a ton.

The Ohio miner, when he made his demands, left out of consideration the co-ordinate rights of capital, of the carrier, of the consumer, as well as what was the common wage paid in the big competing field. Instead he went headlong into a conference with the operators and tried to compel them to pay him more than common sense indicated the business could stand. When it was clearly proved by the operators that the demands were impossible, the miners went to politicians of Ohio and formed a partnership. The implied consideration was that the union vote would be cast for any man or party that would enact a law compelling the operators to surrender to the miners' union in the matter of the mine run basis.

The Material Consequence

This attitude of the miners began the complication which grows as the weeks pass. Now that the miners have plastered their self-interest over the Ohio mine mouths the other three factors in the quadrangle are coming to demand consideration of their rights, also. Investors are saying: "What about us? Are we to continue to invest our money for coal land and coal producing equipment to turn all of the rewards over to the laborer? He has nothing invested. He cannot work even if we do not provide him a working place. Is it a proper conception of justice in modern society that we shall give him the coal to mine and the coals, while he takes all the return?"

Next comes the carrier, and says:

"What about us? Are we to invest money in rights of way, railroad tracks, cars, locomotives, distributing yards, and are we to employ men to man these trains and to carry and distribute this coal solely that the miners may be given employment? We are not interested in the mines. We are not even employing these men. We have nothing whatever to do with them. Are we out of consideration for some one not connected with us to be compelled to surrender even a hope of return that they may get all they want?"

After the carrier comes the consumer, who asks:

"What about me? I have been paying higher prices for coal for many years. I am paying today almost the same price for coal now that I did twenty-five years ago. All the while coal producing machinery has been improving the process of coal production. With each improvement in mechanism the cost of production naturally should come down. I have patiently borne the old burden for years. Now, I think it about time I should get some benefit of modern conditions. I should pay a lower price on coal than I have been paying. But, these miners, who are human beings the same as I am and who have no larger family obligations than I have, ask me to waive my rights in modern inventions that they may get all the benefit. They ask that I go even further and actually pay more for the coal than I have been paying. The only reason is that they may satisfy their personal desires. It is an outrage even to ask me to surrender. It is an expectation of a decrease in price. It is out of the question to expect me actually to pay an increase."

The Discouraging Truth

But these considerations—sound as they are—are swept away by two major facts. One of them is that the Green law was on the statute books for just long enough to change the whole Ohio situation to favor of the miners. That is, regardless of its sound and logical plea, capital has been robbed of all present and possible return on Ohio coal. Despite the plea—and the logical one—of the railroad, the

(Concluded on page 87.)

Decision of the Commission On Spotting Charges.

The first impression of the decision of the Interstate Commerce Commission in the matter of the spotting charge was that it was a wholesale victory for the shippers and receivers of freight. An excerpt of this decision was printed last week.

A careful reading of the decision does not bear out this assumption. The commission divides its decision three ways:

First, it shows that under ordinary conditions the line rate covers the placement of cars whether they are on private tracks or on railroad tracks.

Second, it says that if industrial tracks were not provided, all the business would have to be done on the railroad's tracks. Those at present are incapable of doing the work and the railroads could not provide the additional facilities without an enormous increase in capital. Also receivers and shippers of freight announce definitely they would not use public tracks even if provided.

These two parts of the decision indicate a victory for the protestants in the case of the proposed spotting charge.

Third, the commission shows that two classes of switching charges are performed. One of them is the first placing of the car for loading or unloading. This, it says, is covered by the line rate and the railroads in future will not be permitted to increase the charges for that service.

The second is a shifting of the cars after the first placement in order to spot them exactly for the convenience of the shipper or receiver. This is an additional service not covered by the line rate and for which the railway may charge if it chooses.

The commission hints at a possible schedule which the railways may devise that will increase the rates for service not covered by the line charge.

Thus the spotting case is not ended but merely begun. The railroads undoubtedly will conform to that suggestion and there will be need for contention over the justice of the rates which the railroads will propose.

The commission even hints at the ultimate desirability of separating line charges from terminal charges but says that before that is possible there must be first a careful compilation of cost on the new basis or one that will show what line service costs and what terminal service costs. The rates must bear a certain relation to what it costs to carry goods in the two divisions.

The decision of the commission failed of unanimous support because Commissioner Harlan dissented.

The report of the commission was in major part:

"This proceeding involves the propriety and reasonableness of a proposed charge for placing cars upon industry spurs or private sidings, or upon the tracks of industrial plants, at convenient points for loading and unloading.

"This charge, which is called a spotting charge, is proposed by the principal railroads in central freight association and trunk line territories, to become effective at different dates from April 20, 1914, to July 15, 1914, inclusive. The respondents announce in the suspended tariffs that they were filed to comply with a suggestion of the commission in the Industrial Railway case. The proposed spotting charge is five and one-half cents per ton, minimum \$2 per car, and the service for which the charge is proposed is defined in the suspended tariffs as follows:

"Spotting service is the service beyond a reasonably convenient point of interchange between road haul or connecting carrier and industrial plant tracks' and includes:

"(a) One placement of a loaded car, which the road haul connecting carrier has transported, or

"(b) The taking out of a loaded car from a particular location in the plant for transportation by road haul or connecting carrier.

"(c) The handling of the empty car in the reverse direction."

"The industries to which the charge applies are divided into three lists. The first of these lists appears in the tariff of the Pennsylvania Railroad Company, which may be taken as typical, under the heading: List of industries having 'industrial plant tracks' connected with the tracks of these companies on which these companies performed spotting service in the past and on which they will, if desired, continue to perform such service

The Line Rate Covers the First Placement, But Any Other Switching Service May Be Subject of an Extra Charge.

on and after the effective date of this tariff at the charge provided herein.

"The second list appears in the same tariff under the heading: List of industries having 'industrial plant tracks' connected with the tracks of these companies on which the industry has performed spotting service in the past. The charge of these companies for performing spotting service for the industry on its plant tracks connecting directly with the tracks of these companies will be as per this tariff, provided the performance of this service by these companies is shown to be practicable and is agreed upon.

"The third list appears under the following heading: List of industrial railways (incorporated). These companies will perform 'spotting' service on or over the tracks of these railways only by special agreement.

Basis of the Charge.

"The basis of selection of industries, if there may be said to have been any such basis, varied with the different respondents. The necessity for an intraplant service in addition to the movement of cars incident to the receipt and delivery of carload freight seems to have been controlling in some cases, but in general the industries were arbitrarily selected, and range from the ordinary mill or factory with a single spur or private siding to the large iron and steel industries having an interior system of rails called a plant railway.

"Considerable testimony was presented by both respondents and protestants with reference to the physical layout of the tracks over which the service is performed, the character and extent of that service, and the approximate cost thereof.

"It does not appear that the terminal facilities of the respondents, exclusive of industry spurs, private sidings, and tracks of industrial plants, are now adequate for the receipt and delivery of all carload freight, which they have been accustomed to receive and deliver upon such tracks at convenient points for loading and unloading, and respondents do not show that they could provide such terminal facilities, but some of the protestants testified that if such terminal facilities were provided by the carriers they would not use them.

Railways Seek Advice.

"It is admitted by the principal respondents that the proposed charge and also the lists of industries named in the tariffs are tentative merely, and that if the tariffs should take effect as filed unjust discrimination would result in that there are many industries not named in the suspended tariffs for which the respondents perform without an additional charge therefor the same service for which they propose to require the industries named in the suspended tariffs to pay the spotting charge in question. But while these respondents concede that the proposed tariffs can not be justified, they ask us to indicate how far they may go in imposing spotting charges.

One of the respondents, the Chesapeake & Ohio Railway Company of Indiana, insists that its proposed charge is justified by the mere fact that the industries upon which it proposes to impose the charge are located upon a private track, which it does not own or control, and which is not a part of its terminal facilities. This respondent concedes that the line-haul rate covers the transportation to and from the point of connection of its tracks with the track on which the industries are located and which it claims to be a private track, but it insists that it has no right to perform any service over a private track without making a charge therefore in addition to the line-haul rate, and that it not only may but must add to the line-haul rate a reasonable charge for the switching of cars between the industries in question and point of connection of its tracks with tracks on which the industries are located.

Line Rates Cover.

"The protestants insist not only that the proposed tariffs can not be justified, but that the line-haul rates cover the placement of cars upon industry tracks at convenient points for loading and unloading without regard to the size of the plant or the ownership or control of the tracks over which the cars are moved, and that no charge for the spotting service in addition to the line-haul rate could be justified.

"It has long been the custom of carriers in this country to receive and deliver carload freight

upon spur tracks leading to private industries at convenient points for loading and unloading without imposing any charge for that service, in addition to the line-haul rate, and in the Los Angeles case (18 I. C. C., 310), we held that where this service is merely a substitute for team-track receipt and delivery of carload freight the line-haul rate covers the service for the reason that rates generally in this country have been constructed upon that basis. Our order in that case was upheld by the Supreme Court Los Angeles case, 234 U. S., 293.

"The mere size or complexity of the industry is not controlling in determining whether or not the line-haul rate covers the receipt or delivery of freight at the door of the plant. The service involved in the placement of cars for loading or unloading at an isolated industry to which a single spur leads may be as great as that rendered in the placement of cars for loading or unloading in a large plant having an intricate system of interior tracks. Indeed there is testimony tending to show that by reason of greater density of traffic and greater tonnage the cost of spotting at the larger industries is less per car than at smaller industries. At the large industries the trunk line may render interplant services in the movement of cars from place to place within the plant during the processes of manufacture which it has no occasion to render at smaller industries, and for such services an additional charge should be made; but where the service rendered is merely a substitute for the service, which would be required if the movement were to or from a team track, an industry spur, or a private siding, nothing should be added to the charge for the line haul.

"As existing rates must be deemed to have been constructed to cover the customary placement of cars at factory doors, whether upon an industry spur or private siding, or upon the tracks of an industrial plant, and the outward movement of cars from such tracks, without regard to the size or nature of the plant, to now add a charge to the line-haul rate for that service would be revolutionary.

Commission's Suggestions.

"While we have from time to time called the attention of the carriers to the possibility of increased revenues from certain sources, and have suggested that it might be that the carriers ought to make a charge in addition to the line-haul rate for some services in connection with the movement of cars within industrial plants, for which no such additional charge is now made, we have never intended to suggest that an additional charge would be proper for services, which by long continued general custom and usage have been treated as covered by the line-haul rate.

"In General Electric Co. v. N. Y. C. & H. R. R. Co. we stated that common carriers could not be called upon as a part of their contract of transportation to make deliveries through a network of interior switching tracks constructed as plant facilities to meet the necessities of the industry, but the case did not require a decision of that question. The point actually decided was that the complainant was not entitled to an allowance from the carrier for a service, which the carrier was ready and willing to perform, and which the complainant performed because it was not convenient for it to permit the carrier to perform the service.

"As said by the Supreme Court in Atchison Railway Co. v. United States, whatever transportation service or facility the law requires the carriers to supply they have the right to furnish, and it does not follow, therefore, that because the line-haul rate covers the movement of cars incident to the receipt and delivery of carload freight on industry spurs, or on the interior tracks of industrial plants, that the owner of the property transported may in every case receive an allowance from the carrier when he performs that service.

A Question of Allowances.

"In Industrial Railways case, the commission also expressed the opinion that the line-haul rate does not cover the movement of cars incident to the receipt and delivery of carload freight at large industrial plants, where the movement is through a network of interior tracks, but in that case also the question presented was one of allowances, and we did not undertake to determine the number of tracks over which the cars must move prior to their receipt or delivery by the carrier in order to deprive the owner of the property transported of the right to an allow-

ance for the service. We did, however, in that case, recognize the fact that the line-haul rate may cover the service of spotting a car at the factory door on a private siding, as we there said:

"Under the common law as construed in the practically unanimous decisions of the courts, a delivery of carload freight to a shipper having a private siding is made by shunting the car upon the switch, clear of the main tracks. *All services upon the siding beyond that point, in placing the car for loading or unloading at a particular spot convenient to the shipper, are what may be called volunteered services in the sense that they are in addition to the main-line haul and in excess of any obligation of service by the carrier at common law.* Nevertheless, the custom of making deliveries at the warehouse or factory door on private sidings is one of long standing in this country, and *under certain language in the act it is possible that the carriers may be required upon reasonable compensation, to do this spotting as it is called.* We find no authority, however, English or American, that holds or intimates that the line carrier, in connection with the main-line haul, is under any obligation to spot a car at the factory door on a private siding except upon reasonable compensation included in the rate itself or set up in the form of a special charge."

Conditions Variable.

"There may be cases in which the spots at which cars are placed for loading and unloading in complex industries are so located that the request for the receipt and delivery of carload freight at such spots could not, in view of general usage, be regarded as reasonable, and where a charge for the spotting service in addition to the line-haul rate might therefore be justified, but the mere fact that an industry is complex, or that it requires an interplant service in addition to the receipt and delivery of carload freight, is not sufficient to justify an additional charge for the placing of cars at the door of the industrial plant for the receipt or delivery of carload freight. *The line-haul rate, however, covers only one placement of the car for loading or unloading, and an additional charge should be made for each additional placement of the car for that purpose.*

"The mere fact that many individual plants are operated together as a single industry does not deprive the industry of the right to such a service in the receipt and delivery of carload freight at each of the several plants as that plant would be entitled to have if it were operated separately, unless the collective operation so far removes the necessity for such a service as to make it unreasonable for the industry to demand the service.

"To permit the carriers to add to the line-haul rate a charge for the movement of cars incident to the receipt and delivery of carload freight at industries selected because of their size or complexity, or upon some other basis equally uncertain, while treating a like service at all other industries as covered by the line-haul rate, would result in unjust discrimination of a flagrant character.

The Private Spur.

"The argument that while the line-haul rate may cover the movement incident to the receipt and delivery of carload freight when that movement is over an ordinary industry spur, it does not cover a like service when the movement is over the interior tracks of an industrial plant, is founded upon the assumption that the carrier and the industry have the joint use of the industry spur while the interior tracks of the industrial plant are used exclusively by the industry. The fact, is, however, that the service, which the carrier renders in the movement of cars over the interior tracks of the industrial plant for the purpose of receiving and delivering carload freight of the industry is public service, and the tracks are used both for that public service and for the private purposes of the industry. *It is immaterial that the carrier may not use the tracks for all the purposes for which it uses the ordinary industry spur. The difference is merely one of degree and not of kind.*

"Especially ought the tracks of the industrial plant to the extent that they are used by the carrier for a public service be treated as a part of its terminal facilities where the carrier does not show that it would be possible for it to provide the necessary terminal facilities in any other way.

"The public interest is served in many ways by permitting the carriers to use the tracks of industrial plants as a part of their terminal facilities. *The exclusively owned terminals of the carriers are thereby relieved of a heavy bur-*

den under which they would either break down completely or be so congested as to greatly inconvenience shippers who are compelled to receive and deliver their freight in those terminals. The distribution of terminals also tends to prevent the undue concentration of industries and consequent concentration of population, thus aiding the solution of one of our social problems.

Proposed C. & O. Charge.

"The proposed spotting charge of the Chesapeake & Ohio Railway Company of Indiana requires separate consideration. The industries to which it is proposed to apply this charge are located on the tracks of the Muncie & Western Railroad at Muncie, Ind. In re Muncie & Western Railroad Company, we held this road to be a mere plant facility of the principal industry located thereon, and not entitled to a division of joint rates with the trunk lines. That case is now pending on a petition for rehearing by which we are asked to reconsider that finding.

"There are only two industries on the Muncie & Western, and these industries are served by two belt lines in addition to the Muncie & Western. The principal one of these two industries has a large plant, and the three lines referred to serve different parts of the plant. When the movement is over either of the two belt lines the Chesapeake & Ohio of Indiana absorbs the switching charge of that line and gives the shipper the Muncie rate, but it now proposes to add to that rate a minimum charge of \$2 per car when the shipment moves over the Muncie & Western. If the Muncie & Western is a mere plant facility, the line-haul rate of the Chesapeake & Ohio of Indiana to and from Muncie covers the movement of cars incident to the receipt and delivery of freight on that track. If that road is a common carrier, the addition to the line-haul rate of a charge for the switching of cars over that road to and from industries located thereon would create an unjust discrimination so long as the trunk line absorbs the switching charges of other roads, which serve the

same industries, as it now does, the service in each case being substantially the same. The only reason which the Chesapeake & Ohio of Indiana gives for imposing the proposed charge for the switching of cars over the Muncie & Western Railroad, to and from the industries thereon, while it absorbs the switching charges of other roads, which serve the same industries, is that such other roads are common carriers, while the Muncie & Western Railroad, as the Chesapeake & Ohio of Indiana claims, is only a plant facility. It is unnecessary, therefore, in this proceeding to determine whether the Muncie & Western is or is not a common carrier, as in either case the proposed spotting charge has not been justified.

The Broad Question.

"With the growth of terminal areas and the consequent increase of terminal expenses, there may be a growing need for a separation of the charges for line-hauls from the charges for terminal services, and a graduation of charges for terminal services so that each industry within the terminal area will pay in proportion to the service it receives in addition to the line-haul, if such a system should in the future be deemed to be preferable to what now obtains; but before that could be done there would have to be a separation of the cost of the line-haul from the cost of the terminal service, and a complete reconstruction of rates.

"We conclude, therefore, and find that the respondents have not justified the suspended tariffs, and an order will be entered requiring those tariffs to be cancelled. The respondents may, however, file new tariffs providing for spotting charges in those instances in which the terminal services performed exceed the services which under established custom is, or should be, performed for the line-haul rate, in accordance with the views expressed in this report.

"Commissioner Harlan dissents from the conclusions of the commission in this proceeding and will later file a separate report."

Convention of Mining Congress Called.

Herein are given some points in the official call for the meeting of the American Mining Congress just issued by James F. Callbreath, the secretary:

"A meeting of the active members of The American Mining Congress is hereby called to meet at the Exposition Memorial Auditorium, San Francisco, Cal., September 21, 1915, at 7:30 p. m., for the purpose of electing six directors; one director to serve for a period of one year to fill vacancy and five directors to serve for a term of three years, to succeed Mr. D. W. Brunton, Mr. George H. Dern, Mr. Falson Joslin and Mr. Harry L. Day, whose terms of office expire, and for the transaction of such other business as may be properly brought before said meeting.

Instead of assigning certain times for the discussion of the several subjects a general program will be outlined, and at the first meeting the convention will decide how much time shall be given to the discussion of each subject.

The Public Lands Question.

"Whether the Federal Government shall lease the coal, oil and phosphate lands and water powers, or whether these shall pass into private ownership and subject to the state taxing power, is a question of vital importance to the West.

"As an illustration: The coal reserves of the State of Wyoming are estimated at 424,085,000,000 tons. Let us suppose that twenty-five per cent of this estimate is available for production. A royalty of two cents per ton to the Federal Government would amount to two billion dollars. If ten per cent of the estimated coal were to be placed on the market during the next hundred years, it would mean at two cents per ton royalty, eight hundred million dollars—or eight million dollars annually, to be derived by the Federal Government from Wyoming, while Pennsylvania and the other great coal producing states of the East would go entirely free from paying similar tribute.

"Ten per cent of the estimated coal reserve of the states of Wyoming, Montana, Colorado and Utah, at two cents per ton royalty, would net the Federal Government twenty-five hundred million dollars,—one-third more than the aggregate bonded indebtedness of all the states and cities of the United States.

"The water powers of the west are more valuable than its coal reserves, and a most modest

royalty will net a fabulous income, all of which will be a special tax upon the western states for the support of the National Government, not imposed on the eastern states.

"This is one of the least important reasons why the west protests against the proposed leasing and water power bills. The question is one which has direct bearing upon mining development and operation, and should receive the serious consideration of the convention.

Co-operation in the Coal Industry.

"Destructive competition is one of the controlling elements in creating an appalling condition in the bituminous coal industry. First, 2,500 lives are sacrificed and more than 100,000 men are injured annually, in the coal industry.

"Second, approximately 200,000,000 tons of coal are wasted annually, being sufficient to exhaust about 35,000 acres of our best coal lands.

"Third, more than 500,000 workmen engaged in the bituminous industry are idle more than 100 days each year.

"Fourth, more than \$900,000,000 of capital engaged in the bituminous industry is idle more than 100 days each year.

"The peculiar conditions surrounding this industry serve to aggravate these conditions which tend directly toward destruction of the small producers and the creation of a permanent monopoly in coal production. Complete co-operation between operator, miner and consumer is essential to the best results. The question is national, not local.

"With the market price of coal lower than in any other large producing county, it would seem that export coals lying near the seaboard should absorb the trade of countries lying much nearer to us than to the countries which are now furnishing the larger part of the coal used. The Latin-American countries during 1914 imported approximately \$96,000,000 worth of coal, of which the United States supplied less than twenty-five per cent.

"The Federal Trade Commission is especially authorized to investigate conditions in competing countries which permit trade combinations, but lacks authority to approve similar combinations, in order that the business of this country may be put upon an equal competitive basis. A discussion of the means through which our export trade may be so developed as to serve the public good will be welcome."

Uniform System of Accounting and Costs.*

By Homer D. Jones.

During the past few years, I have been advocating uniform costs and systems in the coal trade, sincerely believing that the coal business is just as dignified as banking or railroading, and it can also be conducted on as scientific a basis, consequently when we as a whole rise above our present slipshod methods of bookkeeping and accounting, the industry will gain the respect and dignity from the public that it deserves.

Respect for the coal industry will displace ridicule when the managers and proprietors have overcome timidity and indolence. Many coal men are timid, as it takes backbone to charge among the monthly expenses all the proper items and their proper amounts and then to look the actual net results squarely in the face. I also say indolence because the "What's the use feeling" has predominated the managers and proprietors of many firms.

It was certainly a step in the right direction toward a Uniform System of Accounting Costs when the Corporation Income tax law was passed. Many of us here to-night, were and are by law, compelled to do and know much about our business that should have been voluntarily learned long ago.

Some dealers and perhaps some coal operators have said or will say, "How does all this information and bookkeeping help me make more money". One answer from a retail standpoint is that it will make the retailer a better salesman or sales manager and the operator will become a better and more economical coal producer and on this single phase of the subject, an evening or more could be profitably spent.

Someone has said—"Knowledge is Power." These words certainly will prove their worth when it is vitally important to convince a government commission or perhaps our legislatures that the mining and selling of coal has been done in a very deplorable and lax manner from the standpoint of profit and loss.

Unless we keep books properly and from them make uniform records, how are we to intelligently compare the costs of cartage by wagon to that of delivery by auto trucks, and how are we to discuss the cost of and improve the methods of handling hard and soft coal by machinery, which is necessary in many yards.

There are many other topics for discussion, such as depreciation, also items of expense, that can be greatly reduced if it were possible to compare costs and reports based on a uniform plan.

Office, yard and delivery methods can be done better and at less expense by the systematic getting together of the various managers with the desire to really do something along the line of uniform methods in accounting, instead of waiting for some other fellow or firm to try working it out alone.

The Laundry Association, a national organization has accomplished much along this line and I am told that the printers also have a uniform system of cost figuring.

It is surely wisdom to know all you can about your own business and then to learn something as to how your neighbor coal man conducts his business and right here I want to say a good word for the various coal trade papers and magazines who have printed many good articles on the subject of Costs and Systems, both for the operator and retail firms.

The head of every firm, particularly the sales manager selling either a large or small tonnage, should either read or have brought to his attention by an employee appointed to that duty, the many good articles that these publications will no doubt continue to publish under the heading of Costs and Systems.

Figures are seldom interesting, but I can from experience, assure you that if you once start to know the cost each month to run your business and itemizing the expenses, you will continue to do so, as it soon becomes a habit, in fact a fascinating pastime to compare figures on one month with another.

It is surprising that so few retail dealers know from their actual book figures what it is costing them to deliver or handle the average ton. A few dealers close books every six months, but many only once a year and then do not bother nor care to take the necessary time to review and analyze the balance sheet and learn why the business shows a profit or loss. Very

*An address before the Coal Convention in Chicago, July 12.

few will figure costs correctly, unless they follow the cost systems of up-to-date and well regulated firms.

It is gratifying to learn that several retail firms in Chicago know every month in detail, what the average firm knows but once a year. They believe that if it necessary annually to know the conditions of business, that once a month is twelve times better. Undoubtedly the most important thing a business man should know, is his actual cost of doing business, without this accurate knowledge, he cannot tell with any degree of certainty whether he is making a real profit. It seems to be human nature for the



Homer D. Jones.

large majority of us to believe that we can do business at less expense per ton than we are really doing it.

This inclination is probably caused by our liking to hear good news, consequently we are apt to think our margin of profit is greater than it is. If coal dealers would figure exactly what it costs them to do business during the six summer months compared with the six winter months, they will be surprised to see how high the expenses run.

Many of us learned when filing the Corporation Income Tax with the government that there is a big difference between earnings and income.

Many retail dealers have looked upon the sub-

ject of Costs and Systems as a nuisance, in fact a bore. Others thought it was worth while for bookkeepers only and that it did not apply to them as an executive or proprietor. There is a big difference between bookkeeping and accounting. A clerk who draws off the trial balance is called a bookkeeper, but the man who gets out of the books, information and figures to analyze them is an accountant.

There seems to be no regular standard system for keeping coal accounts and the many methods now employed, vary from keeping books on check stubs to a system requiring the services of a regular cost clerk.

As a result the statements of costs taken from the books of most retailers, are not complete and of course not uniform and cannot be used as a safe basis for estimating or recording the cost of handling coal at retail.

Efficiency and economy are the watchwords of present day business administration. Individual endeavor toward obtaining large benefits in the way of favorable legislation counts for but little, while an association with a large reputable membership with facts and figures has a powerful influence for the success of the desired movement.

Coal merchant A cooperating with coal merchant B to secure some mutual benefit or business protection, gets twice the amount of protection or benefits that he could through his individual efforts. If he joins with four others, he receives four times the amount—one-hundred others—one-hundred times the amount and so on and we are aware of the fact that in "Union there is Strength".

The Order of Kokoal can be made a powerful organization and grow more powerful every year.

The larger it grows, the greater benefits it furnishes its members. It will reach its limits in power for good—for economy—for efficiency and for helpfulness only when every member strives to acquire and maintain the new policies, which I understand the Order or Association hope to adopt at this convention.

One of the good features of the Order of Kokoal are its banquets, at which are and should be discussed matters of vital importance to the coal industry.

The subject of uniform system of accounting and costs, is I think, one of the most important questions for the coal industry to solve, both in the mining of coal and its distribution by the retailers, and I hope that these few words together with those of the other speakers will bear fruit in the future by the realization "That we must know that we know our costs" then, the coal trade will have reached the place of dignity and respect that it certainly deserves, as one of the largest, if not the greatest industry existing in our nation to-day.

Record of the Lackawanna Coal Company.

The Delaware, Lackawanna & Western Coal Company as of June 30 last, had profit and loss surplus to 90½ per cent on its \$6,590,700 capital stock. After allowing for the payment July 15 of the 50 per cent extra cash dividend and the regular quarterly 2½ per cent disbursement, the credit to profit and loss account amounted to 38 per cent on the stock outstanding.

Since January 1, 1910, the Lackawanna Coal Company has earned an aggregate of 164 per cent on its stock and has paid to shareholders a total of 117½ per cent in dividends.

The company issued no statement for the 1914 year, but has made public its balance sheet as of June 30, last. Comparison of this statement with that of December 31, 1913, shows that in the eighteen months' period ended June 30, earnings amounted to 43 per cent on the stock. Comparison is made below with profits in the calendar years from 1910 to 1913:

1915 (18 mos.).....	43%	1911.....	27%
1913.....	31%	1910.....	23%
1912.....	40%	Grand total.....	164%

In addition to the regular 10 per cent dividend rate the company paid an extra of 10 per cent in May, 1914, and of 50 per cent this month.

The profitability of this coal company has undoubtedly been an element in its attractiveness as an object of government attention, and yet ample reason for its richness may be found without seeking for collusive action with the railroad or study of "monopolistic" contracts.

The company is of small capitalization, and has an organization admitted in the trade to be of the most efficient type. Although selling approxi-

mately 10,000,000 tons of coal per annum the company has but a handful of salesmen, only one, for example for the whole of New York City. The large volume of coal handled compared with the size of the organization permits a very low cost per unit of business done.

Such profits as the company reports have been made in a competitive business. The Lackawanna Coal Company has bought its coal at a price figured on the tidewater base, and sells its coal in competition with other coal companies.

It has been learned from an authoritative source that in the period from 1902 to this year the Lackawanna produced 110,000,000 tons of coal and its sales aggregated approximately \$445,000,000, and on this immense volume of business aggregate losses on collections amounted to but slightly over \$50,000. The percentage of bad debts on the business handled is understood to have been actually but 12-1,000ths of 1 per cent. Such a record has few parallels.

Arrangements have already been announced to make the organization of the company conform with the suggestions of the Supreme Court decision, and Mr. Loomis will step down from the presidency, new offices will be taken removed from the neighborhood of the railroad, and a new contract with fixed prices instead of prices based on tidewater quotations will be made.

The Loomis management completes its tenure of office with coal on hand of \$4,460,829, accounts receivable of \$3,449,323 and cash of \$7,189,888 (as of June 30), or \$15,100,042 in the aggregate, compared with total obligations of \$3,343,728.—*Wall Street Journal*.

The Market for Franklin County Prepared Coal.*

By John E. Beebe.

In the declaration of purpose of the Franklin County Coal Dealers' Association, the following is given as one of the objects of the organization: "To Open New Markets for Franklin County Prepared Coal."

I sincerely appreciate the compliment paid me and my company by this association, in asking an expression of my thoughts on this important subject. No more vital phase of this organization work can be imagined than the careful study of where the coal it produces is to be marketed, for in the intelligent solution of that problem lies the success or failure of all its efforts.

Franklin county, Illinois, contains within its 420 square miles one of the most important coal deposits in the United States. It is located 308 miles south and west of Chicago, on a line drawn through the center of the state, its surface presenting the usual downstate characteristics of rolling prairie fairly well wooded and drained by a few sluggish streams. Its present annual production is about 7,000,000 tons. Estimating the coal within its boundaries by the customary rule of 1,000 tons to the foot per acre and taking an average of 8 feet for the seam, with eighty per cent as the recovery figure, a fair estimate of the coal available in the main seam now being worked (No. 6) will approximate three billion (3,000,000,000) tons, and removed at the present rate, a 300-year supply. With such a reserve body of coal upon which to base all calculations for future marketing, only the most comprehensive and broad-minded planning should be considered.

Nothing short of methods of a kind that will make for the complete covering, both in selling and publicity policies of the entire possible selling zone, will fit the case.

Now, then, what of the coal itself? Just where in the list of other fuels with which it must compete does it stand as to quality, price and general availability? An honest answer to this question is of fundamental importance.

Franklin County Prepared Coal has been on the market for about ten years, and has been tried extensively for domestic purposes, for steam use and clay product manufacturing over a very wide range of country and conditions, and in competition with every one of the best coals produced in the United States in all such uses gives exceptionally satisfactory results.

It has also been repeatedly tested against its neighboring county coals and has won a place for itself against not only them, but a formidable array of other standard coals, that were firmly entrenched in the trade, and that will always be sharp rivals for business in the zone where Franklin County Prepared Coal can be sold.

Franklin County Prepared Coal can honestly be said to have elbowed itself into a position that permits the statement that it is today looked upon in its selling zone, as the very best type of an all purpose coal produced in the middle west.

Put in another way: Franklin County Prepared Coal is of such inherent good quality, and is so well sized and cleaned, that it now stands in the very front rank of commercial coals.

Its proper marketing, both present and future, should, therefore, carry it into every stove, boiler, heater, or clay product kiln where prohibitory freight and mining rates do not prevent its introduction.

Now, a few words as to the factors that have made possible this rapid climb to the top of what is a comparatively new coal—for ten years is but a brief span in the history of coal consumption in this country.

First, of course, is the great seam of coal itself that is of a thickness that makes its extraction simple—it is of a quality that readily commends itself to the consumer, and is geographically so favorably located that it can readily reach a vast army of consumers.

Second: Because of the kindly fate that changed rather down-hearted Franklin County of a dozen years ago into what is today one of the busiest communities in Illinois, and also provided just the right sort of men to work the miracle.

The real merchandising instinct was big in the minds of the men who first opened the Franklin county mines, and those that have followed are of the same type.

Third: Because from the very first the producers of Franklin County Prepared Coal knew that the swiftest and most powerful force that

could be put into the quick creation of a market was publicity; in simpler English, advertising, and they used, and are today using it to a greater extent perhaps than any field in the country.

Fourth: Again the use of gray matter was demonstrated by these operators when, not content with the knowledge that the raw coal that they were mining in Franklin county was of first rate quality, they proceeded by every means possible (and a tidy sum it cost) to turn that raw product into an infinitely better one.

Up and down the country and farther afield, to Europe, went these searchers for better methods than the ones previously used for preparing this coal, so that as a result Franklin County Prepared Coal is today recognized as the best prepared bituminous coal in the country; we could almost say with safety, in the world.

The most perfectly prepared coal in the world is Pennsylvania anthracite, and the men who had the vision and nerve to put forth the effort to bring Franklin County Prepared Coal into a place of equal importance, as far as preparation is concerned, gave close attention to the methods used by the anthracite producers. And in studying anthracite preparation methods, they absorbed a big market expansion thought at the same time.

Well might they give much time to the study of the history of anthracite coal preparation, for in the great development of improved anthracite preparation methods lay a most vital and inspiring lesson, for there was coupled with its perfect preparation an equally important and corresponding enlargement and extension of the market for anthracite coal that was most attractive and inspiring.

What was it that put the whole anthracite industry on its feet? Perfect preparation!

What was it that lifted the anthracite operators out of the business of producing a limited tonnage of a coarse coal made up of lumps of every size and quality and which threw its fine coal into the refuse pile, and has replaced it with a mighty manufacturing industry that makes a perfectly sized and cleansed fuel for every human need, and saves all the fine sizes? Perfect preparation!

What was it that changed and improved every form of heating apparatus, cleansed up cities, made for better public health and brought great comfort to tens of thousands of homes all over America? Again, perfect preparation.

What was it that brought harmony out of business chaos, organized the producing and selling companies that controlled the interests of the anthracite fields, and made possible a distribution method that brought to the American consumer's home a most admirable fuel? Preparation, of course.

Hence the operators of Franklin County, with this blazing example of what has been done, are duplicating in a large measure this business triumph. There is nothing to prevent a coal that responds to preparation as does Franklin county coal, from driving itself like a wedge through competing fields into every home and community in the middle west, unless there be failure by the operators in the county to prepare the coal as it should be prepared.

A consideration of the future markets for Franklin county coal must also recognize the growing possibility of the steady replacement of anthracite which has become a somewhat costly luxury in most localities. Acquaintance and familiarity with the sterling qualities of Franklin county coal, its admirable preparation and adaptable sizing should bring it rapidly into homes everywhere as an exceptionally satisfactory substitute.

Think of what an opportunity lies right before the producers of Franklin County Prepared Coal in having, all over the land, an enormous number of well-to-do coal users who have been educated to the use of a properly sized, bright looking, clean coal, and who, while they will give up the use of anthracite perhaps slowly, can be compelled or, better, induced to replace it with Franklin County Prepared Coal that resembles anthracite so closely.

The saving of several dollars a ton will be a mighty factor in bringing about this change, and the householder is already discovering, in many places, that the substitute can be made.

Many instances are recited to us by dealers, and our own experience at many conventions indicates the interest the coal buying public take in the possibility of such change. Prompt advantage should be taken of this situation and the

growing sentiment of favor capitalized. Every effort should be made to let the public see and handle samples of Franklin County Prepared Coal, and whenever possible actual home trials should be effected.

No more important work lies before this organization than the extension and development of this kind of publicity among coal consumers. We know that the dealers are ready and eager to carry forward this propaganda, and in this direction lies an important opportunity for the operators, who are given the large vision that will stand for the time, cost and labor that must be the price, to educate the householders to the steady use of Franklin County Prepared Coal.

The work that has already been done in advertising the coal sold by this organization, and in bringing it to the knowledge of the dealer has been of the most substantial character, and has made Franklin County Prepared Coal familiar to the bulk of the dealer trade, but to increase the demand steadily from the six and a half or seven million tons per annum now produced, to the tonnage easily possible with the present equipment, working 300 days in the year, a strong and united effort must be employed.

The leverage must continue to be ever and always a preparation by every operator in Franklin county of coal that will show, in every ton sold to dealer or consumer, such careful sizing, such freedom from anything but coal, so complete a removal of fine stuff, that they will learn to know it like the face of a friend.

The cost to so prepare the product of the County of Franklin will not be small, but the reputation, good-will and patronage that will follow will bury the initial cost so deep that it will never be thought of.

No lever can do its work unless it has a proper fulcrum. That resting point must be solid, steady and substantial, and it consists of enough honest, simple, easily understood advertising to penetrate and keep alive, year in and year out, in the minds of dealers and consumers alike, a knowledge of all the facts about Franklin County Prepared Coal. Competition, like death, taxes and interest, never goes to sleep at the switch.

This method is "The Only Way" by which tonnage can be increased to a point that will bring about a lowering of the cost of production; that will be evidence in dividends without increase of cost to the public and will be along lines which will educate the public into becoming steady, regular and loyal buyers.

It is not to be understood by anything I have said that the persistent education of the dealer should be neglected; very far from it. Through him lies the obvious way of approach to the business in his town, and to his credit it can be said that he is prompt in the majority of cases to help on the work. The fact remains, however, that steady pressure can be brought upon the householder, even if the dealer does not at first co-operate with us. This matter is so important that it can be made a constant subject for your thoughtful consideration.

Assuming that it is the intention and determination of this association to have the prepared coal of Franklin county delivered to the consumer in a condition of preparation that will be unrivalled, yet, inasmuch as "eternal vigilance is the price of profit," the fact should never be lost sight of that Franklin County Prepared Coal, to reach its markets, must pass through vigorously competitive coal producing fields, that are also alive to the benefits of proper preparation.

By a combination of fortunate circumstances, one of the most important factors that has to do with the present and future markets for Franklin County Prepared Coal is ready to hand—the machinery of distribution—otherwise railroads. The forces that for many years were developing the empire of the middle west, have laid the railroads, built the towns and established the manufacturing enterprises that are the natural market for Franklin County Prepared Coal, so that the opening of the field found the market ready and ripe for its product, with the pioneer work and introductory effort in this particular reduced to a minimum. The geographical location of the county is all that could be desired, and the great western radiating lines of railroad have been quick to make the necessary individual mine connections.

Today, owing to the intelligent realization on the part of railroad managers of the substantial permanence of this field, and the wide range of use to which its coal can be put, the present and future needs of the district as to transportation are well provided for.

It is hoped a general tendency may at all times prevail with the railroads to provide a favorable adjustment of rail rates that will be of advantage

*A paper read before a meeting of the Franklin County Coal Operators' Association.

in extending the future market for Franklin County Prepared Coal to far distant points. As a whole, the outlets for the coal are so well balanced within the state that all operations therein are satisfactorily served on what seems a fair competitive basis.

But there is a point in the consideration of the present and future markets for Franklin County Prepared Coal that is worth your most careful consideration.

May I ask for it your earnest attention?

Earlier in this paper I made a broad statement, that might seem to cover the subject, when I said that the present, and future market for Franklin County Prepared Coal was in every stove, furnace, boiler or clay product plant where prohibitive freight and mining rates do not prevent its introduction.

This was fixing the limit of the market extension with an arbitrary rate, which is perhaps only partly true. May it not be possible that the field for the use of this coal will pass that usually agreed barrier?

Pardon me if I must again emphasize the much dwelt on matter of proper preparation at this point, for it is the pivot, it seems to me, upon which our whole argument revolves.

A subtle thing is reputation. It has first to be built up, for an article like Franklin County Prepared Coal, by skillful management and properly equipped plants. Only with these fundamentals installed will reputation have a proper soil on which to grow. This soil must be fertilized by strong publicity and first-class salesmanship; but, after all, it is the good-will of the coal user that causes a reputation to grow like Jack's bean stalk.

If over the back fences and up the back stairs, at thimble clubs and dog fights, men and women are telling each other that Franklin County Prepared Coal is the best they ever had, the tipples of Franklin County will, in a few years, be busy 300 days every year.

With an established reputation, built on the firm foundation of perfect preparation, the operators will make a better profit, and increased volume of business will reduce cost of the public, steadier and better wages will flow into the homes of the miners, and the market for Franklin county coal must steadily broaden.

Admitting that there is a zone line that is thought to be a stone wall to the market extension of Franklin County Prepared Coal, I am compelled to confess that I have not as yet discovered it, for as soon as a dead line has been seemingly reached, some enterprising salesman or progressive dealer who is curious about the claims made for the coal, proceeds to sneak a car over that boundary.

Human nature is the same, and under ordinary conditions is always looking for a little more comfort, a little more cleanliness, a little more convenience, and is willing to pay for it, and when it is found by trial that there is a coal that combines these qualities to the extent that Franklin County Prepared Coal does, there begins to permeate through every ordinary community, when it is once introduced, a demand for it.

There must be a place where a subject as interesting as the one we have been considering comes to some sort of a focus, and it must be evident that the thought dominating this paper has been that a coal like that of Franklin county, if properly prepared, so that those who use it will continue to do so, must become an established, profitable, standard commodity all through the middle west.

"Profitable," yes, but to whom?

To the consumer? Yes, always, if he gets such a coal as he should get.

The dealer cannot help making a good profit on an article such as we have been talking about, which satisfies his customers and increases his business.

But how about the operators? Are they to go unrewarded? Not for a moment, if their attitude toward the dealers who distribute the output of Franklin county is based on clean, honorable, reasonable lines, and the dealers give in return genuine co-operation.

This preparation that we have talked so much about carries with it a steady, easily ascertainable, demonstrable cost, as does the entire investment of the operator in plant, land, business risk and selling organization. Upon this investment a fair and reasonable profit is due to the operator, and without it his business is a failure.

To get this profit he must at all times receive a proper price for the coal shipped, and such a price must be one that the dealer pays with satisfaction, because he has received a proper value for his money and an article on which he can reap a substantial profit.

If the operator is to get this fair price, it has been for a long time evident that friendly co-operation must always exist between him and the dealer.

The operator must have removed from his daily consciousness the knowledge that during certain seasons of the year the dealer will attempt to, and under past prevailing conditions succeed, in purchasing coal at or below cost of production, and that he (the coal operator) must, in order to make good the loss from such low price sales during a part of the year, charge during the remainder of the year a correspondingly high and unwarranted price in order that a reasonable profit may be shown on the year's operation.

Whatever the necessity of the coal companies may be as to return of their producing cost, it is certainly unwise that such a wide variation of price should prevail between seasons. A substantial percentage of coal users know little or nothing of the cost of coal production and sale, nor do they understand how any occasion could arise that would prompt the sale of such a standard commodity as coal at less than cost. Hence their

assumption will always be that the lowest price of the year is never less than cost and that the whole spread to the extreme prices prevailing in periods of sharp demand is all profit, and both dealers and other users are, therefore, apt quite naturally to assume an attitude of antagonism most uncomfortable when asked to pay a price that seems excessive.

The dealer must possess (if this vital matter is to be ruled by reason) a mind that appreciates the position of the operator, and that will prompt him at all times of the year to pay a price for his supply that carries a fair profit to the operator that ships to him.

To feel this way the dealer must be honestly convinced that at no time, and under no stress of circumstances will the operator endeavor to secure a price from him that is excessive.

In no other way can this much to be wished for state of affairs be brought about so satisfactorily as through an organization like the Franklin County Coal Operators' Association, and it can work for no one thing of greater importance.

Miners Union Is Canvassing Anthracite Field.

The United Mine Workers of America are now actively engaged in trying to stir up enthusiasm in their organization in the anthracite districts, and to enroll, if possible, every man connected with the anthracite industry in a workman's capacity by April 1, next, when the present four-year agreement with the operators expires.

About two weeks ago John P. White, president of the United Mine Workers of America, came to the anthracite regions, and since then there have been frequent meetings at certain points, and speeches have been made galore by White and numerous leaders of the union.

A great many claims are being made as to what the miners will demand in the way of a new agreement. Some of the most important demands are an eight-hour day; a complete recognition of the union; the check-off and a general increase in wages running from fifteen to twenty-five per cent. They also demand the elimination of the conciliation board in favor of some more direct method of settling disputes.

An important meeting of the anthracite district mine workers will be held at Wilkes-Barre, on September 6. In the meantime the mine workers of the various parts of the anthracite fields will conduct a campaign for membership, holding two meetings a day until September 6, when the joint convention will be held in Wilkes-Barre to formulate the demands that will be presented to the operators.

The following announcement was made by the union last week:

"April 1, 1916, the present agreement between the anthracite coal operators and the mine workers throughout the anthracite belt will expire. Unless satisfactory arrangements have been concluded by that time the coal mines will practically be at a standstill. Most every one is familiar with the long struggle of 1900, when over a hundred and fifty thousand coal mines struggled for a year to secure an increase in wages, shorter work day and generally improved working conditions as well as recognition of the union.

"The strike was finally terminated by the appointment of a commission by President Roosevelt, which made the award of 1902, granting the miners a small increase, but refusing to give them the leverage of union recognition. Since 1902 the miners have struggled to perfect their organization, but every contract year has found them weak in numbers, with the result that only one increase in wages has been received by them since 1902. This increase was secured in 1912, when out of a total of 176,000 men and boys employed in the mines less than 30,000 were paid up members of the union.

"The 30,000 membership of 1912 has grown during the past three years to 100,000, the highest ever known in the anthracite field. Union officials estimate that the number of men employed in and about the mines and not now affiliated with the union is 50,000, who are eligible for membership. On this figure the promoters of the campaign based their hope for a hundred per cent organization and have adopted for their campaign slogan the words, 'After Fifty Thousand Converts.' In every mining town the miners are showing an intense interest in the campaign. Mines are always closed on meeting days and the membership committees of local unions are making a house to house canvass of the non-

affiliated workers in order to get them out in full force to attend the meetings and hear their chieftains plead unity for the common good of all."

The Miners and Ohio Trade.

(Concluded from page 81.)

case has been prejudiced in favor of the miners by the mere fact of enacting the Green law. Regardless of the logical and forceful statement of the consumer, the Green law has prejudiced the case in favor of the Ohio miners.

The second big fact is that competing states are not governed by the Green law or by any other Ohio statute. That is, West Virginia has not surrendered wholly to the Ohio miners. West Virginia is still producing coal under the old system and at the old rates. The miners are not getting all of the selling price of coal in West Virginia.

This means one thing: Ohio capital is perfectly hopeless because it is tied up in coal lands which cannot be moved. But the railroad and the consumers are not similarly hampered. Thus, the consumers are not buying Ohio coal, but are taking West Virginia coal. The railroads are not carrying Ohio coal but are carrying the West Virginia product. Because of these decisions, Ohio capital is forced to abandon its mines and its investment as in the Hocking Valley case. Incidentally, the headstrong and blundering miner is today on the bread line.

Reaping the Whirlwind.

The resultant situation is one that gives pause. The state of Ohio is being appealed to to relieve the distress of these hungry miners. It is even suggested now, by a subservient political administration, that the taxes collected from other and more sensible people of Ohio should be set aside to build roads through the mining districts so that the hungry miners may find employment.

That may be the political way to solve the problem, but the business way would be to take into consideration the rights of the other three members of the quadrangle—to consider the rights of capital, of the consumer and the carrier—and then to get down to business. The Ohio mining rates and labor conditions must be put on a competitive basis with those of the surrounding field. Then, and only then, Ohio, with its superior grade of coal, can find a market for its product and can give profitable employment to its miners.

The article closes where it began, namely: No question is ever settled permanently until, under modern conditions, equal consideration is given to the co-ordinate rights of all four parties to the business quadrangle.

Presently we will discuss this same question from the point of view of the railways.

On July 1st, American shipyards had under construction or under contract, sixty-five steel merchant vessels of 298,426 gross tons. Highest previous record was on July 1st, 1907, when 134 steel merchant vessels of 403,473 gross tons were under construction or contract. Vessels now building for the navy, excluding submarines, number twenty-seven, of 287,382 tons displacement.

New Hocking Rate Goes Into Effect.

COLUMBUS, OHIO, July 28.—The new commercial rates on coal from the Nelsonville assembling yards to Toledo and intermediate points, went into effect today on the Hocking Valley Railway. They make reductions of from five to twenty cents per ton, according to destination.

The time-honored tariff of sixty-five cents on Hocking coal into Columbus is replaced by one of sixty cents. Delaware, Marion, Fostoria, as many smaller points, are beneficiaries in varying degree. The Toledo rate of \$1 is replaced by eighty-five cents.

The initiative in these reductions was taken by the New York Coal Company of Columbus five years or more ago who attacked the rates on the grounds that they were excessive. Petition was filed with the state utilities commission. This body about a year later, after several hearing sessions, in which experts and able attorneys appeared on behalf of both the coal company and the railroads, authorized the reductions herein cited.

The Hocking Valley Company used its right of taking the matter into the courts, carrying it up to the chief tribunal of the state. Its grounds were that the commission had no authority under the constitution to fix rates. A few weeks ago, the Supreme Court handed down a decision sustaining the commission. Any further fight made by the railroad would have had to be in the federal courts. Its formal issuing of a new tariff in accordance with the commission's findings is a virtual declaration of acceptance. Technically this tariff is supposed to have been in force since the date of the Supreme Court's decision, but time has been allowed by shippers for the issuing of the tariff.

Ohio Coal Rates Situation.

COLUMBUS, OHIO, July 28.—(*Special Correspondence.*)—Whether the coal rate issue in Ohio, now recognized as having reached a real crisis, will have a drawn-out preliminary sparring stage between shippers and the railroads, such as usually marks a scale settlement, remains to be seen. Prominent shippers state that no such delay will occur. There has been quick action so far in frequency of conferences. The first was held at Columbus on July 19th and 20th, followed by a second at Cleveland on the 27th. The third is billed for Columbus on the 30th.

Without discussing the merits of the question, the issue may be stated in a few words. Ohio coal producers are asking that the differential between Ohio and West Virginia be increased from twenty-five to fifty cents per ton. They believe that they are able to force it. The railroads concede that there should be some increase in the differential, possibly five or ten cents per ton, but they want it to come through the authority of the Interstate Commerce Commission. Further, they have a large appreciation of the advantage held by the coal men in the present controversy, and are much more anxious for a compromise, and less anxious for a fight, than at, perhaps, any time in the history of their dealings with coal producers on rate matters.

Ohio coal men have a new-found weapon. Last winter John H. Winder, general manager of the Sunday Creek Company, and other coal men, supported by the Ohio United Mine Workers, made strenuous representation to the state legislature that the Ohio coal industry was threatened with extinction by reason largely of alleged discrimination by the railroads in favor of West Virginia coal in the matter of freight rates, and petitioned investigation and readjustment.

This did not excite much interest in coal circles generally, for the reason that it was felt nothing would come of it. And nothing did come of it. When the legislature adjourned a month or more ago, coal regulation by the state was as dead an issue as though it had never been brought before the law-makers. It was at this point that something happened. A decision was handed down by the Supreme Court of Ohio recognizing the authority of the state utilities commission to regulate freight rates. The commission had already tried its hand in the matter. The particular case involved is given in detail in the foregoing announcement of the going into effect, today, of a reduced tariff between Nelsonville and Toledo. The case had been pend-

ing five years or more, and doubtless many coal men had forgotten its existence.

But the whole rate situation was thus placed on a different basis. The fact that the commission had been favorable to the coal men in one instance, after investigation, presupposed that it recognized the need and justice of rate regulation in Ohio, and was ready to give prompt consideration to other petitions that might be filed. Granting, for argument's sake, that the Ohio coal men are right in their contentions that the life of the coal industry in the state depends upon higher differentials, they have a very strong position. And no better time could have been planned for bringing the question to a head, mines now, from whatever cause, being largely idle and miners calling for public relief in the matter of food.

"Give us our Ohio steam trade," is the sentiment of Ohio producers, as announced by one of their leaders. They cite Indiana as a model. There intrastate rates are so favorable to the home operator as to keep both West Virginia and Ohio out of the steam market, though Indiana steam coal, it is claimed, is inferior.

Nothing less than a fifty cent differential, operators state, will insure Ohio an equal show in her own steam market. It is cited that in normal times, not taking into account present low prices, West Virginia has a price in Toledo of seventy-five cents f. o. b. mine. Ohio, with its larger mining rate and other handicaps, must have \$1.10 or \$1.15 f. o. b. per ton before a profit stage is reached on mine run, taking the Hocking Valley as basing point. One point of large importance is that West Virginia steam coal has about 1,400 heat units, as against Ohio's 1,200.

The opinion is expressed among operators that unless the railroads agree at the forthcoming conference to the concession asked for that the coal men will at once go before the utilities commission and ask to have the whole coal rate question, with its bearing upon the general prosperity of the state, sifted from top to bottom. A plea put up by the railroads is that reduction of Ohio rates would be followed by retaliatory action on the part of West Virginia railroads, and in the end there would be no gain to Ohio. This is their ground for wanting to pass the problem up to the Interstate Commerce Commission, whose rulings, whatever they were, would be obligatory on all the states affected.

Pennsylvania Fuel Tonnage.

The total fuel tonnage hauled by the Pennsylvania Railroad lines east of Pittsburgh in the six months of this year, amounting to 30,684,163, was less than in the corresponding period of any of the three preceding years. It compares with 32,740,336 tons in the first half of 1914, 27,027,538 in 1913 and 34,312,495 in 1912. The bituminous coal shipments in the first half of this year, amounting to 20,261,777, compared with 21,973,572 tons in 1914; 24,282,419 in 1913, and 22,619,781 in 1912. Anthracite tonnage this year was 5,423,467, as against 5,560,680 in 1914; 5,418,231 in 1913, and 5,318,121 in 1912. Coke shipments of 4,998,919

this year compare with 5,196,084 in 1914; 7,326,908 in 1913, and 6,374,593 in 1912.

In June this year the bituminous tonnage, 3,664,703, was the largest monthly amount since December of last year. It was less than in June, 1914 or 1913, but greater than 1912. June anthracite shipments, 843,053 tons, were smaller than in that month of 1914 and 1912, but larger than in 1913. Coke tonnage in June, 990,476 was the largest since March, 1914. It also was greater than in June last year, but less than in 1913 or 1912.

The fuel tonnage of the Pennsylvania Railroad eastern lines by months for four years follows (bituminous):

	1915	1914	1913	1912
January	3,571,345	4,117,514	4,210,196	3,581,365
February	3,031,069	3,556,665	3,857,304	4,086,917
March	3,243,270	4,740,313	4,000,247	4,501,653
April	3,358,062	3,699,928	3,796,432	3,391,985
May	3,393,328	3,543,218	4,178,271	3,495,016
June	3,664,703	3,897,544	4,189,969	3,562,845
July	3,966,357	4,551,528	4,551,528	3,655,387
August	4,299,810	4,562,339	4,562,339	4,032,727
September	4,391,425	4,378,037	4,378,037	3,906,164
October	4,233,393	4,887,840	4,887,840	4,113,550
November	3,667,385	4,509,375	4,509,375	3,934,876
December	3,755,675	4,354,729	4,354,729	4,271,702
Total	47,769,227	51,526,267	51,526,267	46,434,187

—Wall Street Journal.

Lackawanna Coal Company.

NEW YORK, July 28.—(*Special Correspondence.*)—At a directors meeting of the Delaware, Lackawanna & Western Coal Company held today, J. F. Birmingham, who has been general auditor of the company since its organization, was elected president in place of E. E. Loomis who resigned some weeks ago in order to carry out the decree of the supreme court. The general offices of the company will be removed from No. 90 West street to the new Equitable building some time next month.

England's Coal Shortage.

NEW YORK, July 29.—(*Special Correspondence.*)—As emphasizing England's coal shortage, a mass meeting of 2,000 miners, delegates was held in London today when addresses were made by Lloyd George, minister of munitions, President Runciman of the board of trade, and others, to speed up production. The home secretary declared England's shortage amounted to three million tons monthly.

New York Coal Bids.

Bids were opened on Monday, July 19, by the fire department for furnishing and delivering anthracite coal for fireboats. There were three delivery points, with different tonnages, No. 1, 1,150 gross tons; No. 2, 600 gross tons; No. 3, 600 gross tons. Bidders and their prices were as follows:

	No. 1.	No. 2.	No. 3.
Commercial Coal Co., Brooklyn....	.....	.....	\$6.18
John F. Schmadeke, Inc., Brooklyn.	\$5.95	\$5.95	.....
Wm. Farrell & Son, New York City	5.93	5.93	.....
Bacon Coal Co., Brooklyn.....	.....	5.86	.....

On Wednesday, July 21, the department of docks and ferries of New York City opened bids for furnishing approximately 3,000 gross tons of egg coal. Bidders were as follows:

Streat Coal Company.....	\$5.94
W. P. W. Hall.....	5.57
Pattison & Bowns.....	5.37
Gavin Rowe.....	5.46

No Strike of Anthracite Miners, But—

PHILADELPHIA, July 28: The presence of John P. White, president of the United Mine Workers of America in the anthracite fields has caused all manner of speculation and rumors as to strike possibilities.

So much newspaper talk has been created that White has seen fit to issue the following statement as to his object in "lining up" the miners.

"Articles appearing in certain newspapers during the last few days, for the most part published a great distance from the anthracite industry, containing the information that the anthracite mine workers are making huge preparations for a big strike at the expiration of the present agreement March 21, 1916, are absolutely unfounded.

"The campaign now being conducted in the anthracite region is for the sole purpose of uniting the men of the mines as members of the United Mine Workers of America. When the anthracite miners have perfected their organization, I am of

the belief that the union will be sufficiently strong and efficient to command the respect and recognition it deserves.

"I have every reason to feel assured that the operators, like the miners, want to be fair, and consequently I am at a loss to understand why the attempt in some quarters is being made to misrepresent the real purpose of our present membership campaign.

"The international officials nor district officials have formulated any plan that contemplate a strike at the expiration of the agreement. We are, on the other hand, hopeful that we will enjoy the opportunity to meet the operators in conference and reach a fair agreement, embracing needed reforms and betterments that we feel quite confident the general condition of the industry will permit. The public should not become alarmed at the stories of a strike nature, for the mission of the United Mine Workers is one of peace, and I predict that such will be the outcome of our negotiations when we again meet the operators."

Hurley Outlines Trade Commission Plan.

Edward N. Hurley, vice-chairman of the Federal Trade Commission has outlined the plan according to which that body will work. The authorized statement follows:

"Among the several methods by which the federal trade commission can be of constructive help to American business, there are two of particular importance. One of these is to aid the business men of the country in obtaining the additional credits to which their business operations may entitle them. The second is to aid in establishing a standard system of bookkeeping and cost accounting. The two are interdependent.

"The small manufacturer, the country storekeeper and the retail merchant as a rule do not get at the banks credit that they ought to receive, owing to the fact that they are unable to present balance sheets in accordance with good business practice. These men are just as good business men, in many respects, as those of larger operations.

"Frequently a business man with a credit of a few hundred dollars at his bank, based wholly on personal grounds, could, if he could produce a reliable balance sheet, readily obtain several thousand dollars which would enable him to expand his business along sound lines. Failing to obtain it, his business is limited and confined.

"Ability to borrow at the bank has a far-reaching effect on all credit, because to the bank, primarily, are directed inquiries for a rating of a manufacturer or merchant seeking credit for goods. An unfavorable or noncommittal report from the bank results in a curtailment of opportunity. It also checks expansion.

"But it is true that a great many of these forms could be adapted for use in lines other than those for which they are originally arranged, as certain fundamental principles un-

derlie the general structure of accountancy and must be recognized by each group.

"It is a fact well understood among business men that the general demoralization in a large number of industries has been caused by firms who cut prices, not knowing what their goods actually cost to manufacture; and the cost of selling, which is equally important, is almost wholly lost sight of.

"How can the federal trade commission help cure these conditions?

"By no compulsory methods. The commission has no power and no desire to use such methods. But the commission does hope to reach the desired end by putting at the service of the manufacturers and merchants who have not had the experience or advantages that larger firms possess the accountants, bookkeepers and experts in cost of production that are employed by the commission, and in that way to help strengthen American industries where they are weak. These services will be rendered only on the request of the individual merchant or manufacturer who desires them.

"When there is completed within the commission the organization for aiding business any manufacturer or merchant, on request, may receive (a) an approved form for presentation to his bank when seeking credit; (b) a form designed to show accurately and concisely his assets and liabilities, stock on hand, etc.; (c) a form of double entry bookkeeping adapted to his class of business, as well as (d) a form and method of arriving at costs, also adapted to his line of business. All of these sample forms will be simple in character and can be supplied by the local printer.

"It is hoped that the different banks throughout the country will carry supplies of these forms for the benefit of their customers."

Law of a Case Involving a Dishonest Salesman.

An employer's legal responsibility for the things his salesmen says and does is brought forward by a letter just received through a New York paper. Readers will bear in mind that the law is the same both as to the salesman of a manufacturer or a jobber, traveling on the road, and the store salesman or clerk of a retail dealer:

"We have been put in an uncomfortable situation by a dishonest salesman, and should much like your advice on the legal complications which have ensued. This salesman has been in our employ for several years and always went straight until a few months ago, when he got in with some bad people, and since then he has gone from bad to worse. He has mixed us up with our customers in several ways. To begin with, he took orders for certain of our merchandise at a cut price. The price is far below our cost, and of course he had no authority to name any such price. In selling the goods at these prices he made out an order at the regular price, which he sent to us, and left a duplicate with the customers containing the cut price.

"He also has collected a considerable sum of money from various customers and has failed to turn it in. We fear this when ascertained will run into several thousand dollars.

"The worst thing he has done, however, is to guarantee a certain preparation which we sell as fit for a certain purpose, which it is not fit for at all. It is similar to other preparations which are used for that purpose, but we have never sold it for that, and all our salesmen have been instructed to tell the trade openly that our brand was not sold for any such purpose. By untruthfully representing that it would do the work in question, this salesman has gotten quite a number of orders, and from buyers who have recommended it to their own trade for that, and when it did not make good the customers came back on their dealer, and the dealer now comes back on us. We are in a bad mix-up on this account.

"What is our legal status under all these complications?"

It has always been a mystery to me that there were not more cases of this sort. An employer is to a very large degree at the mercy of his salesmen or his clerks. Good salesmen are scarce; therefore when a man gets a chance to hire what looks like one, he often snaps him up without looking deeply enough into his past.

Three questions presented here are common to any employer:

1. When a salesman, without authority from his employer, or even perhaps against the positive instructions of his employer, takes an order for goods at a cut price, is the employer bound to fill it, or can he collect the regular price of the goods from the buyer?

2. When a salesman collects money for his employer, without authority, or again, even against his employer's instructions, can the employer claim that it was paid to the wrong person and must be paid again, or is he bound to regard it as equivalent to payment to himself?

3. When a salesman makes false representations or warranties about goods he sells for an employer, against the wish and order of his employer, and in consequence the customer gets into trouble with his own customers and has to take goods back and refund money, can the employer also be compelled to take the goods back and refund money, or can he claim that he is not responsible, because the salesman acted without authority?

In a nutshell, the answer to all these questions is "course of dealing." A salesman can do, and bind his employer in doing, anything like or similar to what his employer has recognized the salesman's right to do before.

To explain, consider the cut-price question first. I can make this plain by citing two imaginary cases.

First. A salesman goes to a retailer and offers certain goods at a certain price. The retailer refuses to pay the price, and the salesman, after some haggling, cuts it without consulting his employer, who subsequently accepts the order at the cut price. This, which we will say happens several times, gives the retailer to understand that the salesman has some jurisdiction over prices.

Second. A salesman offers goods to a retailer at a certain price. The retailer declines to pay the price and says that unless it can be reduced he will not buy. The salesman tells the retailer that he has no authority to change the price, but he will wire his house and see if they will change it. This he does, and afterward reduces it or refuses to reduce it, as the case may be. This, which again happens several times, gives the retailer to understand that the salesman has no jurisdiction over prices.

In the first case a salesman who took an order

at a cut price would bind his employer, and the latter would have to fill it; but in the second case he would not, because in the first the employer led the retailer to understand that the salesman had some authority over prices, and in the second case he did not.

As to the collection of money, if the employer had permitted the salesman to collect previous bills and had accepted the money and receipted for them, then he gave the salesman standing as a collector, and any payment made to the salesman would be legally equivalent to payment to the house.

But if the salesman had never collected before, and the retailer knew that the custom of the house was that he should remit direct, which before he had always done, then he would pay the salesman at his own risk, and if the salesman stole the money, the employer could say:

"You never really paid me at all, for the salesman was not my agent for the purpose of collecting. I never told you to pay him; I never in any way led you to believe I wanted you to pay him."

In this the employer would be right, and the retailer would have to pay his bill again.

As to the false warranties that the salesman made, undoubtedly the employer is responsible for them, and must straighten the matter out with his customers, even to the extent of taking back the goods and refunding the money, and even further than that—paying any loss which his customers sustained. This because making representations and warranties about the goods was clearly within the scope of the salesman's authority, since that was a real part of the business of selling, which the salesman was sent out to do.

An irresponsible salesman can involve his employer in more legal liabilities in one hour than the employer can untie in a year. Some time I shall suggest how a salesman can be so tied up by legal contract that he can be prevented from doing this.

(Copyright, June, 1915, by Elton J. Buckley.)

June Anthracite Production.

A statement of anthracite production for June has just been made public by A. H. Armstrong, chief of the Bureau of Anthracite Coal Statistics. This shows that for June the total shipments were 5,316,102 compared with the corresponding month for last year of 6,130,186. Total shipments to June 30 for the year were 31,595,304 compared with shipments for the corresponding period of last year of 32,945,789.

The shipments by railroads and by sizes, with the total for the two periods, were as follows:

	Buckwheat No. 1 and larger sizes	Sizes below No. 1	Total Shipments
June, 1914—			
Phila. & Reading R. W....	827,887	116,929	944,816
Lehigh Valley R. R.	1,158,659	167,323	1,325,982
Central R. R. of N. J....	684,079	155,435	839,514
Dela., Lacka. & W. R. R..	776,679	165,189	941,868
Dela. & Hudson Co.....	566,842	94,406	661,248
Pennsylvania R. R.....	401,541	69,111	470,652
Erie R. R.....	608,589	129,586	738,175
N. Y., O. & W. R. W....	186,661	21,270	207,931
Total	5,210,937	919,249	6,130,186
June, 1915—			
Phila. & Reading R. W....	745,260	107,151	852,411
Lehigh Valley R. R.....	888,496	99,757	988,253
Central R. R. of N. J....	490,461	118,666	609,127
Dela., Lacka. & W. R. R..	755,964	132,435	888,399
Dela. & Hudson Co.....	605,354	92,540	697,894
Pennsylvania R. R.....	370,814	75,876	446,690
Erie R. R.	578,600	114,489	693,089
N. Y., O. & W. R. W....	129,412	10,827	140,239
Total	4,564,361	751,741	5,316,102
Year, 1914—			
Phila. & Reading R. W....	5,273,253	758,395	6,031,648
Lehigh Valley R. R.....	5,575,215	579,860	6,155,075
Central R. R. of N. J....	3,677,861	711,226	4,389,087
Dela., Lacka. & W. R. R..	3,806,647	791,859	4,598,506
Dela. & Hudson Co.....	2,930,156	435,719	3,415,875
Pennsylvania R. R.....	2,803,374	413,714	3,217,088
Erie R. R.	3,373,083	616,544	3,990,027
N. Y., O. & W. R. W....	1,020,809	127,674	1,148,483
Total	28,460,398	4,485,391	32,945,789
Year, 1915—			
Phila. & Reading R. W....	4,771,119	642,152	5,413,271
Lehigh Valley R. R.....	5,697,282	602,566	6,299,848
Central R. R. of N. J....	3,169,964	628,885	3,798,849
Dela., Lacka. & W. R. R..	3,821,369	747,239	4,568,608
Dela. & Hudson Co.....	3,295,086	508,706	3,803,792
Pennsylvania R. R.....	2,534,687	435,267	2,969,954
Erie R. R.	3,163,356	583,726	3,747,082
N. Y., O. & W. R. W....	889,392	104,508	993,900
Total	27,342,255	4,253,049	31,595,304

The amount of coal in storage at tidewater on June 30 this year was 739,729 tons compared with that on hand May 31 of 751,617 tons. This shows a decrease of 11,888 tons in tidewater stocks.



An Unnecessary Mistake

Everybody makes mistakes; those who do not are no longer with us.

However, there are two kinds of mistakes; those which could not be avoided, and those which belong in the "bone" category. The man who makes too many of this sort is hopeless, from the standpoint of the employer.

Not long ago a salesman turned in an order for ten tons of coal, which contained the notation that the coal was to be delivered any time during July. On a day convenient to the manager of the yard, the wagons were loaded up and sent out to the customer's house. There the drivers were met with the announcement that the customer had said August, and not July.

The wagons and their drivers were held up while the manager made arrangements for a shift in the deliveries, so as to put that coal in the bin of somebody else. Finally he was able to get this fixed up, but the net result was the loss of considerable valuable time all around.

The moral seems to be that in addition to selling the coal, the salesman ought to take just as much pains as possible in writing up the order, so that there will be no confusion in carrying it out. Incidentally, this is one of the most frequent complaints that buyers in all lines have to make—that the order is not transmitted correctly to the house.

Too Much Competition

The old-fashioned mills that were operated by horsepower had long arms to which the horses were fastened. The animals walked round and round in a circle, and there hoofs wore a depression in the ground, because the same earth was constantly trod upon.

The coal dealer who is in a market where there is plenty of business, and also plenty of competition, sees his competitors and their salesmen so often that he is sure to tell himself that the field is overcrowded, and that it is mighty hard to get along in the business.

The chances are that the dealer and his salesmen, and other dealers and theirs, are following the beaten path—going around in circles—instead of striking out for new business and getting after new customers.

The writer made an experiment in this connection not long ago. Four people living in a city of 250,000, all of them buyers of coal at retail, were asked how many times this season their business has been solicited. In every case it appeared that the only calls were from the salesmen of the concerns which had been previously handling their trade.

Now, as a matter of fact, this was the most comfortable condition that could have existed, inasmuch as each man held on to his trade, instead of swapping orders with the other fellow. But it certainly didn't suggest the terrific, feverish competition that many dealers believe exists.

If the coalman who really wants to expand his business were to make a point of calling on at least five "prospects" every day, and to have his salesmen look for new business, as well as take care of the old, he would probably add a good deal of trade without much additional effort.

One Kind of Service.

Suppose you had a customer who was buying the most expensive coal you sell, coal on which you make a good profit.

Suppose the customer were using this coal for

a purpose for which some other and cheaper coal would be entirely suitable and would give equal satisfaction.

Would you suggest making the change to the cheaper variety?

A good many dealers would undoubtedly permit the customer to buy whatever coal he wanted, and if he ordered the highest-priced, so much the better. Others, who believe in service as an effective factor of their business, instead of merely as a catch-word in advertising, would consider their part of the business poorly taken care of, unless the best coal for the purpose were selected; and the "best" coal, of course, is that which does the work at the lowest cost. A cheap coal which gives satisfaction in a certain connection where a more expensive kind was being used previously would undoubtedly be better, from the standpoint of the customer, than the costly variety.

There is a good parallel, along the lines of service and its effect on business building, in the fire insurance business. The old-style agent who wanted to charge "all the traffic would bear" never made a suggestion as to improving the risk, so as to get a lower rate, because, though that would benefit the company and the assured, it would reduce his immediate income. The modern agent is urging his customers to do certain specific things to reduce the fire hazard, and by so doing he is reducing the premium and thereby lessening his commissions. But is this poor policy? No, because the customer feels that he is being "taken care of," and when he gets service like that, he doesn't feel any desire to change agents.

If your hold on your customers is insecure, think over the service proposition from the standpoint of making them like the way you are handling their business. Maybe there is a chance to make improvements here and there.

Who Pays?

In the ordinary coal business, where most of the accounts are charged, and cash is paid only if the customer does not feel like taking advantage of the credit privilege, which is generally extended, an interesting question is that of who pays for the items of interest, bookkeeping, credit losses and other things which are involved in selling coal on credit.

It is evident that the customer who planks down the cash, or who settles his bill at its first presentation, is paying; because the one who takes months to pay out, and who requires constant work on his account in the form of credits and rebalancing, and constant visits on the part of the collector, is getting his coal at the same price as the man who paid for it as soon as it was delivered, or as soon after that as the bill fell due.

Since the retail price must necessarily include all of the expenses of doing business, it must include those represented by losses suffered through bad accounts, which are ultimately charged off the books. This loss is obviously assumed by those who pay.

If the number and volume of accounts carried on the books for months at a time is so great that the capital of the dealer is largely tied up in this manner, so that he has to go to the bank for money with which to carry on his business, the item of interest is one which plays a part in increasing the overhead. Assuming that this is charged into the selling price, as it, of course, should be, the man who pays promptly is apparently paying interest on the money which, in

effect, is loaned to those who take their own sweet time about paying for the coal. He is paying interest on his own purchase, even though he pays cash; or, to put it differently, he is paying for the privilege of taking a long time to settle the obligation, though he does not take advantage of it.

Summing up, it must be admitted that the dealer who is operating on a credit basis is discriminating against his best customers—those who pay promptly and cause little trouble and expense in settling their accounts. Of course, it is entirely possible that competitive conditions prevent the dealer from including in overhead all of the expenses connected with operating a credit business, and in that event his net profit suffers most from it. But whether the burden falls on the good customer or on the dealer, it is evident that somebody pays for the expenses which are involved in handling credit accounts, collecting, credit losses and interest.

"Bargains" in Coal.

The July issue of *The Cellar Door*, the house organ of the J. A. Mahlstedt Lumber & Coal Company, of New Rochelle, N. Y., contains an interesting story, intended to bring out the points that bargains in coal, like everything else, are not always what they seem.

The story was of a newspaper publisher who had printed an editorial against bargain sales, and had brought down the wrath of the storekeepers, who appeared at the sanctum to protest.

"The interview was opened," the story continues, "by a man named Callahan, whose store did the biggest business in town. We knew from his name that he had a temper, so we gave him an extra smile of welcome. He said, 'Do you want to undermine public confidence in my store? Your editorial warns women against so-called bargains, and practically gives the lie to our advertisements. We advertise only the truth. When we hold a bargain sale, it is really a sale of bargains.'

"That's right," echoed his seven colleagues.

"Look at this," he went on, opening a copy of our noon edition, 'here's the advertisement of a special sale of bargains we hold tomorrow; every word of it's the truth, and we can prove it.'

"We took the paper from him and at random pointed to an item headed, 'Special—These Coats Sell Everywhere at \$12—Our Price \$5.85.'

"Do you mean, Mr. Callahan, that these seven other gentlemen, your competitors, get \$12 for the coat you are selling for \$5.85?"

"He turned red. 'Well, they look for \$12 values and a woman might well consider them such.'

"Seven heads leaned over the table, read the item and examined the illustrations.

"Spoke up Mr. Isaacson of the Emporium, 'We have that same coat; we sell it regularly for \$5.50.'

"We get \$6,' said another.

"We sold 200 of them at the first of the season for \$4,' said Mr. Marx of the Leader.

"Callahan was getting redder and redder.

"I know the coat—we have a better one for \$4,' said another.

"Mr. Callahan,' we asked, 'why do you advertise in our paper? Simply because you get your money's worth. You make us prove our circulation; you insist upon certain position, and you pay your bills gladly, because you're sure you get what you pay for. One of the afternoon papers offered you a contract last week for four cents below their published rate; we find out such things. You turned it down because it looked too cheap. You suspected the value offered. You can't sell \$15 worth of anything for \$5.50 and make a living; some day women are going to find it out, and your biggest asset will be gone—confidence. There have been complaints lately of shoppers who did not find what you advertised to be as represented. The editorial of which you complain was a friendly hint to you that times are changing.'

"Eight men went out mad—and six of the stores changed their advertising policy. The other two are not as big as they once were.

"We don't believe in bargains—if bargains mean something for nothing.

"When we pay \$7 for a load of coal, we want seven good, honest dollars' worth of coal, and that's all.

"No more—no less!"

The Consumers Coal & Feed Company of Marion, Ohio, which is owned jointly by N. E. Arnold and L. B. McNeal have recently incorporated and in addition have purchased the business formerly conducted by the Johns Coal & Feed Company.



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Two Coal Decisions.

The decision in the government's case to dissolve the Reading Company is interesting because it is on the facts. The Government lost its case because it did not prove what its complaint alleged.

The court "declined to find" that the company had violated the law by intention, and then proceeded to inquire whether it had violated the law by misadventure.

The court found no evidence that other producers had been injured, and no attempt was made to prove that the price of coal was excessive.

There was no discrimination injurious to other producers, and nothing was shown that was extortionate or unreasonable.

The rates for freight in particular were under regulation by the Interstate Commerce Commission. There was no proof that the profits were unreasonable apart from the reasonableness of the process, by which they were produced.

The court declined to go back before the reorganization of 1896, but made especial inquiry into the allegation that a monopoly in the coal trade was shown by the acquirement of unreasonable supplies of unmined coal. On this the court ruled that as miners the companies were under the necessity of looking ahead and providing reserves of surplus coal lands even in large amounts.

The Reading is absolved on the very

point which was adverse to the Lackawanna. The contract between the Lackawanna miners and carriers limited their transactions to themselves. That was found obnoxious both to the law forbidding restraint of trade and the law forbidding railways to carry commodities in which they are interested, thereby making competition with others unfair.

In the Reading case the government alleges that the similar contract is unlawful because of the absence of such limitation of business, thereby making the business monopolistic for lack of the limitation. Already the Lackawanna has taken steps to comply with the law. It is only the irresponsible who can defy the terrors of the law. Those who have given hostages by investments of hundreds of millions of capital irremovably attached to the soil have no alternative but to accept the court's interpretation of the law.

It is announced from Washington that the Reading case will be appealed. It is difficult to see how the government could hope to succeed on an appeal on the facts. The only appeal on facts is by contrary evidence, not by an appeal to other opinions on the same state of evidence.—*New York Times.*

Compulsory Cost Accounting.

The coal trade has been talking for eight or ten years about the advantages of accurate cost accounting. That is about as far as it has gone. Every one has talked about it; few have adopted or applied it. Instead, retailers have carried their cash in one pocket and the bills in another—with the mortgage on their business—in their hat. Operators have kept their accounts on the stubs of their check books and have accepted somebody else's statement as to what it costs to produce coal. As a talk fest, it was beautiful. As a cause of action, it was sterile.

But now the United States government is about to force coal men to adopt standardized accounting. Thus we will begin to practice what we preach not because preaching has convinced us, but because we are forced to change our methods.

Government pressure is going to be exerted from three different directions. The nation has passed, for example, the income tax. Since it is going to collect that tax, it will want to know that it is taxing the "income"—all of it—and not the "earnings." Its experts, eager to get all the information, will not tolerate some bookkeeping used by coal men. There is one place where proper cost accounting will be urged.

Also the nation has created the Federal Reserve Board. This is discounting the commercial paper held by the member banks. It will not accept the commercial paper put out by a company which is not sure of itself—one which does not employ a recognized form of accounting. Therefore, if coal men want their paper to be accepted by the banks they must have the kind of paper that may be discounted. If that kind of paper is to be issued and if the Federal Reserve Board sticks to its ruling, the operators must adopt a standardized form of accounting.

Also the nation has created the Federal

Trades Commission. This announces that it is going to advise men in industry to adopt a standardized form of accounting. No consideration, it would seem, will be given to concerns which do not first adopt the standardized method of accounting. That is, if a coal man insists upon using his present method of bookkeeping and then puts up a plea of poverty, the commission will turn a deaf ear. It will tell him that he cannot prove what he says mainly because his books are incomplete.

Apparently many new and big opportunities are being made available to business men by the government. But the price of those opportunities is to adopt standardized accounting. Thus coal men, to get any advantage of these opportunities, must change their accounting systems. This means that the trade is to be compelled to abandon its interesting but purposeless debate about accounting and adopt a real system.

Our Demands on Germany.

A cartoonist expressed the recent situation between the United States and Germany precisely when he pictured it as a tennis game with Uncle Sam serving and the Kaiser returning the ball. That is, we were not getting any place; we were simply exchanging notes.

However, an end was put to that nonsense by President Wilson's firm note released for publication on last Saturday. The point made by the president was clearly and plainly drawn. In a few words it may be summed:

"Does the German government mean to say that because it is in a quarrel with England, which it cannot end successfully, the United States, which is not embroiled with either country, must be injured?"

The German government had, in effect, contended that it was going to coerce the United States into compelling England to let food supplies pass to Germany's civil population or stand the consequences—having its ships blown up, its commerce interfered with, and its citizens killed.

We are under no obligations to Germany in any such sense. We are not called upon to fight its battles. We are the cat's-paw for no nation on earth, and we will not be because we are big enough to take care of ourselves. If Germany has any quarrel with England, it must settle that quarrel itself; we are not going to be drawn into it by the insistence of Germany or any other government. And, if Germany or any other country tramples upon our toes, it will learn to feel the weight of our fist. That is the plain meaning of President Wilson's note of last Saturday and, candidly, he said the proper thing under the circumstances.

This does not take an unneutral position as to the war in Europe. It merely announces the position of the United States, which is that it insists upon remaining a neutral power and cannot be forced into any other position by any one of the contestants.

If you are selling coal on credit, you are lending money. Would you lend money to all the men you "trust"?

Cash Versus Credit.

It may prove impractical, for years to come, to get all retail coal dealers to abandon the credit system and to sell coal strictly on a cash basis. Still, any one who listens to the good-natured but mildly sarcastic remarks of G. T. Rider of Louisville upon the subject must come to the conclusion that there is much virtue in the cash basis.

Mr. Rider in his talk before the coal convention, did a sensible thing when he separated coal from all other forms of merchandising. He said that it is a business separate and apart from any other. That is to say, to put it plainly, the merchants in dry goods extend credit to people to induce them to buy more than they actually need and a trifle more than they can safely afford. The man whose wife has enjoyed one or more credit accounts at the department stores in the larger cities realizes that this is exactly the result of the system. Most persons who patronize such stores buy more than they can afford. Thus the credit system is, to the big department stores, one method of increasing sales. The burden of worry attendant upon credit is transferred from the store to the buyer.

But with coal, it is a different matter. Coal is a necessity. The people use only a certain amount of it. No system of credit extension will induce any consumer to buy more than he needs or more than he expects to use in the near future. Therefore, credit in coal does not increase sales in coal. It never can.

As Mr. Rider views it, the net result of the credit system in retail coal merchandising is to increase the labor of the coal selling company, to increase its loss and to increase its cost of doing business. As he sees it—and this seems to be the best way to look at it—it is a system of many demerits and no merits.

In this way, Mr. Rider effectively disposed of every point but one which was made in a recent editorial in this paper on this subject. That point was that the credit system compels the merchant to be abreast of the times in order to hold his credit customers on his books.

On this score, Mr. Rider says that it is a fallacy to believe that the credit system has any such merit. On the contrary, he says that if another man's price is lower, the credit customer leaves his account standing on your books to go and buy the cheap coal for cash of a competitor.

Whether this is generally true or not is open to discussion. However, there is a lot of truth in what he says about the cash basis. Therefore, this one point is not big enough to cause any one to favor the whole credit system on its account. Everything considered, the cash basis is by far the better. According to the experience of those who have tried it, it only takes a little courage to make it a fact.

Social Arithmetic.

A communication from Leo Romanski, a coal wholesaler of Chicago, was published on page 26 of THE BLACK DIAMOND of July 10. This presents a matter which is no less important than an example of social arithmetic and as such suggests something of debate which we hope the author will see fit to continue.

Mr. Romanski takes up the cudgel for certain eminent writers mentioned unfavorably in our editorial on "A Diseased Nation."

He admits that "the laborer is better fed, better housed and better paid than ever before." He says that one company which he represents is spending much money to improve living conditions. It is equally true that the cost of living, at the same time, has increased in greater proportion to his income, with which to buy the improved living conditions. Therein lies the source of discontent." The words quoted are those of his communication. Then he eulogizes all writers—except only Mr. Hearst, the leader of them all—who want to go still further along these three lines.

To get a proper point of view, let us reduce this to a sum in arithmetic. An article sells for a dollar. Of that the division is as follows:

Labor	\$.75
Material .....	.10
Selling, etc. ....	.10
Capital .....	.05
Total	\$1.00

The social man says that the cost of living has increased. That is true enough, but why? Largely because labor is getting two divisions of the selling price rather than one. That is, wages have not decreased but instead business has been paying out increased sums on social account. Thus business has to meet the regular pay roll plus enough to give the worker an old-age pension, compensation for injury, hospital service when sick, and a doctor to look after his family.

Let us reconstruct the problem. An article sells for a dollar. Out of it must be paid:

Labor	\$.75
Social .....	.15
Material .....	.10
Selling, etc. ....	.10
Capital .....	.05
Total	\$1.15

That explains the high cost of living. The selling price must be marked up.

Mr. Romanski's discussion leads us to believe that he would also increase the wages of workers. This is typical of the social thought of today. It insists that business shall do all sorts of things for the workers' welfare; shall increase wages; and shall decrease the selling price of goods. That is, business must increase the cost to \$1.15 and reduce the price to \$0.85.

Mr. Romanski is a business man. Therein he differs from most social thinkers—except Hearst. He knows that the coal business is being forced into insolvency by this very decreasing price and this rising cost of production. Under the circumstances, who, pray, is to pay the bill for all of this elaborate sociability? If business cannot pay the bill out of current prices, shall the additional cost be paid out of the private revenue of the employer?

Arithmetic in this situation is insistent. If we are going to continue to increase the standard of living and the wages of the worker, we must also increase the selling price of goods. As the selling price increases, we must, in turn, increase the wage of the worker. Thus the head will

follow the tail and the tail the head in a mad race around a circle. The end is higher and higher prices for everything, and higher cost of doing business, and in the end an impossible situation which can be rectified only by a collapse and reconstruction.

To stop this foolish pursuit of the impossible, we must be content to make social progress a little at a time. We must be content to improve wages and living conditions a little at a time. We must not permit the increasing outlay for social things to outrun the economy incident to the improvement in our method of doing business. We cannot do so and hope to retain a solvent community.

Cautious Generosity.

Elton J. Buckley, who writes most entertainingly on subjects pertaining to the law, is disposed to warn business men to be cautious about being generous to faithful employees. He makes one point which is particularly interesting.

He assumes that an employer has several employees who have worked for him faithfully for a number of years. He assumes, also, that the employees have been responsible for a great part of the employer's success. The human employer—if he is human—wants to give these men something more than a mere salary as a reward for what they have done. Here the danger lies.

Mr. Buckley says that the ordinary business man wants to take these faithful employees into partnership. The accepted—but dangerous—way to do that is to incorporate a company and make the employees stockholders. Right there he points a legal difficulty by citing a case which is, in substance, as follows:

An employer so disposed toward employees of this character did the customary thing and distributed stock. The majority of the beneficiaries took it in the right spirit. However, one stockholding employee developed a nasty streak. He insisted upon the rights of the "minority stockholder."

He went into court to compel an accounting of the business and demanded a right to see the books and that he be given all kinds of information about the conduct of affairs. Getting this information, he charged mismanagement and that no consideration was given the small stockholders.

Mr. Buckley says that to take such an action is always within the right of the minority stockholders. It does not matter whether he was given his stock as a bonus for faithful service or whether he paid for it outright.

Seeing the facts, this writing lawyer is disposed to warn business men that such a practice is opposed to their peace of mind and to the uninterrupted possession of the business.

He goes further, however, than merely to issue a warning. He shows how the same amiable intention can be carried into effect without danger. He advises that, instead of giving the stock to the employees and instead of giving them the right to vote, the employer *set aside* certain shares of the stock in the company *for the benefit* of certain employees. They will therefore get the benefits from the stock without any ability to annoy the owner.

News Local to Chicago.

Kentucky was represented on the street this week by J. T. Bradley of the Trosper Coal Company of Bradel, Ky.

Roger Gorman, formerly with the O'Gara Coal Company is now connected with the Pilsen Coal Company.

J. R. McFarland, general sales agent of the O'Gara Coal Company, spent the early part of the week in the Twin Cities.

A. A. Bryden, general sales agent of the Borders Coal Company of St. Louis, was calling on the trade during the week.

Dan J. Coffey, vice-president of the Missouri & Illinois Coal Company of St. Louis was a visitor this week.

D. E. Richards, president of the Bell Coal & Mining Company of Cincinnati, Ohio, spent a portion of this week calling on the Chicago coal men.

The explosion at the No. 1 Christopher mine of the C. M. Moderwell Company in no way interfered with shipments and they are prepared to take full care of their customers' demands.

E. H. Coxe of Knoxville, Tenn., paid his respects to his friends in the trade. Mr. Coxe will be remembered as the former general superintendent of the Tennessee Coal & Iron Company.

D. E. Russell, vice-president of the Delaware, Lackawanna & Western Coal Company, with headquarters at Buffalo, was a visitor with the trade this week.

The coal trade golf tournament was held on Wednesday of this week at the Calumet Country Club. Robert A. Gardner was showing a superior brand of golf.

W. J. Carney, president of the Carney Coal Company will leave Chicago July 31, for a month's automobile tour with the Adirondack country of New York state as his objective point.

Joseph H. McNamara, who purchased the coal for J. C. Hubinger Brothers Company of Keokuk, Iowa, was in town shopping for their coal wants, which amount to from 150 to 200 tons a day.

The Groveland tipple of the Gilmore & Solomon Coal Mining Company in the Peoria district was destroyed by fire on Wednesday of this week. There were no casualties.

The Consolidation Coal Company is having its offices in the Fisher building remodeled, having been forced to take more office space on account of the steady increase in its western business.

Paul L. James has resigned as western manager of the C. G. Blake Company. Mr. James has gone to his farm in West Virginia for a rest. He hasn't made known his future plans, but no doubt the call of the coal trade will assert itself before many moons.

The coal committee of the Association of Commerce sent out a letter soliciting donations from the trade for the sufferers of the Eastland catastrophe. A great many members of the trade have already contributed either direct or through the Chicago Coal Merchants' Association.

Dr. John E. Beebe of the Buchanan Coal Company, will try to banish the whirring of the spiralizer by spending a two week's vacation at Delavan lake. Chasing the elusive golf ball is the doctor's chief delight when not seeking new markets for Old Ben coal.

W. C. Hill, vice-president of the Chicago & Carterville Coal Company, has issued a new circular announcing the prices for various sizes of coal as follows: Hickory Hill 6 in. select lump, \$1.60 mines; six by three select egg, \$1.60 mines; No. 1 washed egg, \$1.65 mines; No. 2 washed nut, \$1.35 mines; No. 1 dry screened nut, \$1.40 mines.

A number of Franklin county operators this week put out a new circular of prices effective the first two weeks in August, naming \$1.60 on No. 1 lump, egg and nut, \$1.40 on No. 2 or special stove, and relative prices on other sizes. Screenings, of course, are not subject to circular, varying with the market.

A report recently made to the Inter-State Commerce Commission showed that the potential capacity of the mines within twenty miles of St. Louis was double the coal consumption of that city. This did not take into consideration the tonnage coming from the Williamson and Franklin county.

W. D. Elmstrom, president of the Chicago Coal Merchants' Association, circularized the members of the organization this week calling for contributions to relieve the distress of those involved in the disaster of the Eastland on the morning of

July 24. The remittances should be made payable to A. J. Bunge, the treasurer, and should be so identified that they will go to the relief fund.

George Paull, vice-president of the Commonwealth Fuel Company of Pittsburgh, spent a part of the week in Chicago. Mr. Paull says conditions are particularly bright in the Fairmont district where their interests are located. The mines are working full time and, although a great deal of the tonnage is for water shipment he says that local demands are very satisfactory.

Nine miners were killed and a number of others severely burned in a gas explosion at the No. 1 mine of the United Coal Mining Company at Christopher, Illinois, July 27. The explosion occurred in an entry where a pocket of gas was concealed. It is presumed that one of the miners entered the tunnel and his oil lamp ignited the gas. Little damage was done to the mine as the explosion was confined to the vicinity of the room where it originated.

The Buchanan Coal Company announced to the trade that effective August 1, 1915, F. A. Barthelme is appointed northwestern sales manager, with headquarters at No. 618 Security Bank building, Minneapolis, Minn., vice James E. Rend resigned. Mr. Barthelme has been a member of the sales force for a number of years, having his headquarters at Waterloo, Iowa. Previous to joining the Buchanan forces he conducted a successful local coal business at Joliet, Ill.

Web L. Miller of the Miller Coal Company, St. Louis, was a visitor in Chicago this week. Mr. Miller maintains that St. Louis is the most exasperating coal market in the United States. Every condition that operates to destroy all chance of getting a fair price for coal can be found here. Short-rate mines, stripping operations, co-operative companies and non-union coal explains why lump coal is selling for ninety cents with a mine run average about seventy-five cents.

Frank P. Doherty, president of the Black Star Coal Company, left on Thursday for Duluth. He will make the trip on the ore steamer John J. Block, accompanied by a number of his business associates. Mr. Doherty was given a "going away" party at the Automobile Club July 28, by a few of his friends where he was presented with a token of esteem. The presentation speech was made by George Roth, better known as the "zinc king." This title is derived from his heavy interests in the lead and zinc mining industry of southwestern Wisconsin.

Jno. E. Beebe, director of the publicity and Trade Extension Department of the Buchanan Coal Company, has just returned from a southwestern trip which included St. Louis, Kansas City and Omaha. Dr. Beebe says in his opinion one reason why the dealers are backward in ordering coal is due to the inability of the farmers to get to town to take out coal. Due to the extraordinary heavy rains the roads are almost impassable, consequently hauling a heavy load of coal does not appeal to the farmer at this time. The crop prospect in this section was never better and a bumper return is expected. Dr. Beebe also noted that Franklin county coal is taking the place of the Arkansas semi-anthracite product in many sections of the southwest.

Competing with H. M. Hall in the best ball twosome staged by the Chicago Coal Trade Golf Association in their monthly tournament at the Calumet Country Club recently, Robert A. Gardner of the Hinsdale Golf Club lowered the record for the remodeled course to 73. The event was won by R. L. Shepard and A. F. Smith, with a card of 82-13-69, A., O. Tandy and N. B. Birkland having 86-16-70. Hall and Gardner had third low net with 74-2-72. In the semi-final round of the Lemon Trophy N. B. Birkland defeated A. O. Tandy, 3 and 1, and H. Hall defeated D. E. Willett, 1 up. G. S. Wood defeated D. Payne, 2 up, in the semi-final for the Hostler trophy, and will play W. C. Hill in the final. E. T. Franklin won the BLACK DIAMOND Trophy emblematic of the club championship by defeating H. A. Hall, 2 and 1, in the final. In the president's cup final, played under handicaps, Edward S. Smith defeated E. T. Franklin 5 and 3. The qualifying round for the women's championship at the Onwentsia club was postponed until today on account of the rain.

Bear River Valley.

DENVER, July 29.—(Special Correspondence.)—More than \$3,000,000 is being expended by coal companies in the Bear River valley in Routt and Moffat counties, and a dozen properties

are being opened. The town of Mount Harris, one year old, is employing 250 workmen and several cars of coal leave that camp daily for Kansas points.

The coal camp at McGregory, a little further up the Bear river, is being rapidly developed, and shipments will begin as soon as the track can be completed over the Bear river ridge.

The Victor-American Fuel Company of Denver recently purchased a tract known as the Dawson farm, which within a few months will be a producing mine.

Joining Mount Harris on the east is a mine owned by the Italian-American bank of Denver, which is to be developed as soon as a railroad spur now being built is finished.

Milwaukee Dealers Picnic.

The Fuel Dealers Social Club of Milwaukee held its tenth annual picnic Tuesday, July 27, at Waukesha Beach. With the co-operation of the Milwaukee dock men and the long experience of the dealers, this affair was, as ever, a big social success. This year on account of the weather the attendance dropped, but 300 picnickers showed up at the Terminal station on time. The children of the party were furnished with all the necessary carnival toys that go to make for happiness, while the fair sex were provided for in the matter of ice cream tickets. As it rained most of the day, all of the games with the exception of the baseball game were held in the dance pavilion. When it came to baseball the wholesalers made the dealers look like a lot of bush leaguers, winning the game by a score of 26 to 10. After a full day's enjoyment the party returned a tired but happy lot, looking forward to the next annual outing.

A Modern Coal Pocket.

Bliss Neilson has operated a retail coal yard in connection with his feed mill on the banks of the Champlain canal at Stillwater, N. Y., for many years. The proposed abandonment of the canal and the removal of traffic into the improved Hudson river made it necessary for him to build a plant on the railroad and a photograph of his new silo coal pockets is shown herewith.

The plant consists of three 18x30 feet bins



Bliss Neilson's New Pocket.

holding 210 tons each, while additional storage capacity is obtained by making the foundations a part of the bins. The foundations are seven feet above ground and the coal is elevated twelve feet above the tops of the bins, from which bins it slides in chutes to coal elevators located at the center of each bin. The staves used in the bins are dipped in creosote oil as a preservative.

The plant was built complete by the Creamery Package Manufacturing Company of Rutland, Vt., and the machinery furnished by the Gifford-Wood Company of Hudson, N. Y. It has been in operation since December 1, 1914.

Facts Which Determine Our Export Prospects.

The Export Situation.

Shipments of bituminous coal over the Atlantic seaboard for the past week did not hold up in keeping with the earlier weeks of the present month, or within the records made in June. For the week ending July 24, Baltimore exported only 31,989 tons, whereas for the first two weeks in the month she was exporting approximately 60,000 tons per week. In June, Baltimore averaged over 75,000 tons per week. Bunker requirements of steamers taking cargo coal are running heavier, seven steamers taking cargo coal from Baltimore last week requiring 12402 tons of bunkers. Shipments from Hampton Roads also eased off, but not as radically as at Baltimore.

At the moment the outlook for August is encouraging. A great number of ships are under charter to take coal during the month from the various Atlantic ports, and it is expected that the month will show a much heavier tonnage exported than for July. Some of our large exporters have large contracts, upon which they are shipping regularly, and some business has been closed during the present month, though not up to the volume that the trade anticipated, in view of the Welsh labor troubles.

Last week some of the papers had something to say about a large western Pennsylvania operator securing, or being in position to close a contract for approximately 1,000,000 tons. We learn upon very good authority that this interest is shipping upon a 80,000 ton contract, and that while negotiations are pending on a contract that may mean shipments of 1,000,000 tons or more, that they are by no means assured that they will secure it.

Prices at seaboard for export are somewhat firmer, especially on the New River and Pocahontas coals. These command \$2.85 for prompt shipment at Hampton Roads, while low volatile coals at Baltimore and Philadelphia can still be secured at very favorable prices, namely at \$1.25 to \$1.40 at the mines, taking a railroad rate of \$1.18 to Baltimore and \$1.25 to Philadelphia.

Bunker requirements for cargo steamers continue to run heavy, and this is proving to be one of the most profitable avenues of trade of some people who specialize in this end of the coal trade.

Recent Coal Freight Charters.

Steamer Isthmian, Norfolk to Caleta Calosa, coal, \$6.30, August.
Steamer King Idwal (Br.), Baltimore or Virginia to Montevideo, coal, 34s.
Steamers Clontsham (Br.), and Pennine Range (Br.), Atlantic Range to Buenos Aires or La Plata, coal, 34s 6d, prompt and August loadings respectively.
Steamer Andreas Gerakes (Greek), Hampton Roads to west coast Italy, coal, 36s 6d.
Steamer Stryn (Nor.), Baltimore to Malme, coal, p. t.
Steamer Polamhall (Br.), Atlantic Range to west coast Italy, coal, 41s, five trips, August.
Schooner Chas. G. Endicott, Virginia to Maranhham, coal, \$6.50.
Schooner Three Marys, Baltimore to Porto Rico, coal, p. t.
Steamers Frederick Knight (Br.) and Blackfrigate (Br.), Baltimore or Virginia to River Plata, coal, 34s 6d, July.
Steamer Jersey City (Br.), Baltimore or Virginia to west coast of Italy, coal, 39s 6d, August.
Steamer Fert (Ital.), Baltimore to Savona, coal, 37s.
Steamer Fagersand (Nor.), Baltimore to Point-a-Pitre, Guadalupe, coal, p. t., spot.
Steamer Elini Strathatos (Greek), Baltimore to Palermo, coal, 41s, spot.
Steamer Sydic (Swed.), Baltimore to Sweden, coal, p. t., spot.
Steamer Stormont (Br.), Philadelphia to Antilla, Cuba, 1,231 tons, prompt.
Schooner Marcus L. Urann, Norfolk to Rio Janeiro, coal, p. t., prompt.
Steamer St. Andrews (Br.), Baltimore to Montevideo, coal, p. t.
Steamer Donepeses Strathotos (Greek), Philadelphia to Barcelona, coal, p. t.
Schooner Robert P. Murphy, Philadelphia to Mayagnez, P. R., coal, \$2.85.
Schooner William Booth, Philadelphia to Calais, coal, \$1.35.

Foreign Trade Rates.

W. W. Battie & Co., Produce Exchange, New York, reports as follows under date of July 26:
The number of steamers available for coal has decreased materially since our last report, and the freight market is considerably firmer, owing to the increased demand for steamers for grain. Owners are not willing to accept shippers' views on these grain freights, but shippers are advancing their ideas, and probably a number of steamers will be chartered for grain in the near future. This grain de-

mand makes it difficult to quote probable freight rates on Mediterranean coal with any degree of certainty, but if you have any inquiries please communicate with us and we will endeavor to give you a close quotation.

We would quote freight rates on coal by steamers as follows:

West Coast of Italy.....	37s.	@40s.
Marseilles	36s.	@38s.
Barcelona or other good Spanish port....	34s.	@36s.
(Spanish dues for account of cargo)		
Note.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge. 1s. per net register ton per day demurrage."		
Montevideo	34s. 3d.	@34s. 9d.
Buenos Aires or La Plata.....	34s. 6d.	@35s.
Rosario	36s.	@37s.
Rio	35s.	@36s.
Santos	35s.	@37s.
(Consignees paying docas dues)		
Valparaiso or Callao.....	\$6.25	@6.50
Havana	2.00	@2.50
Cardenas or Sagua.....	\$2.75	@3.00
Cienfuegos	2.75	@3.25
Port of Spain, Trinidad, about.....	3.50	
St. Lucia.....	3.25	@3.50
St. Thomas, about.....	3.00	
Barbados, about.....	3.50	
Kingston	2.75	@3.00
Curacao, about.....	3.25	& p.c.
Santiago	2.50	@3.00
Guantanamo	2.50	@3.00
Demerara	4.25	@4.50
Bermuda, about.....	3.00	
Vera Cruz.....	3.25	@3.75
Tampico	3.25	@3.75

To Limit Coal Prices.

An important bill has been introduced in Parliament by a Mr. Runciman, to provide for a limitation of coal prices.

The measure enacts that the coal at the pit's mouth shall not be sold or offered for sale by the owner of the coal, or on his behalf, at a price exceeding by more than the standard amount per ton the price of coal of the same description sold in similar quantities under similar conditions at the pit's mouth at the same coal mine on the corresponding date, or as near thereto as, having regard to the course of business, may be practicable, in the twelve months ended June 30, 1914. It is decreed that the standard amount shall be 4s, provided that the Board of Trade may by order, if they are satisfied, as respected any class of coal mines specified in the order, or the coal mines in any district so specified, that, owing to special circumstances affecting those mines, the standard amount of 4s should be increased, substitute for that amount such higher sum as they may think just in the circumstances. As respects those mines this act shall have effect as if the higher sum so substituted were the standard amount.

It is further enacted that if any person sells, or offers for sale, any coal in contravention of this action he shall be liable to a fine not exceeding £100, or, at the discretion of the court, to a fine not exceeding treble the amount by which the sum paid, or payable, for any coal sold by him in contravention of this section exceeds the maximum sum, which would have been paid, or payable, for the coal if there had been no contravention.

This section shall apply to a case where the owner of coal at the pit's mouth has sold, or offered to sell, that coal at a price which includes the cost of railway or other incidental services besides the actual value of the coal at the pit's mouth, as if he had sold, or offered to sell it at the pit's mouth at a price re-

duced by an amount representing the cost of those services.

Section 2 provides:—

(1) If in any proceedings for the recovery of a fine under this Act any question is raised as the corresponding price of any coal, including any question as to the cost of railway or other incidental services, the court shall refer the question for determination by the Board of Trade, and the decision of the board shall be final and conclusive for all purposes.

(2) If for any reason there are not adequate data at any coal mine from which to ascertain the corresponding price at the mine, the Board of Trade may fix that price, having regard to the data afforded from the sales of coal at other mines.

(3) The Board of Trade may require the owner of any coal mine to furnish such information as appears to them necessary for the purpose of carrying into effect this Act. In the event of the refusal of such information he shall be liable on summary conviction to a fine not exceeding £100.

Section 3 states:—(This Act, to be known as the Price of Coal (Limitation) Act, 1915, shall not apply to any sale of coal for the manufacture of patent fuel for export or to any sale of coal to be used on any ship.

Further, this Act shall not apply to the sale of coal supplied in pursuance of a contract made before the commencement of this Act. The Act is to have effect during the continuance of the present war and a period of six months thereafter.

New York Exports.

Considerable anthracite is exported from New York tidewater ports, principally to the Maritime Provinces.

Clearances for June include the following:

Schooners.	Destination	Tonnage
F. E. Melanson.....	Church Point.....	214
Elizabeth Gilbert.....	Port au Prince.....	710
Elsie A. Bayles.....	St. John.....	531
Lavalata	Shelburne	321
A. J. Sterling.....	Vernon River.....	290
Maria Cobb.....	Summerside	604
St. Bernard.....	Canning	215
Percy O.....	Bridgewater	212
Scotia Queen.....	Bridgewater	218
W. L. Elkins.....	Fredericton	341
H. H. Chamberlain.....	Fredericton	359
C. P. Harris.....	Halifax	591
Elma	Halifax	475
Glyndon	Halifax	180
Aloara	Halifax	199
Seth Jr.....	Halifax	422
S. B. Hafford.....	Halifax	601
Carrie E. Look.....	Halifax	780
American Team.....	Halifax	464
Crescent	Halifax	686
F. C. Pendleton.....	St. John.....	638
Minnie Slawson.....	St. John.....	575
Wm. D. Marvel.....	St. John.....	625
M. V. B. Chase.....	St. John.....	735
Seguin	St. John.....	640
Jessie Ashley.....	St. Andrews.....	222
S. E. Ludlaw.....	Dorchester	328
W. H. Davenport.....	Fredericton	342
E. M. Brown.....	Campbellton	597
Arthur M. Gibson.....	Campbellton	545
S. S. Nepos.....	Guanoce	500
Isaiah K. Stetson.....	Charlottetown	475
Palmetto	Clarks Harbor.....	190
Flo. Mader.....	Mahone Bay.....	193
Bellvean	New Carlisle.....	397
Geo. B. Cluett.....	St. Anthony.....	87
L. P. Whitmore.....	St. John.....	138
S. S. Siberia.....	Frontera	50
Jost	Yarmouth	350
S. S. Timandra.....	Rio de Janeiro.....	155
Frances Sawyer.....	St. John.....	598
S. S. Matura.....	Port of Spain.....	140

May Exports and Comparisons.

The Department of Commerce and Labor give the following statement of exports of bituminous and anthracite coal:

	TONS.									
	-1914-		-May-		-1915-		-Eleven Months Ending May-		-1915-	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Anthracite—										
Canada	469,441	\$2,524,181	412,479	\$2,137,483	4,131,075	\$21,936,325	3,469,646	\$18,274,302	3,269,000	\$17,249,269
Uruguay							84	559		
Other countries.	6,042	30,435	10,215	46,202	73,741	371,012	56,119	276,863	60,552	284,392
Total	475,483	\$2,554,616	422,694	\$2,183,685	4,204,816	\$22,307,337	3,525,849	\$18,551,724	3,329,552	\$17,533,661
Bituminous—										
Italy			285,027	845,870					1,245,260	3,724,408
Canada	705,562	10,572,992	589,512	1,256,291	10,563,330	25,836,505	10,678,541	24,950,666	7,551,864	16,478,270
Panama	22,150	59,805	34,321	93,869	443,249	1,196,448	336,617	910,602	295,664	808,588
Mexico	20,951	89,285	30,247	132,235	406,249	1,136,658	280,526	962,145	369,165	1,616,242
Cuba	82,851	231,042	107,650	297,228	1,167,681	3,136,986	1,048,379	2,914,352	990,222	2,781,770
Other West Indies and Bermuda.	50,624	153,120	34,471	102,827	550,055	1,551,019	532,108	1,560,854	413,486	1,262,727
Argentina	11,078	34,852	108,730	322,930			129,432	371,536	406,058	1,224,286
Brazil	16,391	55,842	65,183	198,430			229,059	732,495	404,780	1,235,894
Other countries.	162,425	478,615	134,735	396,830	1,060,966	3,059,127	1,228,486	3,623,106	711,414	2,114,894
Uruguay	11,581	34,743	14,401	42,280			56,252	165,292	91,671	268,272
Total	1,083,813	\$2,710,296	1,404,277	\$3,688,790	14,191,530	\$35,916,743	14,519,400	\$36,191,348	12,479,585	\$31,515,351

Above figures do not include fuel or bunker coal laden on vessels engaged in the foreign trade, which aggregated during the month and eleven months ending May as follows: May, 1914, 674,805 tons, valued at \$2,212,285; May, 1915, 647,918 tons, valued at \$2,161,317; eleven months, May, 1913, 6,666,494 tons, valued at \$21,565,959; 1914, 7,124,527 tons, valued at \$23,284,100; 1915, 6,334,773 tons, valued at \$21,269,802.

General Review.

Buying Improves Slightly in Domestic Sizes, While Steam Shows a Progressive Improvement.

The general market for coal is showing some change in nearly all centers. The domestic demand is growing moderately because the season of the year is approaching when retailers know they must have some coal on hand regardless of financial conditions and regardless of any dilatory attitude of buyers. The change in the domestic business is therefore seasonal.

However, steam business is also improving, due to a certain upturn in general business. Pittsburgh reports are most encouraging because they show that the mills are running to full capacity or to what is done in boom times. Foreign orders predominate, but home business is growing. The lake trade is picking up a little. The eastern all-rail trade is showing a decided improvement and export trade is very promising. All of these things make for a better tone in the steam market. In the west domestic prices are advancing and output is increasing.

In New York the anthracite market is not improving much, because the retailers have placed their storage coal and will not buy until about the middle of August to satisfy September needs. Some buying is expected early in August, because the labor attitude is threatening. In bituminous the movement into export and on contract is still heavy and this week brought some demand for spot coal which is the best indication for some time.

New England indicates a demand at wholesale for both bituminous and anthracite coal, showing better buying both by steam users and householders. The anthracite trade is helped no doubt by fear of labor troubles in Pennsylvania.

Midsummer dullness seems to have attacked the Pennsylvania trade, specially in bituminous, although a large volume of export business is being done, thus relieving the situation. The anthracite operators have practically no market and are closing down the mines.

Baltimore records a loss to some extent in the export business which while heavy is not as brisk as it was some time ago. War orders are increasing the production of factories and this is improving the demand for coal on contract, but the spot demand is still light.

Shipments of anthracite coal by lake from Buffalo were 79,630 tons for the last week, a rather heavy decline compared with recent shipments. The bituminous demand, especially on contract, is better because concerns in that territory are busy with war orders.

The general tone of the Pittsburgh market has not changed much within the last week, but evidences on all sides are that the market is in first class condition. The mills are running to full capacity, partly on war orders and partly on orders for home consumption. The activities among the coke ovens are such as to indicate the presence of boom times. Shipments to the lakes are increasing a little all the while and the only weak spots in the market have to do with the demand for coal by local factories and retailers in the all rail trade.

Cincinnati reports an improvement both in demand and price. The individual buyers are not taking much more coal, but an accumulation of small orders from many quarters accounts for the better tone in the wholesale market. This applies not only to the low volatile coals but to the high volatile coals of West Virginia.

Indiana operators, according to reports from Indianapolis, are displaying a spirit of optimism, but it has to do more with future than with current business. The market is still bad, but the factories are taking more coal in the center of the state. Some retailers are buying for harvest needs.

Louisville has had a slightly better demand for both domestic and steam coal within the week. Retailers are buying in anticipation of a price advance on August 1st. Steam users are buying because they need the coal to run the factories.

Both Detroit and Toledo show a marked improvement over recent conditions, first, because the supply of spot coal is not so large and, second, because consumption is heavier.

At Birmingham the Georgia Southern &

Florida railroad closed a contract for 150,000 tons of steam coal. The steel makers, which own their own mines, have also been increasing production. Otherwise the market in that territory is quiet.

The feature of the Chicago market is the rising price of domestic coal on August 1st, prices generally being marked up ten cents a ton. Also smokeless coal will increase fifteen cents a ton on August 1st and this brought some heavier buying the latter part of this month. The situation is generally better also in steam coal, for while individuals are not buying much more than they have been, small orders have aggregated quite a tonnage.

At St. Louis hot weather has checked the demand for domestic coal, but there is a fair run of orders for steam coal. Screenings are a trifle easier because of larger domestic production.

Omaha, after a slight improvement in demand, had a relapse the early part of this week. The situation is generally pretty dull.

Storage orders in Denver are satisfactory in the main and the market is dull with the expectation that it will remain so until the first of September.

Chicago Market.

Buying Continues to Improve and Prices Will Advance on August 1st.

Office of THE BLACK DIAMOND,
CHICAGO, July 29.

The coal market in Chicago is one of progressive improvement on a small scale. It took on a little more activity the first of July; it took on a great deal more activity the latter part of the month. In part the season of the year has something to do with it. In major part the announcement of the rise in prices had a good deal to do with it. The steam trade has not kept pace with the domestic trade in every particular, although that is improving too. Fine coal, however, is easing off as lump advances.

Reports on the anthracite trade do not quite agree in every particular. Some agencies had quite a run of orders in July. Others say that their business is far below normal. It is still a fact that the business for July was below what it was in other years and below what it should have been to have brought shipments for August 1 up to a comfortable figure for the retail trade. Prices have been steady because production has been curtailed.

On August 1 smokeless mine run prices advanced to \$1.40, a rise of fifteen cents a ton. Lump and egg prices advanced to \$2.25, or a rise in circular of twenty-five cents. Knowing that these prices will hold, retailers bought more heavily the latter part of July than they have been doing. They are still far short of their normal storage supply. Production, while reasonably heavy, has not congested the market with spot coal, shipments to the east being heavy. The technical position here is strong because no coal is on consignment and few cars are even approaching demurrage. Prices up to Thursday, carrying the July circular, were:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.05	2.00

The Somerset county market is stronger today than it has been all summer. Prices will advance on the mine run to \$1.40 on August 1, but until then the July circular price obtains and some buying at the low price was done. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.75@3.95	1.70@1.90

Hocking coal is unchanged in price, but the business for the last week was a trifle heavier. The market is firm because there has been no free coal offered. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
1½-inch lump.....	\$3.15	\$1.50

Splint operators who all summer have been flirting with the jobbers have begun to sell their coal direct. They are thus making a first effort to get rid of a demoralizing influence and the market is strong in consequence. Some are still holding their coal under the old conditions and that makes for easier prices in spots. However, the market is stronger. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1½-inch lump.....	\$3.05@3.15	\$1.15@1.25

Eastern Kentucky coal is firmer, largely because wage conditions in that territory are about straightened out. The market was demoralized somewhat by the fact that a few operators had cut wages and were cutting prices accordingly. That situation is now straightened out and the market is strengthening. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump.....	\$3.15@3.65	\$1.25@1.75
Egg	3.00@3.15	1.10@1.25

Circulars were sent out this week announcing new prices on Franklin county coal to take effect August 2. Lump, egg and No. 1 nut will then command \$1.60; No. 2, or special stove will command \$1.40. In anticipation of these higher prices which will prevail for the first two weeks in the month, some active buying was done this last week. The finer sizes naturally ran off a little as domestic production increased. This coal was selling all the way from sixty-five to eighty-five cents, according to quality, but a fair average for the market would probably be about seventy-five cents. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.55	\$1.50
Egg	2.55	1.50
No. 1 nut.....	2.55	1.50
No. 2 nut.....	2.40	1.35
Mine run.....	2.15	1.10
2-inch screenings	1.80	.75

The majority operators in Williamson county field will in the next day or so put out circulars announcing new prices for the first part of August. According to one circular already issued, lump and egg will sell for \$1.60; No. 1 washed for \$1.65; No. 2 washed for \$1.30; No. 1 dry screened nut, \$1.40. Fine coal prices have been a little easier because lump production has increased. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.55	\$1.50
Egg	2.55	1.50
No. 1 washed.....	2.55	1.50
No. 2 washed.....	2.45	1.40

Saline county operators pretty generally on August 1 will advance lump, egg and nut price to \$1.60. In the meantime the circular price for July of \$1.50 has maintained and a lively business was done. Screenings are a trifle soft, but the market is still fairly good at seventy-five cents. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.55	\$1.50
Mine run.....	2.15	1.10
Screenings	1.80	.75
1¼-inch lump.....	2.30	1.25

Springfield prices will not advance until August 15, when it is expected ten cents a ton will be added to the circular on lump, egg and nut, bringing the first two up to \$1.60. In the meantime prices recently quoted prevail, with a better volume of business on the prepared sizes. Screenings are a little easier, ranging between sixty and sixty-five cents. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Springfield—		
Lump	\$2.32	\$1.50
Egg	2.32	1.50
Nut	2.17	1.35
Mine run.....	1.87	1.05
Screenings	1.47	.35

The Clinton, Ind., market is quotably unchanged. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
Domestic lump.....	\$2.27	\$1.50
Egg	2.07	1.30
Nut	2.07	1.30
Mine run.....	1.87	1.10
Screenings	1.47	.70

Knox county has not changed within the week either as to production or price. The market is as follows:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.47	.62

Domestic coke is a little stronger, but furnace and foundry coke has not changed. Prices up to Thursday were:

	F. O. B. Chicago.
Coke—	
Connellsville	\$4.75
By-product, foundry.....	4.85@5.10
By-product, egg and stove.....	4.65
By-product, nut	4.65
Gas house.....	3.75@4.90

Ohio & Michigan Coal Company, Detroit, has been awarded the contract for supplying approximately 3,500 tons of slack to the Ann Arbor waterworks and about the same amount of Pocahontas coal to the University of Michigan, which withholds prices made by the various bidders.

Pittsburgh Trade.

Factory and Retail Demand Is Light But Mills, the Lakes and Exports Take More Coal.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., July 29.

The Pittsburgh market has shown little or no activity the past week, and little is anticipated at present. The trade seem to be taking advantage of the almost complete stagnation of the coal business, to get away to mountain and shore resorts, to "rest up" after the long strain of idleness of the past several months. Those who are not "out of town" find the golf links quite a relief to their over-worked nervous systems. Uncertainty is still the feature of the coal market, and prevents any perceptible increase in activity. Buyers as a general thing prefer to pursue a conservative policy, and only make purchases as necessity demands, while producers are just as cautious and are quoting no figures for any extended delivery.

From a domestic view point matters are not as bright as sellers could wish and many items in the inventory of the situation suggest the maintaining of the cautious attitude, and while the time is at hand for a general stocking up for individual and industrial purposes—it is not being done—nor are the railroads buying any far ahead fuel supply, though the prices quoted today might hold large inducements for such purchasers but they are holding back, possibly for both a lack of confidence and a lack of money. Many large miscellaneous manufacturing plants, and the bulk of the smaller industrial concerns are not doing more than fifty per cent of normal, and their purchases of coal can be graded about the same.

Lake shipping does not show any appreciable increase, but looks somewhat more encouraging—from the point of inquiry, and the inland jobbers are only buying to fill orders, nothing for stock. At the retail yards no disposition is being shown to provide for the winter's fuel supply.

The following range of prices, although subject to change daily, or in individual transactions, about represents the market for deliveries in this district during the third quarter.

Panhandle slack.....	\$0.45 @ .55
Youghiogheny steam slack.....	.55 @ .60
Mine run.....	1.00 @ 1.10
¾ screened.....	1.20 @ 1.25
5/4 screened.....	1.30 @ 1.35

A large broker, during the past week made inquiry of several producers offering to take certain coals over a period covering the remainder of the year at figures slightly less than quoted above, but his offer in each case was turned down the opinion being that it was simply put out as a feeler to test the market.

These conditions and the uncertainty pending war developments, keep mines down to an average of about fifty per cent to sixty per cent of capacity, and at some points less. Some suffering is reported in certain mining localities, where the work has not provided sufficient income to meet necessities and pay rent.

The demand for coke holds up extremely well, and in some cases expands. There is strong tendency toward higher prices by some independent producers, while others have not yet fully adopted the higher level—much depends on the sellers order books, and the nature of the business offered. Prices quoted by the steel-making producers are very firm—though it is said they have no coke for sale, yet this helps the market and operators are not anxious to quote for further ahead than quarter by quarter, the pig iron outlook seeming to make the sliding scale more interesting.

Coke market might be called strong at the following:	
Prompt furnace.....	\$1.75
Contract furnace, third quarter.....	1.75
Contract furnace, second half.....	2.00 @ 2.25
Foundry prompt.....	2.40 @ 2.50
Foundry contract.....	2.25 @ 2.60

At the office of one producer of best grade foundry—it was reported they were out of the market—at another the quotations averaged five to ten cents above the figures here given. Oven activity has slightly increased the past week, but as yet no scarcity of labor has developed, as was anticipated by some operators a month ago.

Merchant coke operators in the Connellsville region are reported as doing considerable export business, the Argentine Republic, and Italy having been buyers, and a Uniontown firm is reported to have sold through a New York jobber 44,000 tons of coal for shipment to Spain.

Personal and News Items.

James H. Gallagher, treasurer of the Delmont Gas Coal Company, is on a vacation trip through Canada.

James G. Geegan, manager of the Clyde Coal Company, is taking a much needed rest at Mt. Clemens, Pa.

Mr. Taylor, president of the Pittsburgh & Erie Coal Company of Erie, Pa., was a Pittsburgh visitor this week.

John H. Jones, president of the Pittsburgh-Buffalo Company, is spending the week in Cleveland and other lake points.

H. S. Odbert, president of the Odbert Coal Company of Cleveland, spent some days with the Pittsburgh trade last week.

E. M. Gross, western manager of the Keystone Coal Company, is on an extended pleasure trip through Canada and the northwest.

Dr. Arnaud Rosenthal of Paris, is in Pittsburgh this week conferring with Pittsburgh manufacturers, brokers and other business men relative to the purchase of materials and goods of various kinds needed in the allied countries of the European war zone. Among other items he claims to want to buy 3,000,000 tons of bituminous coal, though we do not locate any direct inquiry having been made. He says his country needs large quantities of coal and he may establish a permanent head quarters in Pittsburgh to handle coal and other products for export.

A movement is on foot among those who have admired the late Dr. Holmes and profited in so many ways by his labors, to in some manner fittingly commemorate his achievements. The erection of a monument at his grave, a tablet suitably inscribed, a memorial volume containing his life, and works have been suggested, and the matter is assuming form. Locally it will be brought before the coal operators the coming week, by the Secretary S. A. Taylor, but action may be deferred as many are away from home at this season, Mr. Taylor makes the suggestion that in addition to either of the above, a substantial fund for the family of Dr. Holmes be raised, in appreciation of his devotion to his profession.

Louisville Market.

LOUISVILLE, KY., July 29.—(*Special Correspondence*).—Some betterment has been noted in the demand for both domestic and steam coal during the past week, principally due to the willingness of dealers to order out coal for delivery during the last week of the month, rather than run chance of a price-advance on August 1. Nevertheless, buying is not of a strictly general character, nor is the price situation sufficiently satisfactory to lead to any high hopes as to business for several weeks to come. Nevertheless, the month of July has been distinctly better with coal producers in this section than was June, and it may be expected that August will show a slight improvement over July, unless some unforeseen influences come into play.

Both the country dealers and those in the larger towns are taking more domestic coal, but the movement is by no means anything like normal. So far, the increased movement of domestic has not resulted in any slaughtering of screenings, and although same were slightly more plentiful, they are not on demurrage in any large quantities.

Producers dependent on southern markets report that the demand for steam coal is exceedingly poor, and competition at cut-prices is still exceedingly keen. Contracts are being renewed at price-concessions on the best grades of steam coal, and shippers from mines on the Louisville & Nashville & Southern Railways are still losing business through mines in Virginia and Alabama. The Southern Railway is now taking in eastern Kentucky a minimum shipment specified in its contract with Middlesboro and other operators, whereas 30 to 60 days ago they were receiving less than their contract minimum. Receipts by the Louisville & Nashville and Illinois Central Railroads are about as they have been during recent weeks.

Prices for August will cover the same wide range as during the past several months. Domestic block coal is selling at prices ranging from \$1.40, and occasionally as low as \$1.25, all the way to \$2.00 per ton, with the mines selling at the lower prices, in general running more days than those in the Jellico district, which are holding their prices more stiffly. Nut and slack coal of the best quality is bringing from fifty cents to

sixty-five cents per ton, and second grade screenings from twenty-five cents to forty cents per ton.

The mines of the Continental Coal Corporation in the Straight Creek district have been unionized during the past week, and union organizers are very busily engaged in an attempt to organize other companies in the Bell and Harlan county districts. So far, however, there has been no disorder and little, if any, ill-feeling.

Detroit Trade.

DETROIT, MICH, July 29.—(*Special Correspondence*).—Improvement in mild form appears to be developing in the local market. While conditions have not yet reached a point where the market may be correctly described as active, shippers assert they are able to notice a perceptible increase in the number of small orders coming in.

This feature, they regard as particularly encouraging following the long period during which the market has been so inactive as to be almost stagnant and the sentiment of shippers is taking a more buoyant and cheerful trend.

The fact that the amount of consignment coal now being sent into Detroit is less than for many months, is another feature which tends to increase cheerfulness. There is still coal on tracks, however, and probably always will be in Detroit, but it is being moved in a way that produces less unsettledness in the market than heretofore. For the time being, about the only coal which does not reflect the improved conditions is the egg size and under normal conditions Detroit is not a large consumer of that class of stock.

The supply of all kinds of coal, with the exception, perhaps of Pocahontas lump, is fully sufficient for all requirements and there is little difficulty in obtaining coal somewhat below schedule, at prices that have prevailed for several months past, but the feeling among shippers, appears to be that a gradual hardening and steadying of prices may be expected to develop in the very near future.

The fact that shipments by the lake route to ports on Lake Superior have been largely curtailed during the present month because of the lack of dock space available for storage, is a circumstance, which may, however, exert a troublesome effect on the Detroit market, should it result in directing here coal which should be handled over the rail lake route.

The outlook for early improvement of conditions at the unloading docks on Lake Superior is said to be far from satisfactory and no important distribution of the stock now filling the docks is expected until the movement of grain to the lakes gains considerable headway, or probably not until some time in September.

Anthracite is being bought very sparingly. Efforts to convince retail dealers that it is likely to be to their advantage to place orders now, have met with little success. Nearly all of them appear to be holding off, though the reason is not wholly clear.

Prices in the local market are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$0.95 @ 1.00	\$2.35 @ 2.40
Mine run.....	.80	2.20
Slack .....	.50	1.90
West Virginia Splint—		
Four-inch lump.....	1.50 @ 1.60	2.90 @ 3.00
Two-inch lump.....	1.25	2.65
Three-quarter	1.10	2.50
Mine run.....	.90 @ 1.00	2.30 @ 2.40
Nut, pea and slack.....	.50 @ .75	1.90 @ 2.15
Smokeless—		
Lump and egg.....	2.00	3.60
Nut	1.50	3.10
Slack	Open	Open
Mine run.....	Open	Open
Kentucky Splint—		
Lump	1.40 @ 1.50	2.80 @ 2.90
Egg	1.10	2.50
Nut, pea and slack.....	Open	Open
Fairmount—		
Three-quarter steam lump.....	.85 @ .95	2.25 @ 2.35
Mine run.....	.70 @ .80	2.10 @ 2.20
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.35	2.50
Three-quarter lump.....	1.25 @ 1.30	2.40 @ 2.45
Mine run.....	1.00 @ 1.10	2.15 @ 2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.15	2.30
Mine run.....	1.05	2.20
Slack	Open	Open
Jackson Hill		
Domestic lump.....	2.00	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	2.15	3.30
Egg	1.60	2.75
Slack	Open	Open

Cincinnati Trade.

CINCINNATI OHIO, July 29.—(*Special Correspondence*).—The market in this territory this week, is a little better, both in price and in demand. In particular it would be hard to point out just where the betterment is.

Some operations take a "bullish" view of conditions and others are still "bearish." All unite, however, in saying that it is only a matter of a few days until "something will drop." At present wholesalers are sweating in an effort to wake up dealers to the fact that a car stringency, labor scarcity and transportation blockade are casting their shadows before.

Some companies have withdrawn their product from the market. They will not enter the trade which is controlled by jobbers intent on getting only their brokerage. The splint operators are especially strong on this point.

The price list is variegated. For West Virginia splint lump quotations range from ninety cents to \$1.75; three-inch lump generally around \$1.50; 1½-inch around \$1.25 and nut and slack fifty to seventy-five cents. Some prices in all grades have been made. Several companies who have been attempting to meet competition, Wednesday withdrew all their price lists and notified their patrons that they are out of the market until buyers show a better appreciation of the value of coal. This has created a sensation among the patrons, but it has not aided the market yet.

The tidewater situation is unchanged for the smokeless exporting companies. For some of the better splint operations it is a godsend. The lake movement has again brightened up. Coal companies here have learned that a large number of dealers in other cities of the state and adjoining states have taken their salesmen off the road, and it is likely that some of those here will follow the example. This is not for the purpose of closing down for these companies have contracts that will take a fair supply of coal, but for the purpose of stopping the mischievous operation of some of the jobbers.

Car shortage is pronounced now, and labor shortage is in the immediate future. Contract making is fair, but at lower prices with those who feel that they must contract. Notwithstanding all this, some of the big mines in West Virginia and Kentucky are working full capacity and marketing their products without much trouble, and no loss.

Cincinnati Trade News.

The Bell Coal Mining Company of this city, which has had offices in the Lyric Theater building, has removed to offices in the Union Trust building.

The Borderland Coal Sales Company, has removed from suite 627-628 in the Union Trust building to suite 703-704-705, larger and more comfortable quarters.

L. C. Tippet, general manager of the M-B Coal & Coke Company, Kimberly, W. Va., was a visitor in the city this week. Other visitors were H. S. Leonard of the Leonard Coal & Supply Company, Dayton, O., and W. E. Hassey, a well known coal man of Columbus, Ohio.

R. D. Jeffers, who recently resigned as sales manager of the Borderland Coal Sales Company, is now holding a similar position with the Litz-Smith Fuel Company of Huntington, W. Va. Mr. Jeffers is well known to the coal trade, having been connected with the Producers Coal Company of the city for several years until about a year ago.

G. E. Weber, Cincinnati manager of the Chesapeake & Ohio Coal & Coke Company, is home this week from a prolonged tour through the Michigan coal distributing centers. He finds that the dealers there are not taking advantage of the low prices of the past few weeks and, in fact, are not taking their usual quota of the tonnages of the mining districts, preferring to wait until later and take chances.

E. F. Heasley, private secretary to Quin Morton, president of the Imperial Coal Company of Charleston, W. Va., and of the Imperial Coal Sales Company of this city, has been appointed assistant secretary of the West Virginia High Volatile Coal Operators' Association. This organization, composed of the operators along the C. & O. and the K. & M. railways, and which will eventually take in all the high volatile operators in the state, it is believed, is organized for the purpose of aiding in suppressing ruinous competition and

stimulating legitimate competition between coal districts and mining operations. Last week J. W. Dawson was elected chairman of the executive committee of the organization and J. R. Thomas and P. F. Colgan, vice-chairmen. An executive secretary is sought to take charge of the operations of the organization, and until one is found Mr. Heasley will have charge of the new offices which were established this week in Charleston.

The Norwood city contract for coal was awarded this week to the low bidder, Eureka Coal Company of that suburb. The contract called for 5,000 tons of 14,900 B. T. U. 7 per cent ash, splint nut and slack, and 2,000 tons of 15,300 B. T. U., 6 per cent, ash smokeless mine run. Ten companies, among them the largest retail companies in Cincinnati, filed bids and the gratifying thing was that the bids except one or two showed a determination to hold up prices to a living basis. It is not understood exactly what the award price was.

Tom R. Morgan, formerly sales manager of the Pluto Cannel Coal Company of Lexington, Ky., resigned that position, to take effect August 1st, and was at once appointed assistant to President L. P. Yandell of the company, and retains his headquarters at Lexington. Mr. Yandell's home is in Danville, Ky. A new sales manager will be appointed and the offices will be moved to Cannel City, Ky., at the mines. Later Mr. Morgan's appointment was withdrawn.

Cincinnati people have been asked to aid the starving miners of the Hocking Valley (Ohio), who are out of employment and cannot leave for other points just now to obtain employment. The St. Vincent de Paul Society, a Catholic organization, promptly sent \$100 cash and opened a depot for clothing in the city to aid the sufferers. Other organizations, notably the Chamber of Commerce and civic societies are aiding in the plan which was started by Governor Willis.

A story is going the rounds here, and has been published in some of the West Virginia papers, to the effect that The Island Creek Coal Company, has obtained an option on the Main Island Creek properties of the Wyatt Coal Company. It is further said, that an extension of that option has been made to August 10th, at which time, it is explained, the Island Creek Company will take over these properties. It is said that John Laing, president of the Wyatt Company has been prevailed on to sell these excellent properties which adjoin the Island Creek holdings, and that the persuasion has been in the form of a very substantial profit on the coveted properties. It is understood that the Island Creek Company was losing business in direct competition with the Main Island Creek coal. However, this may be, it is given on good authority that a \$20,000 forfeit has been posted for the purchase of the properties, August 10th. The story was denied, at first, by officials of the company here on general principles, but communication has not been held with Mr. Laing in reference to it.

St. Louis Trade.

ST. LOUIS, Mo., July 29.—(*Special Correspondence*).—The fact that the weather has been seasonable has somewhat checked the demand, which was getting to be quite lively from a number of sources. Coal dealers began to think of hauling ice, when the weather turned, and lost some of their enthusiasm for coal. The fact that the end of the month is nearing and the coal will advance in price the first of August has stimulated sales on some of the higher grades of anthracite.

Standard coal has been hard to move, especially in the 2-inch lump and steam sizes, showing a tendency to drop. Six-inch lump and domestic show a slight improvement. The current prices are as follows:

	Mine	St. Louis
6-inch lump	\$1.00	\$1.57½
3x6 egg	1.00	1.57½
2-inch lump .....	.85	1.42½
2x6 egg .....	.80	1.37½
No. 2 nut .....	.80	1.37½
1½-inch screenings .....	.60	1.17½

There is absolutely no change in the demand or prices on Mt. Olive and Staunton coal.

6-inch lump	\$1.25	\$1.82½
2-inch lump	1.20	1.77½
2-inch screenings .....	.70	1.27½

Carterville moving somewhat better. Williamson county operators on the whole are

advancing their prices on domestic sizes and most of the snaps are now off the market.

6-inch lump	\$1.35	\$2.07½
6x3 egg	1.35	2.07½
3x2 nut	1.20	1.92½
1½-inch screenings .....	.70	1.42½

Franklin county is moving very satisfactorily. Lump and egg business coming in freely, though some steam sizes are lagging such as No. 3 and No. 4.

6-inch lump	\$1.50	\$2.22½
6x3 egg	1.50	2.22½
3x2 nut	1.50	2.22½
Stove	1.35	2.07½
1½-inch screenings .....	.80	1.52½

Anthracite has been moving slowly. There is considerable consternation in the coal trade over the advance of 25c in the rates to St. Louis, and this advance took every one by surprise. None of the large companies have issued their new circulars, as yet, and there is considerable speculation, as to just what will be done in regard to the matter.

Chestnut	\$7.35
Stove or egg	7.10
Grate	6.85

There is little change on smokeless, or coke, both are moving fairly well. The price on coke, however, advances on the first of the month.

Gas house coke, all sizes	\$4.00
By-product coke, all sizes	4.25
Smokeless lump or egg	4.50
Smithing	4.25

Note.—Prices on Illinois soft coal, f. o. b., East St. Louis, Madison or Granite City, Ill., are 25½ cents cheaper than the above named rates to St. Louis, Mo.

J. Howard Seymour, of the Philadelphia & Reading Coal & Iron Company, was in St. Louis on Wednesday.

Denver Trade.

DENVER, July 29.—(*Special Correspondence*).—The market here this week seems to have lapsed into summer dullness, and is only relieved by better bookings on storage with the near approach of the begging of the last storage option.

There is little doing in the lignite district. Most of those mines are closed this week, but advantage is being taken of the dull season in making extensive improvements and repairs before the winter rush.

Trinidad operators report a busy week, on the receipt of steadily arriving storage orders, filling of regular contracts and unusual requirements of the steel mills. The bulk of the storage orders, however, are going to Routt county. They are many days behind on the filling of these orders.

Walsenburg will produce about fifty per cent of normal tonnage for the week.

Slack prices are unchanged. Routt county is making up for the small supply of lignite. There is plenty of bituminous but no surplus.

The prices for lignite, f. o. b. mines are as follows: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. To points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Canon City District—	Lump	Nut
For shipment May and June	\$2.50	\$2.00
For shipment July and August	2.75	2.25

Add 25 cents to above prices for washed nut.		
Walsenburg District—		
For shipment May and June.....	2.50	2.00
For shipment July and August.....	2.75	2.25
Washed nut 25 cents per ton additional.		
Chestnut, \$1.25 for entire season.		

Trinidad District—		
For shipment May and June.....	2.00	1.75
For shipment July and August.....	2.00	1.75

Routt County District—		
For shipment May and June	2.50	2.00
For shipment July and August	2.75	2.25

Western Slope District—		
For shipment May and June	2.25	....
For shipment July and August	2.50	....

From Baldwin, shipments for points east of Denver are 75 cents per ton less than Walsenburg prices.

Denver Local News.

A fire at Rock Springs, Wyoming, last week, destroyed the tippie and power plant at the Central Coal & Coke Company's No. 2 mine. The loss exceeds \$50,000.

A further reduction in coal rates from Ludlow to Trinidad is asked by the Huerfano Coal Company, regardless of a reduction recently by the state public utilities commission from sixty-five cents to sixty cents a ton. The Huerfano Coal Company has filed a petition with the commission asking that body to reopen its investigation of coal rates charged by the railroads, so far as it relates to the tariff between Ludlow and Trinidad. It believes these rates should be lowered to approximately twenty-five cents per ton.

Indianapolis Trade.

INDIANAPOLIS, IND., July 29.—(*Special Correspondence.*)—Much of the optimism displayed by Indiana operators and coal dealers is of a forced nature. They have been whistling to keep up their courage and spirits while they know that business is bad. Many of them have been trying to put on a cheerful face and tell their neighbors and friends that business was first rate when they know better.

A well-known Indiana operator said today that he is about at the point where he has concluded that it doesn't pay to attempt to deceive himself further. He declared that the demand for steam coal is very weak; that the demand for domestic is below normal even for this time of the year and that the outlook for business during the next few weeks is not very bright. The demand for Indiana coal in the Chicago markets has not been up to the usual standard lately. The manufacturing centers around Chicago that are large consumers of Indiana coal have been cutting down their orders. There have been fewer inquiries than usual for coal for the northwestern markets. The state's big manufacturing centers are not buying fuel heavily.

Altogether the situation is not encouraging. There has been a disposition among operators and dealers to say that the long-delayed business revival was only a few weeks off. About three months ago some of the leading Indiana operators said that by August a general revival would be noticeable. They have failed as prophets. The tonnage in July probably will be less than it has been for any July in recent years. Prices are fairly steady. Screenings showed a disposition to break but they are about steady again. The prices on mine-run, egg and nut are about the same as they have been for several months. Domestic is not changed. Operators say that the dealers are not buying as much as usual for this time of year, which is a very discouraging feature.

There is not as much coal as usual in storage in the retail yards, which helps matters when the demand does come from the consumers. The dealers in smokeless and hard coal are finding business very dull. In fact, the shipment of coal into Indiana is below the July mark. The retailers are not doing as well as they were at this time in 1914.

The Indiana wholesalers are quoting the following prices:

Indiana—	F. O. B. Mines.	F. O. B. Indianapolis.
No. 4 mine run.....	\$1.10@1.20	\$1.60@1.80
Nos. 5 and 6 mine run.....	1.00@1.10	1.50@1.60
No. 1 1/4-inch steam lump.....	1.30@1.40	1.80@1.90
Nos. 5 and 6 1 1/4 steam lump....	1.20@1.30	1.70@1.80
No. 4 egg.....	1.30@1.40	1.80@1.90
No. 4 nut.....	1.30@1.40	1.80@1.90
No. 5 egg.....	1.20@1.30	1.70@1.80
No. 4 screenings.....	.80@.85	1.30@1.35
Nos. 5 and 6 screenings.....	.70@.75	1.20@1.25
Domestic lump.....	1.40@1.50	1.90@2.00
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Brazil block domestic.....	2.00@2.10	2.50@2.60

Southern Indiana Field—

No. 5 mine run.....	1.00@1.05
Domestic	1.40@1.50

Toledo Market.

TOLEDO, OHIO, July 29.—(*Special Correspondence.*)—The situation here is showing marked improvement and coal men are in a better frame of mind than they have been for months past. The betterment is due to an improved demand and the many inquiries which have been coming into the Toledo market for the past week or two, from both steam and domestic users. Local coal men have waited so long for a betterment that they had almost given up hope so that the present good outlook is all the more appreciated. Coal generally is showing a little stiffening as to prices and an improved demand if kept up will make the usual August increase something more than a formality. There is a noticeable stiffening up as regards fine coal, due it is thought, to the rather light lake shipments.

Pocahontas nut and egg coal is in strong demand and the supply is commencing to ease up a little. Pocahontas has been very scarce in the prepared sizes throughout the season, and it has been next to impossible to fill orders. It is believed that this condition will be alleviated within a few weeks at the latest. In the meantime the full list price is being maintained on this grade of coal. Other smokeless coal is easy to secure and shows a trifle more weakness. Prices remain unchanged.

THE BLACK DIAMOND.

Smokeless—	F. O. B. Toledo	F. O. B. Mines
Lump and egg.....	\$3.45	\$2.00
Mine run	2.70	1.25

The extremely wet weather of the past few weeks has greatly delayed the threshing season in this section, and this has kept the demand for threshing coal at a minimum. An improvement is expected the first of next month. This will probably give Hocking some impetus as it is heavily used throughout this section for threshing purposes. Hocking is now in very light demand, but prices are being well maintained.

Hocking—	F. O. B. Toledo	F. O. B. Mines
3-inch lump	2.50	1.50
1 1/4-inch lump	2.40	1.40
3/4-inch lump	2.35	1.30
Egg	2.25	1.25
Nut	2.15	1.15
Mine run	2.10	1.10

Massillon is moving very slightly at weak prices.

Massillon—	F. O. B. Toledo	F. O. B. Mines
Lump	\$3.25	\$2.50
Washed nut	3.25	2.50

Pomeroy continues slow and prices rather weak. With an improved general demand for domestic coal Pomeroy will probably show a general improvement.

Pomeroy—	F. O. B. Toledo	F. O. B. Mines
Domestic	\$2.60	\$1.60
Egg and nut	2.35	1.35

West Virginia coal, like all other fuel products, is moving slowly. Still there is a better tone to inquiries than for 30 days or more. There continues to be considerable West Virginia coal going up the lakes. Prices remain unchanged.

Kanawha Gas—	F. O. B. Toledo	F. O. B. Mines
3/4-inch lump	2.30	1.05
Mine run	2.20	.95

Fairmont—

1 1/2-inch lump	2.30	1.05
3/4-inch lump	2.20	.95
Mine run	2.10	.85

Kanawha Splint—	F. O. B. Toledo	F. O. B. Mines
4-inch lump	\$2.75	\$1.50
2-inch lump	2.65	1.40
3/4-inch lump	2.40	1.15
Mine run	2.25	1.00

Pittsburgh No. 8 is still slow as to demand and short as to prices. With the railroads beginning to buy an improvement is likely to be noticed in this grade of coal, as it has always been a strong railroad coal.

Pittsburgh No. 8—

1 1/4-inch lump	2.40	1.40
3/4-inch lump	2.20	1.20
Mine run	2.10	1.10

Youghiogheny remains unchanged as to price and demand. There is but little movement.

Youghiogheny—

Mine run	2.45	1.20
3/4-inch steam lump	2.55	1.30

Blossburg Smithing—

Prepared size	3.20	1.75
Lilly smithing, prepared size.....	3.20	1.75

Kentucky coal is showing more firmness as to price, and there are better inquiries. Threshing coal will make an improvement as soon as the demand opens up.

Kentucky—	F. O. B. Toledo	F. O. B. Mines
4-inch lump	\$2.90	\$1.65
Egg	2.50	1.25
Nut, pea and slack.....	open	open

Cambridge being a strictly steam product is enjoying the same quietude as other steam coal. It is believed that a better demand will follow the first of the month.

Cambridge—	F. O. B. Toledo	F. O. B. Mines
Mine run	\$2.10	\$1.10
3/4-inch lump	2.20	1.20
1 1/4-inch lump	2.40	1.40

Cannel is showing considerable strength at this time, especially as to demand. Prices are running close to the list.

Cannel—

Kentucky Cannel lump	\$4.60	\$2.75
Pennsylvania Cannel, egg.....	3.60	2.15
Pennsylvania Cannel, lump.....	4.20	2.75
Ohio Cannel	3.85	3.00

August 10th, is the date set for the picnic to be given at Sugar Island by the Toledo coal men, who with their families will make the trip on the steamer "Greyhound." Special attention is being given to the program and a delightful time is anticipated. The Detroit dealers with their families will join the Toledoans in the good time, the same as they did last season.

Birmingham Trade.

BIRMINGHAM, ALA., July 29.—(*Special Correspondence.*)—With the exception of two large iron producing companies, the coal trade still remains dull. The big mines of the Tennessee Company at Edgewater, Bayview, Docena and elsewhere are producing large quantities of coal, the same is true of the Sloss-Sheffield Company with mines at Dora, Drifton, Flat Top, Bessie and elsewhere in the western part of the district which are in full operation. This company has received some of the larger contracts for steam coal recently left. Last week a deal for 150,000 tons was made with the Georgia Southern & Florida Railroad. Most of the other companies producing steam coal are complaining of slack business, but notwithstanding the general dullness felt at this time of the year and the general expression indulged in, there is without doubt some general improvement to be noted, as more men are now at work in mines than for some time past. Efforts are being made in every direction to extend Alabama's coal trade. Such efforts are expected to bring results and Mr. James Bonnyman, a well known coal operator, says: "The coal business is still quiet but I expect to see it very brisk in the next three months."

Bunker trade toward the gulf is limited in tonnage, while domestic coal trade is almost at a standstill. Blacksmith coal trade is holding its own with a fair trade.

Coke operations are good, and there is a larger production right now. The statistics for the year promise to show an increase in 1915 as compared to the production in 1914, and not only will coke figure in the output column but the several by-products. The big by-product coke oven plants at Ensley, Fairfield and Woodward have had a most wholesome effect on the coke situation and the annual output is now looked forward to with interest.

There is not the least hesitation at either of these plants, to the contrary the largest possible output is being sought right along.

The following is price of coal though it varies some:

	F. O. B. Mine	F. O. B. B'ham
Jefferson County—		
Pratt Fancy Steam Lump.....	\$1.70	\$2.10
Furnished by T. C. I.		
Pratt Mine Run, 90c to \$1.15. Frt. rate, 30c.		
Jefferson Seam, steam coal, \$1.15 to \$1.25. Frt. rate, 30c.		
Black Creek, steam, \$1.25 to \$1.55.		
Walker County—		
Horse Creek, steam mine run, 60c to \$1.00. Frt. rate, 40c.		
Carbon Hill, lump domestic, \$1.60 to \$2.00.		

Most all coals based on this classification. No stable prices, but these serve as basis from which prices vary either up or down.

Blacksmith coal washed and screened per ton \$2.00 to \$2.25 at mines with different rates to various points.

Birmingham Trade Notes.

Semi-annual examinations for certificates as first and second class mine foremen and for fire bosses began Monday with thirty-seven men composing the classes. C. H. Nesbitt, chief state mine inspector, is in charge.

The annual meeting of the American Mine Safety Association will bring to Birmingham September 2, 3 and 4, some of the most prominent men interested in the object of safety in mining work. The executive sessions of the American Mine Safety Association will be held Saturday, September 4, while the two days preceding will be given over to the demonstrations, either at mines or on a field in a convenient locality. The United States Bureau of Mines will take a most prominent part not only in the meeting of the association, but in the demonstrations. While the program for the great gathering has not been gone over as yet, it is being outlined. The winning team will be given a trip to San Francisco in September, where the national mine safety meet will be held. The meeting of the American Mine Safety Association will be held in the big dining room of the Hillman Hotel. It is announced that coal mining companies in Illinois and another in West Virginia will send teams to the Birmingham meet. The representative of the United States Bureau of Mines, E. B. Sutton, engineer in charge, is conferring with coal operators of the Birmingham district. A tentative program for the great gathering will be announced in a few weeks.

New York Trade.

Anthracite Producers Store Surplus Production—Bituminous Tone Better.

Office of THE BLACK DIAMOND,
NEW YORK, July 29.

The summer dullness in the anthracite trade which set in early in June, continues practically without change. It is rather difficult to find any improvement in demand from any part of the anthracite consuming territory. Some coal continues to go forward on what are termed regular contracts, and those companies that have distributing stations in the various anthracite consuming centers, where they can store considerable coal, are loading these to maximum capacity to take care of surplus production. Notwithstanding this, and the short time mining, about three days per week being the average schedule now, considerable coal is being put in the storage pile near points of production.

Usually towards the latter part of July, there is some improvement in buying from those dealers who want to take advantage of the twenty cents per ton discount that prevails this month. This year, there has been practically no increase in demand noticed from dealers who are concerned about the discounts. This situation has been held largely due to the fact that so much individual coal has been offered this season, at practically the April discount, that such a small reduction as twenty cents per ton does not longer interest the buyer. Moreover, this year finds more difference than ever before on the part of the consumer to take coal on during the summer months to obtain discounts. Retail dealers are finding consumers very indifferent about taking on supplies, so that we now have only one more summer month to go through summer, and if reports that come from the retail trade are to be taken seriously, less coal has been stored by consumers this season than heretofore. This should mean a good demand for coal during the fall and winter months, and should insure that the retailers will be very busy with deliveries, commencing some time in September.

In the way of production, all of the producers are working now on a three-day per week schedule. Even on this short time schedule, production is considerably ahead of demand, and it is taxing the capacities of some of the producers to store their surplus. Those producers who have no storage plants, and no yards at large consumptive points to take care of surplus coals, are forced to ship their surplus into the open markets, and consequently a great deal of coal is held at New York tidewater ports for spot sale. This means that prices on these unsold sizes are subject to discounts of twenty to forty cents per ton.

Buckwheat coals at tidewater do not seem to be so plentiful, but prices are not improved, some very low prices have been named recently upon contracts for these coals.

The anthracite operators are now becoming concerned over the very threatening attitude of labor, and no doubt they are going to face on April 1, the most serious fight they have had since 1902, with the Mine Workers organization.

The Bituminous Trade.

The bituminous trade is better in spots. Some interests report more spot inquiry during the past week, and some sales, though not of large volume. The improvement in spot demand comes from those manufacturing interests that are not protected by contracts, and who buy largely on the "hand-to-mouth" basis, or only when they need it.

This year, there are many such consumers. Most of them have hesitated about placing regular contracts because of the abundance—at all times, and most of the time, at prices in the buyer's favor—of coal that salesmen have been offering them. Just how much longer the situation is going to continue to favor consumers of this class, one does not know, but evidences seem to be piling up that the situation may soon change, and that the unprotected consumers are going to find prices stiffening.

An instance came to hand on Monday where a large Pennsylvania manufacturer had to close his plant, due to a shortage of coal. The plant was situated so close to the mines, that they

figured that coal would never run short. Therefore, they ordered very sparingly, and a delay on the railroad in making deliveries, caught them short.

There are indications that production in the Pennsylvania fields is improving. This improvement is confined principally to the large producers who are needing coal for contract requirements. Some of the smaller producers, with the small contract needs are said to have many loaded cars on railroad sidings at the mines, for which they are seeking purchasers. This means that spot prices are still held low due to a surplus of coal.

Export loadings last week were lighter than they have been in many weeks. However, this lull is believed to be only temporary. Bunker requirements continue large.

At New York harbor ports, there are ample supplies of all grades of Pennsylvania and West Virginia coals usually sold in this market. Prices range from \$2.50 to \$2.60 for good grades of Pennsylvania, choice grades commanding ten to fifteen cents more. West Virginia prices range down to \$2.35.

The Vessel Situation.

Coastwise vessel rates are just about easy at former quotations. The bulk of the tonnage is moving on time charters, and so far there has been very little change in the demand for spot charters. It is not believed that there is much available open tonnage, and that a radical improvement in the coal trade will find a serious shortage. A great number of schooners are still engaged in the export trades.

Off shore rates are about unchanged.

We quote current rates on freight as follows:

From Hampton Roads to Boston, seventy-five to eighty-five cents; to the Sound, seventy to eighty cents.

From New York rates to New Haven are thirty cents. New London, forty cents, and Providence and New Bedford, fifty cents; to Boston, fifty-five to seventy cents; Portsmouth and Portland, fifty-five to seventy cents; to Bangor, seventy cents. Harbor rates are from eighteen to twenty cents.

Prices on gross tons of bituminous coals are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.85	\$1.25
Medium grades	2.60	1.10
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein.....	3.00	1.40
Cheaper grades	2.60	1.05
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.50	.95
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.50	.90
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.75
Best gas, ¾-inch lump.....	2.65	1.10
Best grade, run of mine.....	2.65	.90
Gas slack.....		.50@ .70

New York Trade Briefs.

A. Sidney Davison, of the A. Sidney Davison Coal Company, No. 1 Broadway, left on Tuesday for a two day trip to Quebec.

A. P. Sutter, of the Sutter Coal Company, Punxsutawney, Pa., was a recent visitor to the New York trade.

E. H. Sanborn, of the Philadelphia office of the Berwind-White Coal Mining Company, visited the New York offices of his company last Tuesday.

Gardner Pattison, of Pattison & Bowns, No. 1 Broadway, is spending his vacation this year in Maine, and is expected back around August 2nd.

G. H. Kent, of Williams & Peters, No. 1 Broadway, leaves around the first of the month for his vacation, which will be spent at his summer home at Watch Hill, R. I.

H. W. Henry, vice-president of Peale, Peacock & Kerr, Inc., Grand Central Terminal, has been spending a couple of weeks in a visit to relatives at Rochester, Vt.

John Stoddard, Savannah representative of the Stonega Coal & Coke Company, with headquarters at Big Stone Gap, Va., was in town several days this week.

Frederic Landstreet, general eastern sales agent of the Punxsutawney Coal Mining Com-

pany, with headquarters in Philadelphia, was a visitor to New York on Tuesday of this week.

The Luchenbach Steamship Company of New York have placed a second order with the Fore River Shipbuilding Corporation of Quincy, Mass., for a cargo steamer of large capacity.

John H. Gans, president of the Gans Steamship Company, with offices at No. 12 Broadway, died on last Friday night at his home on Staten Island, after a month's illness. Mr. Gans was well known to the coal trade, especially those interested in exports and bunkers.

On Monday, August 2nd, the Department of Education will receive bids for furnishing and delivering to its department 23,700 gross tons of anthracite and semi-bituminous coal, more or less, for use in the schools in New York City, and also for several offices and departments. The period of delivery will be from August 16, 1915, to March 31, 1916.

John Lochrie, the well-known Windber, Pa., operator, spent last week visiting the eastern cities, returning to his home on Monday. Mr. Lochrie heads about four coal companies in the Windber territory, and is now very busy in a new development at Central City, which will within a few months be an important shipper.

R. H. Knode, representing the National Fuel Company, Uniontown, Pa., was in New York during the past week calling on trade, principally in the interest of their coke department. Mr. Knode reports that there has been a very decided improvement in the coke business during the past few weeks, and that prices are looking upwards.

George F. Clitter, of Hartwell, Lester & Clitter, Inc., No. 1 Broadway, returned late last week from a three weeks' trip to the Provinces, visiting Nova Scotia, New Brunswick and Prince Edward Island. Mr. Clitter found business conditions in much better shape in the Provinces than he had been led to believe existed. Consequently he had a very satisfactory trip.

Two anthracite coal companies recently granted charters are the Tamaqua Coal Company, and the East Lehigh Colliery Company, each capitalized at \$12,000. The stockholders are: Colliery Company, E. M. B. Shepp 600 shares; Rosalind Shepp 590 shares and Rosabel Shindel 10 shares. Coal Company, J. A. Hirsch, 40 shares; Rosabel Shindel 40 shares, E. M. B. Shepp 20 shares and Rosalind Shepp 20 shares.

Newspaper advices from Windber in the Somerset-Cambria coal fields of Pennsylvania, indicate great activity in coal developments. Operators are preparing to open the upper Lochrie mine near Central City. Funds are being subscribed and a right-of-way obtained for a branch railroad to the workings. Shipments from the Bougher mine in the vicinity will be started August 1. The Arrow Coal Mining Company has begun work on the opening of a mine on its 1,200 acres of coal land near Reitz. A branch will be built from the railroad line to Cairnbrook to insure transportation of the output.

In *Shipping Illustrated*, the well known New York shipping paper, of the issue of July 24th, appears an interesting article on Lake built deep sea boats, containing a picture and description of the new steamer "International" of 2,500 tons dead weight capacity, built on the Great Lakes for the American coast coal trade. The "International" is intended for the coal trade for shallow draught ports. It was built according to Lloyd's rules with a view of meeting their classification in ocean service, and had dead weight carrying capacity of 2,500 tons on fourteen feet draught, and its speed exceeds ten knots per hour. The general dimensions of the steamer are 256 feet 3 inches in length over all, and 244 feet on keel, by forty-three foot beam, and a depth of nineteen feet two inches. The propelling machinery consists of a triple-expansion engine, having cylinders sixteen inch, twenty-six and one-half inch by forty-five inch by thirty-three inch stroke. Steam is supplied by two Scotch boilers using natural draught and tested for a working pressure of 180 pounds per square inch, the dimensions being eleven feet six inches by eleven feet six inches. The keel of this steamer was laid on April 17th, the boilers installed on May 1st, the launching took place on June 17th, and on July 3rd, exactly four months from the date of the contract, the boat was ready for acceptance.

Philadelphia Trade.

Signing of Contracts, Long Held Up, Is the One Feature of a Listless Coal Market.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, July 29.

Not a thing has disturbed the tranquility of this market during the last seven days. A flutter of excitement would be such a novelty that it would be worthy of notation in bold black type. Midsummer dullness, to the full meaning of that set phrase, seems to have gripped both the hard and soft coal men and topics of conversation in trade channels seem given over more to speculation as to what the future holds rather than actual happenings of the present.

Such speculation, however, has resulted in one thing. It has helped to hurry the signing of contracts that have been in the balance for some time. Some few of the manufacturers are now beginning to heed what the coal man has to say in regard to stiffening of prices and have been assuring themselves of coal for a time when deliveries will be difficult. In this connection it might be said that a shortage argument can often be overdone and the continuous hammering and warning of the consumer has been retro-active where too active preaching has been indulged in.

Export business from the piers continues at a high volume. It was said that the figures for the month of July will show heavier shipments of bituminous than any corresponding month of previous years. Most of these shipments are going to South America, Spain and Italy.

So far as the price named on soft coals, there is only one change noted in the week's business. That is on Fairmont slack with the new figures of fifty to fifty-five cents posted. The advance was due to the reduction in the make of three-quarter sizes for lake shipments. Cement mills are taking this size to within sixty per cent of contract requirements. Much of the newspaper talk that has appeared recently regarding activity in the steel and iron mills seems to apply to a different section than that of Eastern Pennsylvania. Trips made by coal men through this territory during the past week discount strongly the stories of jobs going begging.

Anthracite Situation.

The bottom, it would seem, has dropped out of the market for hard coal. Independents and companies alike report that their deliveries for local consumption for the past week has been miserably small. One middle man, however, put it this way, "We know that a full quota of coal has not gone into the cellars in this territory so when the demand comes it will be with a rush. The retailer has been a trifle more cautious this year than in the past and has required cash for his goods, otherwise the householder will have to pay the advanced price of August or September for his coal. Which ever way the cat jumps, I cannot but see where the retail man has benefited."

While egg and stove are the "leaders" to the market—if the present market can be said to have any outstanding features, yet there has been a fair demand for buckwheat and the heaviest deliveries are being made of the No. 2 size. All of the other sizes are neglected and pea in particular.

Practically all of the mines in the anthracite district are maintaining strict suspension and independents who have worked throughout the entire summer have cut down to two days a week this year.

Philadelphia Trade Briefs.

C. Bolton of Hale-Ladysmith Coal Company of Hucksdale, Pa., was a visitor to the trade.

J. R. Kleckner of South Bethlehem motored down on Tuesday and paid a visit to various of the coal men.

George M. B. Cann of George W. Bush & Sons of Wilmington, paid a visit to his friends in the coal trade this week.

Charles E. Davenport of the Seaboard Coal Company of New York City was in town the latter part of last week.

R. H. Knoe of the National Fuel Company of Pittsburgh dropped in on trade acquaintances during the fore part of the week.

E. P. Lee of the Knickerbocker Fuel Company of New York City was a caller at the local offices of that company on Tuesday.

Tom S. Bailie, sales manager of the Pittsburgh

& Westmoreland Coal Company put in the fore part of the week on business here.

J. Howard Magee, traveling freight representative for the Western Maryland Railroad, made his rounds of the coal men of this city during the fore part of the week.

A. P. Sutter of the Sutter Coal Company of Punxsutawney, Pa., made the rounds of the trade early this week in an endeavor to "get shut" of quite a jag of coal that he had to market.

D. H. Jenks of the Producers Coal Company, and Mr. Hinch of the Hinsch-Briscoe Coal Company, both of Cincinnati, passed through the Quaker city last week enroute to the cool Mecca of the east—Atlantic City.

The brothers Stauffer of the B. Nicoll & Company forces here were out of town this week. Harry K. Stauffer was in Pittsburgh and "J. C." journeyed to Scranton and other points in the northwestern part of the state.

F. E. Ulrich, sales manager for the Lehigh Coal & Navigation Company, and R. B. Cornog of the Cortright Coal Company, with their wives, have been spending a two weeks' vacation cruising the Delaware River on Mr. Ulrich's comfortable boat.

Harry Moore, chief clerk at the Port Richmond Coal Piers returned to his desk this week after his vacation. He has refused to tell where it was spent, but inasmuch as Mr. Moore is a strong rooter for the Phillies his friends draw their own conclusions.

Marshall D. Brooke of the Buckhannon River Coal Company, whose headquarters are in Uniontown was noted among the visitors of the week.

Jack Jones of the staff of the Morrisdale Coal Company had an opportunity to try out a new fangled car in a trip up state this week.

Looking younger if anything than when he was here on former visits, "Col." John H. Sessions, the representative of the Philadelphia & Reading Coal & Iron Company at Minneapolis, dropped in on old friends this week. The "Colonel" is a great booster for the northwest and his word pictures are enough to make one long for the land of Minnetonka. While this was purely a pleasure trip he found time to talk business also, here and there.

F. B. Cortright was taken ill suddenly last Friday afternoon and was forced to take to his bed. Later alarming symptoms developed and two specialists were called in. They were undecided whether gall-stones was his malady or whether it was appendicitis. An x-ray examination will be made to determine if there should be an operation. Mr. Cortright is one of the most popular young men in the trade and his trouble has called forth universal sympathy.

In the death of George Deardorff McCreary, former congressman and philanthropist, there passed a man who made his mark in many lines and who was strongly identified with the coal trade at one time. He was born in York Springs in 1846 and spent his early life in the anthracite belt. When he left the university in 1867 it was to enter his father's firm, Whitney McCreary & Kemmerer. His father had been one of the pioneers in the coal business and at his death his son became a director in the Upper Lehigh Coal Company and the Nescopee Coal Company and other concerns in the anthracite fields. Following a term as city treasurer in the early nineties, Mr. McCreary followed his bent in the banking business and was known from that time, more as a banker than a coal man.

Buffalo Trade.

BUFFALO, N. Y., July 29.—The lake shipments of anthracite have dropped off to a large extent, through the slowing up of one or two leading companies which have a large amount of coal already shipped. The week's figures were 79,630 tons, which were distributed as follows: Chicago, 28,000 tons; Duluth-Superior, 23,000; Port Arthur, 7,030; Sheboygan, 6,700; Fort William, 4,800; Racine, 3,700; Menominee, 3,300; Manitowoc, 3,000. The docks at the other end of the lakes are reported by shippers to be filled up, so it is probable that not much will be done for a time. Plenty of tonnage is available, as the number of vessels bringing in ore is rather large. There is also plenty of coal available for shipment. Some shippers predict a heavy movement by lake during the fall, in preparation for the troubles likely to occur over mining schedules next spring. Others say that lake business may not be much above the ordinary season and that the strike possibilities of next spring will

not affect shipments to any great extent. A good deal of coal will have to be moved from upper-lake docks before there is a brisk resumption of shipping.

Demand from dealers is light. Most of them have ample supplies of coal on hand and no great activity is looked for until colder weather comes along. Business will probably be slow until September, in the opinion of some of the representatives.

The bituminous demand is showing up somewhat better than a few weeks ago. More concerns are ordering and there is quite a little increase in optimism among both buyers and sellers. Trade is not on a normal basis, but the revival in the steel trade makes most everybody feel that in a short time business is going to be better all around. Steel plants in this section are running on a nearly full basis, while a number of other large industrial lines, including automobile plants, have plenty of work on hand for a large force of employees. Not much life exists in the lake trade, owing to the plentifulness of coal at receiving ports. This ought to be a busy period in the lake trade and if things would start up there the market would be much benefited.

Coal prices are unsteady and weak. Little tendency toward an advance is shown, though some testify that slack is a degree stronger than it has lately been. It is still twenty or twenty-five cents below what it brings in good seasons.

Buffalo Trade Briefs.

D. W. McClennan, sales agent of the Allegheny Coal Company, spent two days this week on business at the home office of the company in Cleveland.

The steamer Charlton, an ocean vessel has been in drydock here for repairs, after going ashore in the St. Lawrence river. She has now gone to Lorain, Ohio, to load a bituminous coal cargo for England.

Charles T. Faulkner, for some time connected with the Buffalo coal trade, is now on the sales staff of Brady & Ewell. For the past two or three years Mr. Faulkner has been sales manager of the Western New York Fuel Company, with an office in the Prudential building.

The Lackawanna Steel Company is now reported to be operating on a 100 per cent basis, for the first time in a long while. The unfilled order tonnage has shown a big increase recently. The plant has fourteen open-hearth furnaces, each with a capacity of 150 tons a day, and is building four additional ones in order to keep up with business.

The contract for furnishing the coal supply for the North Tonawanda waterworks has been divided between the Ives Ice & Coal Company and G. F. Meyers, local dealers, whose bids were practically the same. The city of Tonawanda this week advertised for 2,000 tons of slack coal to be used by the waterworks there. The bids will be opened on August 23.

A number of visitors to the coal market were here last week, including the following: Hebron Robison, general manager of the West Virginia-Pittsburgh Coal Company, and L. A. Burnett, president of the Clifton Coal Company, both of Pittsburgh; A. P. Sutter, president of the Sutter Coal Company, Punxsutawney, Pa.; William T. Ryan, East Boston Coal Company, Kingston, Pa.

Thomas J. McNamara continues at the head of the Iroquois Coal & Coke Company, Buffalo, but has made an arrangement with President Thomas Donohoe, of the Pittsburgh & Southwestern Coal Company, by which he is to become the sales manager of the company, with office in this city. The company has a mine at Avella, Pa. President Donohoe is expected to be here this week for business and recreation.

A hearing was given before a special examiner of the Interstate Commerce Commission here this week in the case of the Buffalo Union Furnace Company and the Wickwire Steel Company against a number of railroads, alleging overcharge on shipments of coal and coke from Tyler and Sykes, Pa. Complainants claim that they have to pay forty cents more a ton on coke from these points than their competitors do. Samuel A. Kennedy, a coke expert from Chicago, was the chief witness.

Prof. E. E. Bach, sociological superintendent of the Ellsworth Collieries Company has been asked to serve as an official judge of the interstate mine rescue contests, to be held at the Panama-Pacific Exposition from September 23 to September 26 in San Francisco.

New England Trade

Boston, July 29.—(Special Correspondence.)—An improvement in business is noted by the local wholesale bituminous and anthracite dealers, especially the latter, yet everybody admits that there is much room for further improvement.

The improvement in bituminous, however, when sifted down, appears to be more a matter of sentiment than any material increase in bookings of new business. One thing is very certain though, and that is the f. o. b. Hampton Roads market is considerably firmer than it was a fortnight ago when it was an open secret that shippers were cutting the official market price of \$2.85 per ton. The large export demand and a steady betterment in the bunkering business up and down the Atlantic coast are largely responsible for the firmer Southern market. This firmness has been reflected on the spot market for New River and Pocahontas at Mystic Wharf which has been in a comatose condition for many weeks.

A fortnight or so ago, New River and Pocahontas were offered at Mystic Wharf on a basis of \$3.63 per ton f. o. b. or even less, while today dealers are asking and getting more money. Georges Creek is very strong there at \$3.90@4.00 per ton, and other grades of bituminous are more firmly held than heretofore. New England manufacturers, who two months ago had large supplies in their storage yards, have in many instances been here recently sounding the market with a view to purchasing within the near future. So it would appear that local agents are justified in expecting good business after the turn of next month. Old contract Southern coals are coming in well, but there is no congestion and the market appears to be on an extremely healthy basis. One optimistic local dealer goes so far as to predict very sensational price advances in soft coal provided the European war continues another six months. Pennsylvania bituminous is firmer, although not much more active. They are quoted on a basis of ninety cents to \$1.65 per ton on cars at the mines.

During the past week there has been quite a little spurt in the buying of anthracite indicating greater activity among the retail dealers. Locally, this assertion is borne out by the fact that retail dealers have been buying quite a number of horses in the Boston market. The buying of coal has come from dealers and large consumers operating in such cities as Providence, Pawtucket, Manchester, N. H., Fitchburg, and smaller dealers located on Boston & Albany and New Haven as well as Boston & Maine points running out of Portsmouth. Maine and certain sections of New Hampshire and Vermont have been backward in buying, and Fall River has been rather quiet owing to the fact that improvements being made to the James A. Bowen Co's. property there will not be completed until possibly October.

The spot market at Mystic Wharf has been much better and the smaller dealers have been able to get rid of coal there without cutting prices or giving discounts. Stove and egg at Mystic Wharf are firm at \$6.10 per ton on cars, and nut at \$6.35. Within a few days all three sizes will cost ten cents per ton more. The buying has by no means been confined to carlots, for the cargo tonnage for the past week has footed up well. Coal is coming forward freely, but is quickly cleaned up and the chances are that comparatively few July orders will have to be carried over into August. The movement of anthracite to the Provinces continues somewhat restricted as Northern dealers are looking for cheaper freight rates. At Portsmouth prices rule ten cents a ton above those named at Mystic Wharf, and at Providence ten cents a ton less.

The marine freight rate market presents few new features. Rates on anthracite from New York to Boston hold at fifty to fifty-five cents a ton. Barge owners are still getting return cargoes of ice from Maine points. The demand for Southern space appears to be a shade better, but no change has been made in rates, which run from seventy-five to eighty cents per ton.

Massachusetts Gas Companies.

The combined net earnings available for dividends of the subsidiary companies of the Massachusetts Gas Companies for June amounted to \$254,229; for the same month last year they were \$220,363. The grand total earnings for the fiscal year ended June 30, were \$2,676,573, and for the previous year \$2,524,043. The earnings of the gas department in June and the year ended June 30 increased in a much larger proportion than those of the coal department did.

Following are the earnings of the coal department in detail for June and the twelve months ended June 30, together with comparisons:

June—	1915.	1914.	1913.
N. E. Gas & Coke.....	\$ 49,579	\$ 75,566	\$ 71,857
N. E. Coal.....	46,986	16,803	86,628
Boston Tow Boat.....	538	3,133	3,746
Federal Coal.....	10,558	5,936	2,523
Total	\$107,664	\$101,440	\$114,756
Year Ended June 30—			
N. E. Gas & Coke.....	\$ 616,632	\$ 797,753	\$ 789,927
N. E. Coal.....	301,453	214,789	152,663
Boston Tow Boat.....	48,208	41,430	43,036
Federal Coal.....	109,336	69,094	22,374
Total	\$1,075,630	\$1,123,067	\$1,008,003

Death of J. C. Harrington.

John C. Harrington, a member of the firm of Green & Harrington, coal dealers, died at his home, No. 1 Parker street, Everett, Mass., July 26. Mr. Harrington has been ill for some time, death resulting from Bright's disease. He was 45 years old.

Mr. Harrington was one of the best known and popular men in Everett where he had long been active in politics, having been a prominent member of the Republican Committee. For more than twenty years, Mr. Harrington was a member of the Everett Republican Ward and City Committee. He was a charter member of the Everett lodge of Elks.

Mr. Harrington was born in the house where lived his grandfather, who was one of the earliest residents of Everett. He graduated from the Chelsea High School and then attended the Harvard Medical School, but he chose a business and not a professional career. In addition to being in the coal business he was a member of the Winthrop Yachting Supply Company.

Give Employes Stock.

Within the immediate future the 655 employes of the Boston Consolidated Gas Company will receive a premium of eight and one-half per cent on their salaries in accordance with the terms of the profit-sharing plan which has been in effect since 1906.

The bonus is not given the employes in the form of cash, but is invested for them in preferred stock of the Massachusetts Gas Companies. A year ago the company paid a premium of eight percent to its employes, who at present own something like 3,500 shares of Massachusetts Gas preferred stock.

President James L. Richards, in a letter to the employes, devotes considerable space to Legislative matters pertaining to several bills introduced seeking to repeal the so-called sliding scale act under which the company is now operating. In conclusion he says:

"I desire to express to all our employes, the appreciation of the board of directors for what has been accomplished in the past, and to urge that everyone will render the most efficient service possible in the future with the hope and expectation that the results for the year just commencing will show a substantial improvement over the past year.

"If employes desire to take advantage of the privilege of making an additional deposit toward the purchase of one or more shares in the Massachusetts Gas Companies, the treasurer should be advised not later than August 7th."

Baltimore Trade.

BALTIMORE, July 29.—(Special Correspondence.)—But little real change is to be recorded in the coal trade here for the past week. If anything there was a little lost, as the particularly bright feature, the export trade, showed a falling off to some extent, while continuing heavy. For the week ending July 24 but 31,989 tons of coal were loaded here for export, the smallest loading for ten or more weeks past. That there will be another big upward movement shortly, however, is assured by the large number of charters closed for loading at this port. From twelve to twenty charters per week are now being announced, and many of these are for August loading.

While no change of note is seen in the immediate coal situation here, war business is

coming more and more heavily into this territory, and the industrial condition here is sure to improve. More men are being put on daily at the Maryland Steel Works at Sparrows Point, and there are now nearly 4,000 men at work there as against about 1,500 four or five months ago.

The railroads too are bending efforts to prepare for a big business revival that is expected with the fall. The Baltimore & Ohio has urged rapid delivery on its 2,000 steel hopper cars ordered last week. A large part of this order will be ready for the early fall trade.

From mining sections that supply this territory come reports of dullness in regard to new business. Deliveries on contracts are stronger, but this has not been sufficient to bolster the price list for spot business in any way.

Prices to the trade at the mines may be quoted as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.80 @ .85	\$2.23 @ 2.28
Run of mine .....	.70 @ .80	2.13 @ 2.23
Slack .....	.45 @ .50	1.88 @ 1.93
Somerset—		
Best	1.25 @ 1.30	2.43 @ 2.48
Good	1.10 @ 1.15	2.28 @ 2.33
W. M. R. R.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
B. & O.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
P. R. R.—		
Best South Fork	1.30 @ 1.35	2.48 @ 2.53
Miller Vein	1.10 @ 1.15	2.78 @ 2.83
Ordinary .....	.85 @ .90	2.03 @ 2.08

Baltimore Trade Briefs.

The Bartlett, Hayward Company of this city has secured an immense war munitions contract. While this is admitted, the extent of the order is held secret. It is known that the concern has purchased an entire city block adjoining their present plant and will put up an immense munitions factory there, however. The Spedden Ship Building Company of this city has also received an order for shells and is installing new machinery for their manufacture.

The longest sea tow from this port is now in progress. The steamer Falcon, towing the barge Charles Nelson left here on July 16 for San Francisco, by way of the Panama Canal. The steamer is carrying 1,800 tons of coal and the barge 1,000 tons of fuel. The boats were loaded by the Davis Coal and Coke Company at the Port Covington piers of the Western Maryland Railway. The distance, 5,213 miles, is probably one of the longest for a tow on record.

The incorporators of the new Fairmont Helen's Run Railway Company will hold their first meeting for organization at the Continental Building in this city on August 25. In the meantime work is being actively pushed on the four shafts being sunk near Helen's Run by the Consolidation Coal Company, which product will move over the new road. It is expected that shipments will begin about January 1st, and will reach this port over the Western Maryland Railway.

Omaha Trade.

OMAHA, NEBR., July 29.—(Special Correspondence.)—There is not any change to speak of in the situation in this territory as against last week. We got a glimpse of the sun two or three days the latter part of last week which had a tendency to slightly stimulate buying. It started in to rain Monday, however, and has rained almost continually up to this time which is naturally very discouraging to all lines of business.

The following market prices prevailing:

	Southern Kansas—	Mines.	Omaha.
Nut		\$1.85	\$3.20
Slack		1.35	2.70
Franklin County—			
Lump	\$1.35 @ 1.50		\$3.75 @ 3.90
Egg	1.35 @ 1.50		3.75 @ 3.90
Nut	1.35 @ 1.50		3.75 @ 3.90
Williamson County—			
Lump	1.25 @ 1.35		3.65 @ 3.75
Egg	1.25 @ 1.35		3.65 @ 3.75
Rock Springs—			
Lump	2.15		5.85
Nut	1.60		5.35
Arkansas Anthracite—			
Lump	3.40		6.51
Broken sizes	3.65		6.40

On Monday a disastrous fire in Poughkeepsie, N. Y., damaged to the extent of between \$75,000 and \$100,000 the coal and lumber plant of the D. W. Wilbur Company. The damage to properties adjoining the Wilbur properties aggregated over a quarter of a million dollars.

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Getting Rid of Manual Labor in Furnace Room.

"What do you know about underfeed stokers?"

That, in the east, is quite a commonplace question in this day of our Lord when a coal salesman is supposed to have a range of information extending from intricate railroad tariffs to the analyses of the product of "the mines of Squeedunk." However, the underfeeds come in for more discussion than possibly any other device that bothers the salesman. Also the steam user has had the ques-

One Type of Stoker Is Described, Indicating How Coal May Be Fed, Air Regulated and Ashes Removed by Automatic Machines.

trying to dig up an uninvolved, non-technical article on underfeed stokers.

First, in getting the bearings on the question

were, in following a line of inquiry, yours truly was brought up with a short turn. Out at the plant of the American Engineering Company, where the Taylor stoker is made, I made known my errand and an obliging young lady dragged forth the volumes and stacks of articles on underfeed and other stokers. Yes, considered from a textbook standpoint it would have startled a Boston "Tech." man. The explanation was volunteered that the purpose of the visit was to gather, if possible, a non-technical article on this very technical subject and not to take a complete course in one branch of mechanical engineering.

This understood, from another source came scrap books with clippings showing technical data, measurements, data reasons why and wherefore, fore and aft. Again, hopelessly at sea.

"Now," wishing to get a start, "let's start at a beginning. Suppose you tell me of the improvements in your class of stokers in the past year?"

Frankly, the query should have been given at least a reproving smile. It took in so much territory. The reply came something like this.

"There is such a wide range of possibilities in stoker construction that improvements are carefully considered and little points of variance of opinion have taken up hours of debate in the sessions of the A. S. M. E." (Later I found these initials stand for the American Society of Mechanical Engineers.)

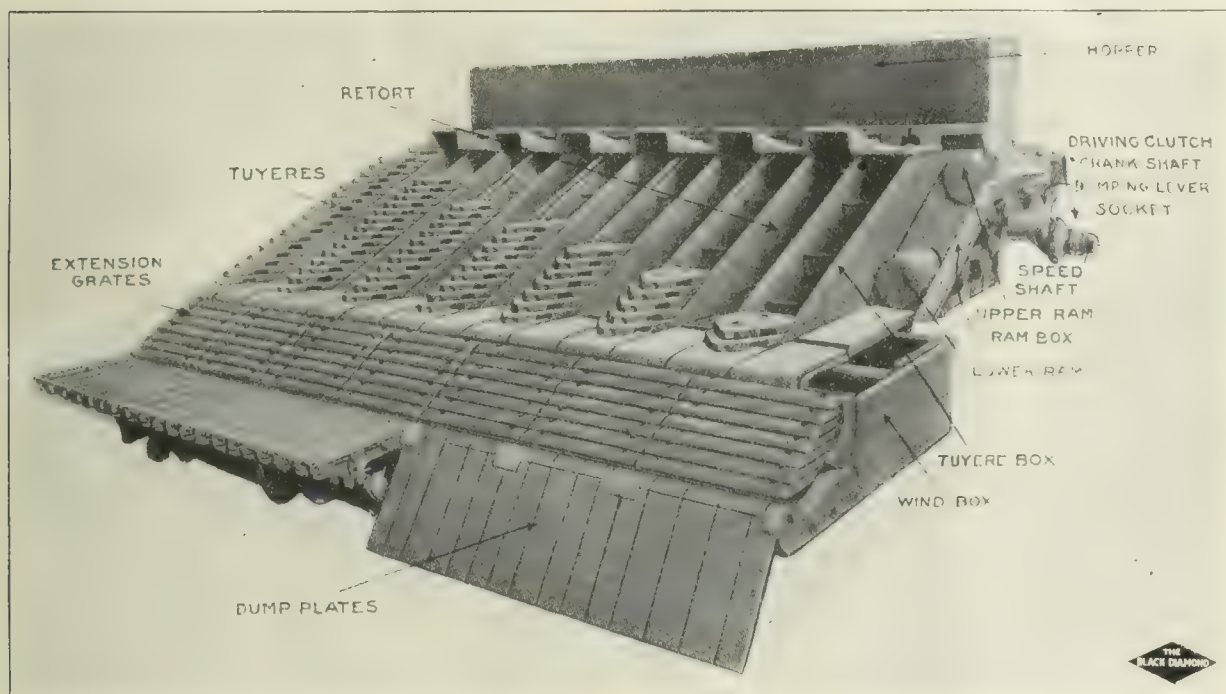
Right here it was brought home that to deal with a technical subject, technicalities of necessity would have to be included. So, headforemost another plunge was taken.

"As a labor saving device, how do the stokers offer a solution to the problem?"

"In one plant of the New York Edison Company of 330,000 kilowatt equipment, one man attends to the stoking."

Some jolt for the uninitiated interviewer. That was about the place to say "Good night" and take it on the run. Mentally, the answer imposed the picture of a steam plant the writer had known in his own home town with a battery of six boilers and as many firemen on the job to spread the coal. Yes, and the foreman's story illustrative of handling help of flesh and sinew. It ran something like this:

A Georgia farmer supplanted the family mule with an automobile. It had been his habit to



A Front View of an Underfeed Stoker of the Taylor Type.

tion "referred, for computation and report," so many times that, from any angle, information is not alone sought but welcomed.

Not so many days ago the writer drifted into the office of the sales manager of a large bituminous corporation. His attention was drawn to a dozen or so catalogues and other pamphlets lying on the desk. All had to do with the underfeed, self-dumping, chain grate and other stoking devices.

This coal man volunteered the thought that a coal salesman of twenty years ago would have had a mighty hard row to hoe if unequipped and Rip Van Winklelike he were to go on the street to sell his wares to the highly polished and up-to-the-minute purchasing agent of this day and date.

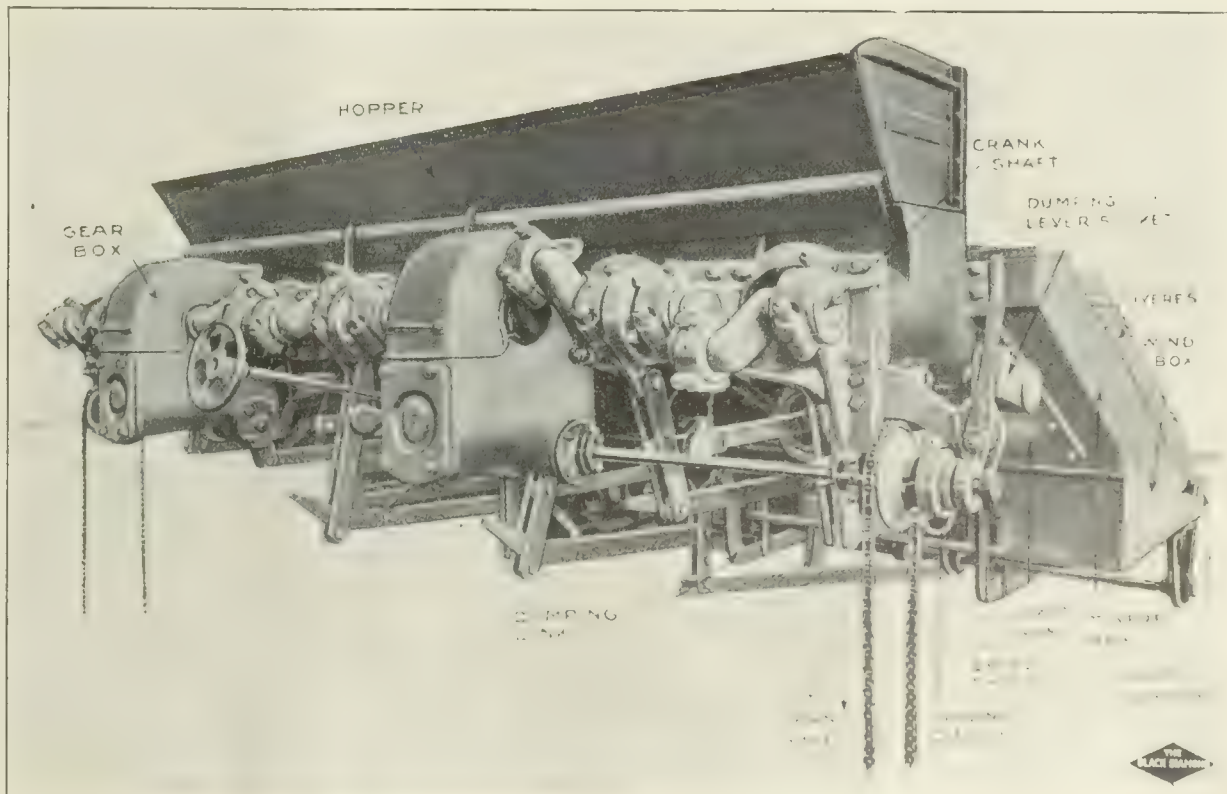
"I have drifted along for several years, have seen dozens of underfeed stokers, looked them over and let it go at that," he said. "I managed to 'get by' with my ignorance until the other day. Then I was talking with a man who knew and I found how woefully I was at sea. 'What did I know about underfeed stokers?' Practically nothing. And I was willing to admit it. But I determined not to be caught that way again. So I started to look up this matter of underfeeds. The more I delved into the question, the more I became involved in the technical. Magazine articles in scientific journals were of little help to me. I found that they proceeded upon the theory that the basic principles were known to the readers. What I wanted was a broad explanation of underfeed principles and I found that it would take a 'Philadelphia lawyer' to put in plain words the involved explanation of individual plants.

"So, as a court of the last resort, I decided to get the catalogues of a half dozen of the standard firms and see what they had to say first hand. Well, I have found out some of the essentials and I am still digging for more."

This—the foregoing—is offered as an explanation why the writer went "rooting" about

it was found that Philadelphia and Chicago are centers in the stoking line, just as Louisville is for whiskey, Boston for shoes and New Orleans for sugar. Being close at hand, and to follow the line of the least resistance, the product of the Quaker City presented the easiest ground for inquiry, the pivotal thought being that all stoking devices should have a fair field, with no pretense at favors.

However, before getting away to a good start, yes, before getting my hat off, as it



An Annotated Rear View of an Underfeed Stoker.

start the mule, when balky, by means of a kick in the midriff. A week after he got the auto he approached the salesman and wanted to trade it back.

"What's the matter, don't you get more speed, more convenience and better service than with your old mule to depend on?" asked the salesman.

"Yes," said the agriculturist, "but who wants to kick a machine that won't even grunt back?"

It is right there that that the wonders of the mechanical grow on one who wants to delve into underfeed stokers. The elimination of labor problems, oh, well, a little more of that anon.

Underfeed stokers I found were quite modern contraptions. Seven years ago, so I was told, there were less than 100 in use and now there are a couple of thousand installations. No wonder coal men find it more necessary to "brush up" on stoker knowledge now than in the past. The natural question that followed was as to the class of coal that produce the best results.

"The better the goods, the better the results," said my informant. "We recommend coals for this stoker of 14,000 b. t. u.'s and up as the best result producers. More and more comes the demand for perfect combustion and elimination of smoke. Let the human part of a mechanical stoker do his part and it can be so adjusted to burn low grade coals down to siftings, yes, and even a mixture of sawdust, perfectly. The trouble is that the human part will sometimes forget; the mechanical part, never."

Right in the plant of the American Engineering Company is a model stoker that best shows the capabilities of the device and the result in smoke elimination. The illustrations tell their own story in the heart of Philadelphia where the axiom "Cleanliness is next to godliness" is written large in the laws of smoke prevention, and eagle-eyed inspectors roost everywhere to catch those who desecrate said laws.

However, by this time the technical had so interjected itself that the futility of being non-technical was finally recognized. So, now to stick close to facts proffered and adduced from information given me.

The basic idea in the construction of stokers is to mechanically control air and coal so as to produce a perfect fire. The theory of the thing is that a perfect fire never produces smoke. It is the contention of underfeed stoker engineers that the perfect fire must be fed from beneath and that only in this manner can the hydro-carbons distilled from "green" coal be completely burned by passing through a white-hot fuel bed.

Mechanical control of the air and of the coal supply; the automatic disposal of refuse as fast as it forms in a permanently closed furnace prevents the inrush of cold air, chilling of the fires and incomplete combustion. And in this connection it is advanced that to produce a perfect fire it must be automatically and continuously cleaned, otherwise the cleaning periods will necessitate the frequent opening of doors and will reduce the boiler output temporarily.

Now that we are into the thing, "good and good," it might be well to show by illustration what has been written about. The etchings showing a perspective of the front of the stoker and that of a rear view may be of assistance to those who have a bump of the mechanical in their cranium. Here is the explanation, as given.

"The rams introduce and distribute the coal by pushing it forward at an angle to the fire surface. Gravity then moves the entire fuel bed down an incline to the dump plates; because gravity operates constantly the power required to drive the rams is a minimum. The engine shaft is connected with the speed shaft of the stoker and the fan shaft so that a change of speed simultaneously changes both the rate of feeding coal and the rate of supplying air."

Again.

"For burning large quantities of coal every element of stoker design must be directed toward capacity. Every inch of grate area must be capable of obtaining high economy when working at the highest point of activity. With coals that form a fusible ash, the rocking motion serves to keep the clinker well broken up and maintains throughout this stage of combustion a uniform porous fuel bed which makes high burning capacities, together with furnace efficiencies, readily obtainable."

For the underfeed stokers there is no question on the saving of labor. The coal is fed from hoppers without leveling or trimming by hand, the fire is cleaned without hand slicing or raking; the mechanically regulated air supply and automatically cleaned fire have reduced the attendant's labor to lowering and raising the dump plates.

Now as to cleaning: "Cleaning as commonly understood among firemen is eliminated by this type of underfeed stokers. It goes on all the time—automatically. Ashes and clinkers slide the dump plates by gravity without grate bar agitation or fireman's labor."

Now as to construction and operation of this underfeed stoker and the object of attainment, the following is given as a concrete description of the stoker:

"Coal from the hopper is fed into the fuel magazines from which two cylindrical rams push it into the furnace at an angle to the fire surface. The upper ram shoves the coal upward and outward, distributing it in the coking zone. The lower ram working with the upper acts similarly, forcing the refuse toward the dump plates in the rear without forcing in fresh coal.

"A retort is formed by two tuyere boxes—the retorts and tuyere boxes alternating—the number depending on the size of the boilers. The tuyeres interlock when in position.

"The necessary air to support combustion is furnished by a power driven fan from which

it is driven through ducts to the wind box and thence into the tuyere boxes and escaping through the tuyere openings, mingles with the gases distilled from the coal and with the coked fuel pushed forward and upward by the rams.

"Combination dump plates and fire guards are hung at the rear of the wind boxes to receive burned-out refuse. These are dumped periodically, as conditions of service require. These are operated from the front of the stoker and are released by a hand lever. The hot ash is deposited in a large pocket and is moved against the crusher plates by a reciprocating movement. At the same motion a previously compressed charge is discharged at the bottom over the dumping apron. The operator can release the entire pocket of ash by dropping the dump aprons.

"The air supply to the extension grate is regulated by a hand wheel in front of the furnace, and when once set is subject to the same automatic control as the air supply to the stoker itself. With this class of stoker coal feeding is as continuous as the fire itself. The fresh coal is slowly pushed into the incandescent zone, gradually heats and then cokes instead of being thrown cold on the burning fuel. Coal is fed only as fast as it is consumed, never in excess of the immediate requirements, and is supplied in equal quantities to all parts of the furnace."

Centralized Power Plant for Coal Mines.

At Cabin Creek Junction on the line of the Chesapeake & Ohio Railway in West Virginia is situated the central power plant of the Virginia Power Company. It is on the bank of the Kanawha river, the current of which the company expects to use, after a while, for the making of electricity. On all sides are coal mines from which at present is drawn an abundant supply of coal to make electric power by the ordinary steam process.

In the erection and equipment of this building, in the laying of transmission lines and in the erection of substations the company has already invested, so it is said, upwards of \$4,000,000.

It is the intention ultimately to make most of the electricity by water power, supplementing that, from time to time, by the use of coal and an auxiliary steam plant.

At present the hydro-electric facilities have not been put into operation, therefore the Virginia Power Company, which is already supplying power to a great many mines all through that section of West Virginia, is creating its power entirely from coal. To get this coal into the plant an ingenious device is employed which does the work with the least possible work and inconvenience.

The power building, in height, corresponds to about an ordinary four-story structure. On one

side of it has been erected a tall, panel shaped separate building, which looks very much like a coal tippie. On that side of the building is the spur track of the railroad which delivers the coal from the mine. The coal is all moved in hopper bottom cars and is dropped through the bottom of those cars into a concrete hopper or boot. From this hopper the coal can be dropped through a gate directly into a large bucket.

Two buckets work in a reciprocating fashion by means of a cable. That is, when one goes up to the top of the tippie the other comes down. While one is taking on a load of coal at the hopper below the other is discharging into another hopper at the top of the tippie arrangement.

From this hopper at the top the coal is sent down into larries, which run around on a circular track situated in the top of the building. These larries dump their coal into other hoppers situated above the furnaces. From these hoppers the coal is sent down through a chute directly to ordinary stoker equipment in the ordinary fashion.

There is an arrangement also for taking out the ashes. As these are removed from underneath the grate they are put on to a conveyor which carries them to a sort of hopper located in the tippie previously referred to. From this receptacle the ashes are run out over a chute into a waiting railway car and are carried away.



Power House of the Virginia Power Company, Showing Coal Handling Device.

Three Most Important Price-Fixing Cases.

I have just been reading in the United States court reports the first intelligent information I have had as yet as to the real gist of the court's decisions in the three recent celebrated price-fixing cases—the Ford automobile case, the Kellogg corn flakes case and the Victor talking machine case. In all these cases the manufacturers tried with the utmost ingenuity to tie up both jobbers and retailers so that the wholesale and retail prices on their various products would not be cut. The United States court decided against all of them. In the Kellogg case the decision was not final or complete, but indicates the mind of the court on the main question whether a manufacturer may compel a retailer, whom he has not sold direct, to sell at a price which the manufacturer dictates.

Some attention was paid to these three cases by the newspapers, but as usual, the reports were badly garbled, and in order that the business world, which is so keenly interested in the subject from one standpoint or the other, should have a clear conception of the progress of legal events, I will briefly give the point involved in each of the three cases.

The Ford Case.

The Ford Motor Company has always tied everybody up to sell Ford cars at retail at regular list prices. One of its agents or sellers in Ohio cut the price and Ford at once asked for an injunction and damages. The Ford plan of limiting the price was to do what it called licensing its dealers, the condition of the license being that they should resell at regular Ford prices. Of course Ford's idea was that if anybody violated that condition and cut the price he would revoke the license to sell and get an injunction preventing the cutter from selling any more cars that he might have on hand.

The plan did not succeed. The court held that in spite of the "licensing" scheme, Ford had actually parted with the title to his cars, and the buyer therefore had the right to do as he pleased with them. The court said it was true that Ford had made a contract with his dealers not to cut the price, but it was illegal and he could not enforce it. This case enforces the doctrine laid down by the United States Supreme Court in the Sanatogen limited price case, that whether an article is patented or not, a seller who has actually sold it, and parted both with possession and title, can not interfere with the retail selling price.

The Victor Talking Machine Case.

The scheme used in this case was even more ingenious than the other. The Victor concern has of course patented its machines and its records. Everything, in fact, about its whole enterprise is tied up with patents. Every machine and every record had printed on it a notice that they were not sold, but that the Victor company merely licensed the right to use them. The title to both machine and records remained in the Victor until the patents expired, according to this clever scheme. Here, too, this "license" could be revoked the minute somebody—buyer or licensee, whichever you like—broke the Victor company's rules, the most important of which was of course the rule to sell at a fixed price. And if the price was cut the Victor company, under its contract, could go in and take its goods back.

The "license to use" was granted upon the payment to the Victor company in the beginning of a sum which the Victor company called a "royalty," but which corresponded exactly with the price charged both for machine and records.

Macy & Co., the New York department store-keepers, cut the price of Victor records, and the Victor company promptly revoked their license to sell and demanded the return of all unsold goods, on the ground that breaking the price condition constituted an infringement of its patents! Macy & Co. resisted, and the Victor company then applied for an injunction, damages, etc., to prevent Macy & Co. from continuing to cut prices. Here too the plan failed. The court said that inasmuch as the Victor company had collected the whole royalty in the beginning, instead of an installment like royalties are usually collected, it showed that it was after all not a license, but a sale, and being a sale, the Victor company could not interfere with the retail selling price.

The Kellogg Case.

The Kellogg company is a manufacturer of toasted corn flakes and has always been particularly earnest in its effort to compel jobbers to sell retailers at a uniform price, and retailers to sell

consumers at a uniform price. Its latest plan was to get a patent on some feature of the carton in which its corn flakes were packed. It could not patent the corn flakes. The company only sells jobbers that will agree to sell to retailers at the company's fixed price. It did not deal with retailers direct, so it printed a notice on each carton that the retailer who sold below ten cents would be considered an infringer on the company's patents. Here the question was opened by the United States government, who began suit against the Kellogg company on the ground that its plan of limiting prices was a violation of the Sherman act. The first decision on this case has just been handed down. Although only on a part of the case, it is significant in that it declares that the fact that the carton is patented is immaterial in determining whether the company's plan of maintaining prices is a violation of law.

From these three cases, which are the latest and most important at the moment before the public, the crux of the limited price campaign may easily be seen. The manufacturer who wishes to enforce a fixed selling price is trying by every possible means to hold on to his goods until they get into the consumer's hands. That is, not hold

actual physical possession, but hold the title. The reason is of course clear. As long as he holds the title, the goods are his to do as he pleases with, including fixing and holding the price at which they shall be sold. To reach this result the manufacturers license and patent and make agreements, but the trouble with all of their plans is that they want the cake and the penny too. They want to sell and not to sell. They want to collect the purchase price of their products and and still say it is not a sale. The United States Supreme Court and several lesser United States courts have repeatedly said, in the last few years, that this cannot be done. If the transaction is really a sale, no matter what it is called, the manufacturer is helpless to control the selling price in the hands of anybody who has acquired both title and possession.

There is only one way for a manufacturer to do what he wishes to do, and that is to *actually* hold title to his goods until they are sold to the consumer. He can do that by regarding retailers as his agents and actually—not by a legal fiction, but literally—consigning his goods to these agents, taking his pay only when they are sold. If he is willing to do that he can control the selling price clean to the limit, but he has not been willing to do it up to this time, owing to the enormous trouble and work which it involves.

(Copyright, May, 1915, by Elton J. Buckley.)

How Bunker Coal Is Stowed In Japan.

Americans traveling through the Orient and touching at Nagasaki, Japan, have often commented upon the primitive but efficient method of coaling ships at that port.

It is primitive, because human labor is the only agency employed in this onerous task and it is efficient because the results obtained within a given time fall very little, if any, below that obtained by the use of the latest bunkering devices.

In effect, the laborers transform themselves into a human conveyor and the coal is transferred from the barges into the bunkers of the ship with marvelous rapidity.

As soon as a ship is ready to coal, about twenty coal barges are arranged on each side of the ship. From the barges stair-ladders are placed, eight on each side. On each stair the coal passers are placed facing each other, as shown in the illustration. The laborers in the barges rapidly fill small baskets containing about a half a bushel of coal, which is passed to the laborer on the lowest step of the ladder. He in turn passes it to the one above him until presently there is a continuous stream of the small baskets ascending the ladder. The movement is so rapid that the baskets seem to revolve while on their upward flight. As soon as the baskets are emptied they are nested in threes or fours and thrown back

into the barges to be used again. Nothing is permitted to interrupt the continuous motion or to break the chain. A laborer getting a piece of coal in his eye will calmly step out of line, cover the eye with a bandage and resume his place as if nothing had happened.

By this process 900 tons of coal were recently placed in the bunkers of the steamship Persia between the hours of six o'clock in the morning and half past two in the afternoon. The laborers at their work hum a song which enables them to maintain a rhythm in their motions. Women as well as men are employed in this work.

A London dispatch reads: "German newspapers reaching here publish details of the government's scheme to control the coal industry in Germany. A proclamation empowers the state authorities to bring the owners of coal fields together by compulsion in association which will control the whole production and sale of coal. It is expressly stated that these associations are to be formed without the consent of the coal owners. They are compelled to place their output at the disposal of the association from the moment it begins operations, and for the protection of public interests the state is given various controlling rights, particularly with regard to fixing prices."



The Human Conveyor Belts of Japan Putting Bunker Coal in the Persia.

Formation of Coal and Influence of Grades.*

By O. W. Palmenberg.†

An Interesting Study of the Fuel Situation From Its Ancient Origin Down to the Latest Theory as to Its Use.

According to the geologists a piece of coal was many thousands of years ago a mass of damp vegetable fibre, a portion of peat-bog. Half of its weight, approximately, was water and the other half would contain, by analysis, about fifty per cent carbon, six per cent hydrogen, forty per cent oxygen, one per cent nitrogen and two per cent ash.

During successive geological ages the peat-bog was submerged and overlaid with mud, which hardened into slate. This was covered with glacial and alluvial drift and it may have tilted and upheaved by volcanic action or subsidence of the earth's crust. It was subjected to great pressure and high temperature and underwent a more or less complete destructive distillation under pressure.

The conditions under which the distillation of the peat-bogs took place were not alike in different parts of the world. The variable factors were time, depth, and porosity of the overlying strata, pressure and temperature, disturbance of the beds by floods and by intrusion into them of minerals, such as carbonate of lime held in solution, or clay, sand, iron and sulphur.

Therefore, the product of distillation varies in different localities, all the way from the original peat, through brown coal or lignite, bituminous and semi-bituminous coal, semi-anthracite and anthracite to graphitic coal. The last named, which is found in Rhode Island, has nearly all the volatile hydrocarbon gases and oxygen driven off from it, leaving practically only fixed carbon and ash, the carbon being in a form which is so hard to burn that the coal is not used as a commercial fuel. The lignite, being the next stage to peat, has lost its woody fibre, retaining perhaps a third of its water and a large part of the original hydrocarbon, or rather oxy-hydrocarbon, since it contains a large percentage of oxygen.

Origin of Coal Variety

We thus have different varieties of coal, due to differences in the extent to which the volatile gases have been driven off from the original peat or other woody coal-forming substance. There are also differences in quality in each variety, due to varying percentages of ash and water. The ash, or earthy matter, in the coal ranges from two to over thirty per cent in different localities. The water ranges from less than one per cent in the anthracites up to fourteen per cent or more in some Illinois coals and twenty-five per cent or more in some lignites. This water seems to be held by capillary attraction, or some similar force, within the particles of apparently dry coal, so that it cannot be driven off without heating to a temperature considerably higher than 212° F. It requires from 250 to 280° F. Many coals are hygroscopic and absorb moisture from the atmosphere and the quantity they will contain depends not only on the nature of the coal, but on the relative humidity of the atmosphere, which changes from day to day.

Classification of Coal

It is convenient to classify the several varieties of coal according to the relative percentages of carbon and volatile matter contained in their combustible portion as determined by proximate analysis. The following is such a classification:

	Fixed Carbon.	Vol. Matter.	Per Cent.*
1. Anthracite	97-92.5	3-7.5	93
2. Semi-anthracite	92.5-87.5	7.5-12.5	94
3. Semi bituminous	87.5-75	12.5-25	100
1. Bituminous, eastern	75-66	25-40	95
5. Bituminous, western	65-50	35-50	90
6. Lignites	under 50	over 50	77

*Relative value of combustible.

The location in which the several classes of coal are found in the United States are briefly as follows:

The anthracites, with some unimportant exceptions are confined to the small fields in eastern Pennsylvania, known as "Southern," "Middle" and "Northern," or as "Schuylkill," "Lehigh," and "Wyoming." The area of the first is 128 square miles, of the second thirty-eight square miles and of the third 196 square miles, a total of 472 square miles. There are fifteen workable beds in this area, of a total thickness of 107 feet of coal, the thickness of the measures in which the beds are interstratified being about 3,000 feet.

The coal in all the fields follows the general law of increasing in percentage of volatile mat-

ter and decreasing in hardness towards the western portion of the fields.

The anthracite fields of Pennsylvania are grouped in five principal divisions: (1) The southern or Pottsville field, (2) the western or Mahanoy and Shamokin field, (3) the upper Lehigh, (4) the northern or Wyoming and Lackawanna field, (5) the Loyalsack and Mahopany field.

Aside from this geological division, the fields are also subdivided under different names and in a different way for trade purposes, the divisions being known as regions. These are: (1) the Wyoming region, embracing the Northern and Loyalsack fields; (2) the Lehigh region, embracing all of the eastern middle field and the Panther Creek district of the southern field, and (3) the Schuylkill region, embracing the western middle field and all the southern field except the Panther Creek district.

Sizes of Anthracite

Much confusion and inconvenience in the marketing of anthracite coal has been, in time past, occasioned by the want of uniformity in the sizes of the coal produced. At a meeting of operators from every part of the anthracite fields, held for the purpose in Wilkes-Barre, this subject was considered, and the following sizes of meshes were adopted, to take effect January 1, 1891:

	Through.	Over.
Grate	4 in. sq. or 4½ round	2¾ in. sq. or 3½ round
Egg	2¾ in. sq. or 3½ round	2 in. sq. or 2½ round
Stove	2 in. sq. or 2½ round	1½ in. sq. or 1¾ round
Nut	1½ in. sq. or 1¾ round	¾ in. sq. or ¾ round
Pea	¾ in. sq. or ¾ round	½ in. sq. or ½ round
Buckwheat	½ in. sq. or ½ round	¼ in. sq. or ¼ round
Rice	¼ in. sq. or ¼ round	⅛ in. sq. or ⅛ round
Barley	⅛ in. sq. or ⅛ round	⅜ round

The semi-anthracites are found in a few small areas in the western part of the anthracite field known as the Bernice coal basin, which lies between Beech Creek on the north and Loyalsack Creek on the south.

The semi-bituminous coals are found in a narrow strip of territory twenty miles wide or less on the eastern border of the great Appalachian coal field, extending from north central Pennsylvania across the southern boundary of Virginia into Tennessee, a distance of over 300 miles. A peculiar characteristic of all these semi-bituminous coals is that their combustible portion is of a remarkably uniform composition, the volatile matter usually ranging between eighteen and twenty-three per cent and having a composition approaching in its analysis marsh gas, CH₄, with very little oxygen. They are usually low also in moisture, ash and sulphur and rank among the best steam-coals in the world.

The eastern bituminous coals occupy the remainder of the Appalachian coal field, from Pennsylvania and eastern Ohio to Alabama. They are higher in volatile matter, ranging from twenty-five to over forty per cent, the higher figure in the western portion of the field. The volatile matter is of lower heating value than the semi-bituminous, being higher in oxygen, the Pittsburgh vein being typical for this coal.

The western bituminous coals are found in most of the states west of the Ohio river, Illinois being the largest producer among these states. There are three principal coal basins in which this class of coal is found: (1) The Illinois basin, extending into the western part of Indiana and northwestern Kentucky, (2) the Michigan basin and (3) the Missouri or western basin, covering portions of Iowa, Nebraska, Missouri, Kansas, Indian Territory and Arkansas, with an extension into Texas. These coals run higher in volatile matter and are lower in heating value than the eastern bituminous.

Bituminous coals are sometimes classified as caking and non-caking coals, according to their behavior when subjected to the process of coking. The caking coals swell and form a compact coke when heated while the non-caking coals preserve their form and produce a coke which is brittle.

Cannel coals are bituminous coals that are higher in hydrogen than the ordinary coals of this class.

Lignite or brown coal includes all varieties which are intermediate in properties between peat and coal of the older formations. It is usually of brownish color, is non-caking, and high in moisture and ash. The best varieties are black and pitchy and resemble greatly true coals in appearance. They contain large proportions of water and of oxygen, and their heating value is, therefore, much lower than that of true coals.

Method of Coal Purchasing

Prior to about the year 1900 coal was mined and sold without laying much stress upon the grade. There may have been a few large consumers who submitted their shipments of coal to investigation and analysis. The majority, however, even to this day, buy coal principally as a black material for the production of steam without giving much attention to the quality from the standpoint of chemical analysis. At that time there were not many records available showing the value of the various grades of coal offered upon the market, and in transacting coal sales the worth of a coal had to be gauged principally by reputation.

Where small installations requiring little power were predominant this method of purchasing coal was perhaps permissible, but when larger units began to develop, and the output of power centralized, bringing with it a large consumption of coal, the difference in the quality and grade of various shipments of coal became very evident. It was at the time when these larger units for the production of power were put in operation that the method for a close inspection of coal was introduced.

As an illustration of this kind the Interborough Rapid Transit Company may serve. Prior to the building of the large power station necessitated by the electrifying of the Elevated Railroad, there were a great number of power units in the form of locomotives consuming coal, and these being small, variations of the coal would not be very noticeable.

But after the completion of the large power house, where a vast amount of coal from a large storage bin was fed to a battery of boilers and the units of power produced, compared to the coal supplied, were under observation, any marked variation of the grade of coal could be noticed. It was soon found that a uniform grade of coal would produce the best results. These facts led to the installation of chemical laboratories as a necessary part in the operation of a large power plant.

So it happened with the Interborough Rapid Transit Company, and after a year or two of preliminary study a method was worked out whereby specifications were issued calling for competitive bids for coal, the deliveries of which would be subject to chemical analyses and the price paid in accordance with the actual worth of the coal as a steam producer.

To my knowledge, very few other concerns bought coal at that time in this way and it was not till after the investigations which were conducted under the supervision of the United States Geological Survey at the St. Louis exposition in 1904, that the United States government took up the purchase of coal on the basis of chemical control. At that time an act of congress provided for the appropriation of \$60,000 to be used for making boiler tests and analyses of coals and lignites of the United States.

After this time, considerable publicity was given to the purchase of coal on a specification basis controlled by chemical analysis, the consequences being a regular revolution in the coal trade. Analyses of coals were made in every imaginable way and a most disturbed condition was produced. Coal dealers not being familiar with the meaning of such analyses, have suffered, others have gained. Consumers, who had analyses of coals submitted to them often were misled, in the selection of the proper fuel, and so it is today except that a better general knowledge in the sale and purchase of coal exists in this line of trade.

Where coal is purchased on the basis of a chemical analysis, the essential features are first, proper selection of fuel to meet furnace conditions, which should be ascertained by making boiler tests, and second, proper method of sampling the coal shipments so as to obtain a representative sample.

I have found that the great number of disputes and criticisms arising against the method of purchasing coal on a b. t. u. basis can be traced to the faulty method of sampling. As a

*Paper read at the meeting of the Purchasing Agents' Association, May 18, 1915.

†Analytical chemist.

rule, specifications are drawn up and every possible care is given to the penalty and premium clauses, but the sampling end is dealt with in a superficial manner. The proper method of selecting a representative sample must suggest itself from the conditions as they are given. The decision of a method must be left to a responsible party who is familiar with the variations produced in the sampling when shipping different kinds of coal. Each case is a study in itself and should be worked out carefully by the chemist.

As an example to show how variations may occur in sampling coal I will cite the following experience. This was with semi-bituminous coal. Coal was shipped by two companies to two plants and each plant consumed about the same amount and received the shipments in cargoes of like amount. The two coals were of a different quality. The method of receiving and unloading the coal was the same for the two plants and briefly as follows: A clam shell bucket would hoist the coal to a receiving hopper at the top of the coal tower, from here it passed over a screen and all lumps of coal passing over the bars were crushed, whereupon the crushed and slack coal would meet again and fall into a pair of weighing hoppers, which would be filled alternately. On the side of the weighing hopper there was attached a trough which would allow a definite amount of coal to drop in during the charging. The hopper had a false bottom, which when opened, allowed the coal to drop to a conveyor which carried it to the bin. Upon emptying this hopper, the coal sampler would automatically discharge its portion of coal into a barrel. In this way from an 800-ton cargo a gross sample was obtained weighing between 1,500 to 2,000 pounds of coal. Each time the barrel was full, which represented about 200 pounds of coal, this coal was spread out on a clean concrete floor, crushed, mixed, piled and quartered. Opposite quarters were discarded and the remaining coal crushed, mixed, piled, etc. This was done with each barrel full and the small sample from each barrel (representing about ten pounds) was placed in a receptacle. In this way a composite sample was obtained from the different barrel-fulls. This composite sample was then mixed, crushed and prepared for the laboratory. Even taking all this care, it happened that the coal from the one company showed about 100 b. t. u.'s higher at one plant than the other, and with the other coal, the reverse was noticed. Not till after much investigation was it found that the cause for the variations was due to the fact that the opening on the side of the hopper for the sampler was in a different relative position to the chute, from which the coal dropped against the side of the coal hopper, and that the impurities of the two coals were of different physical character, and the arc of the falling particles of coals were different. The coal which had hard impurities gave high ash, where the arc struck the sampler high, and low ash with the coal in which the lump coal predominated. By changing the position of the sampler to correspond to that position where a number of check samples taken in different ways from the boats would give similar analyses, the trouble was corrected. If, however, only one plant had been in charge this difference in analyses might not have been detected so readily. This case may serve to explain why at times the analyses at one plant differ so much from those as shown by a coal shipper, where deliveries of the same coal have been made to some other plant. If a certain method of sampling is to be chosen, it must first be checked by taking a number of samples in different ways to determine whether the method is correct and gives consistent results.

Limitations of Chemists.

Another cause for disputes often lies in the fact that the chemist who should supervise the process of sampling is confined to his laboratory due to the large amount of work he may have to perform. The analyses are made on prepared coal samples of which he has no information and, although both parties may be performing their work apparently faithfully, gross errors are often made, which could be avoided by making this process co-operative. A case of this kind was brought to my attention some time ago.

Upon investigation I found the method of obtaining the coal sample apparently good, but the person in charge of preparing the sample for the laboratory was not doing his end properly. The chemist had been receiving a jar of pulverized coal, but never attended the preparation of the sample. The man had been told to pulverize the sample to pass a certain mesh sieve. The coal being hard, a No. 1 Buckwheat coal, this gave quite some trouble and took time and the consequence

was, to get through with the work, the sampler would crush the coal, sieve it and discard what did not pass through the sieve. Then a new portion of the sample was treated in the same way and enough sieved coal obtained to fill the quart jar. By doing this, it happened that the ash content of the coal was increased between three and five per cent, due to the fact that the coal was of such a nature that the slate broke more readily than the coal.

Had the chemist been on the job, this fault would no doubt have been detected and would have prevented a lot of trouble. You will see, therefore, the importance of having the sampling of coal looked after properly and what great care must be exercised in doing this work rightly, not leaving it altogether to some irresponsible party who knows nothing about the intricacies of coal sampling.

Coal Specifications.

A coal contract which embraces specifications calling for coal analyses should be made in such a way as to be fair to both the consumer and the contractor. There are many types of coal specifications and all sorts of conditions are exacted. Some are good, many are bad and few are applicable to different plants. Before formulating coal specifications embracing analyses, considerable preliminary study is necessary for each case and to make a contract indiscriminately without giving the subject proper study is bound to lead to discontent on the part of the contracting parties and poor results in the boiler plant.

Besides the usual form of coal specifications embracing chemical analysis, within recent years the fusing test showing at what temperature coal ash melts, has become of great importance and is being applied as a gauge when purchasing coal. There is no question that this new move is in the right direction, for the fusing test throws much light upon the most important physical characteristic of coal. There remains, however, much to be learned in connection with the application of this test to the purchase of coal. This subject is now being investigated and I hope it will not be long before the laboratory test will be applicable to practice. It has been a common practice to judge the clinkering quality of a coal by its sulphur and iron content, and even today too much stress is laid upon the sulphur in coal, when selecting a fuel for steaming purposes. With some coals the constituents of the ash may be a gauge for judging the value, but often much harm is done by adhering too closely to this practice. Operating conditions and type of furnace must be considered when selecting a coal. To debar a coal from being used simply because it may be high in sulfur, without taking into consideration its state of combination and effect of combustion under given furnace conditions, is a wrong policy. The sulfur in the coal may be in such a state that it does no harm whatever. In fact, the sulfur as such has no bad effect and it is only the iron, after the sulfur has been set free, that may cause clinkering trouble. I have shown by careful investigation that the iron and sulfur are no gauge for the clinkering quality of a coal. High sulfur and iron coals may clinker but there are many coals low in these constituents that clinker also. A fusing test in this case will give a valuable index as to the clinkering quality. If the average working temperature of the furnace is known, which can easily be ascertained, it is then quite possible to pick the coal most suitable, providing the fusing temperature of the ash is known, so that with a fair degree of accuracy the experienced person can tell which coal will be most suitable for fixed furnace conditions.

Storage of Coal.

The storage of coal is a very important factor, when coal is purchased in large quantities and considerable study has been given to this question. The kind of coal and its nature, from a chemical and physical standpoint and the conditions offered, will suggest which is the best method to select for storage. Here in the east the weathering of coal does not come into consideration for most coals used are of such a nature that they do not lose materially when stored for a long period of time. It has been determined that the loss in b. t. u.'s is barely more than one per cent on coals used in this section of the country. A more serious proposition, however, is the oxidation to which all coals are subject, and the consequent spontaneous ignition of a coal pile. Spontaneous combustion is brought about by slow oxidation in an air supply sufficient to support oxidation, but insufficient to carry away all the heat formed. The area of surface exposed to oxidation by a given mass of coal determines largely the amount of oxidation that takes place

in the mass; it depends on the size of the particles and increases rapidly as the fineness approaches that of dust. Dust is, therefore, dangerous, particularly if it is mixed with lump coal of such size that the interstices permit the flow of a moderate amount of air to the interior. Coals differ widely in friability, that is, in the proportion of dust that is produced under like conditions of handling. This variation of friability is a factor in effecting the liability of spontaneous combustion. Sulfur and moisture do not necessarily have any bearing upon the spontaneous combustion of coal. Coal piles, which have been on fire, have shown that even at places where the heat was greatest both the total sulfur and that in the sulfate or oxidized form had shown very little change. This change amounts to less than twenty-five per cent on an average and shows that less than one-fourth of the total sulfur had entered into the heat-producing reaction.

A very usual cause for spontaneous combustion may be traced to local heating, such as when a steam pipe has been covered with the coal or it has been deposited in a pocket of a bin exposed to heat without sufficient ventilation. Coal piles should be kept low, preferably not over 10 or 12 feet high and turned over once or twice a year if the nature of the coal is such to induce spontaneous combustion. Although it is not essential to cover the coal with a shed, this practice suggests itself from an economical standpoint, since the coal will be less wet when fired and, therefore, more heat units per weight of coal burned will be available. The expense for such a covering will often pay for itself in a very short time.

I have endeavored in the brief time allotted to me, to bring before you gentlemen, a subject in which all of you are more or less interested, but there would still remain much that I am not able to say this evening. Although a tremendous stride has been made by the endeavors of those who are engaged on problems pertaining to the economic use and proper method for selecting fuel for various purposes, still there remains a vast amount of knowledge yet to be acquired.

I have not touched upon the subject of coal preparation and methods of mining, since this would be more of interest to the coal operators than the coal purchasers, but still if this matter were given more attention and there existed a better mutual understanding between the man who produces the coal and he who uses it, far different and more efficient results would be attained in many cases.

Coal is one of Nature's most bountiful gifts, but it remains to man to learn how to use it, always bearing in mind that economy should be the foremost thought, for its nature is such, that when once consumed, it is irretrievably lost.

Communications.

Coke Ovens—Chattanooga Gas & Coal Products Company.

Editor THE BLACK DIAMOND:

Your reference to above ovens erected by the "American Coal & By-Products Coke Company" of Chicago, Ill., in your issue of the 24th instant, is somewhat in error.

The principle of heating coke ovens from the top is covered in my United States patent of May 3, 1912; Serial No. 607148. At this time, I assigned one-fourth interest to Mr. Roberts and one-fourth interest to Mr. Anderson. The latter, Mr. Edward Anderson, is well and favorably known amongst coal men. Later the "American Coal & By-Products Coke Company" was formed to take over the patent. It was tested out for over two years at the Gary Steel plant, Gary, Ind. The Chattanooga contract is the result.

The writer does not care a snap regarding the name of the oven, because all patents or future patents on coke oven construction become the property of the Chicago or parent company of which Mr. E. M. Bowman is president. Such an arrangement makes all interests mutual for the success of this company. But, protection of interests from the obvious intent conveyed in the notice above referred to is plainly yet unfortunately made necessary. Years of study and practical application to develop a new type of by-product coke oven, along true fundamental principles, is entitled to protection, as well as substantial recognition.

R. S. Moss, Consulting Expert.

American Coal & By-Products Coal Co., Chicago, Ill.

A Machine Which Mines and Loads Coal.

For the last eight or ten years Pittsburgh reports have declared at frequent intervals that "H. A. Kuhn has invented a machine which will mine and load coal without hand labor."

Sometimes Mr. Kuhn found himself in Mark Twain's position when, in London, he received an American cable asking if it were true that he had died. At other times the reports were literally true. He had invented such a machine and it would mine coal. But something was wrong with it; maybe it cost too much to run it. Thus year after year the reports spread, but they never were sanctioned.

Two weeks ago Mr. Kuhn, himself, made the announcement:

"I've that machine now. Mechanical mining in a practical sense is a fact. If you'll come down to Pittsburgh I'll show you how it works."

"How much of a fact? What has it done?"

"I've worked several of the last design nearly every day for a year and a half and they are still going. I've let everybody run them—machine men, boys, drivers and careless men—and no one has been able to break them. I've asked them to try to break them and they could not. I've let 200 tons of slate and rock fall on top of one, and it not only was not damaged but backed out from under the fall and loaded the slate and rock into the pit cars in a short time. I've run these machines into horsebacks and they took them out. I've run them in fifteen to eighteen inches of water and they mined coal just the same. I've run them on hard floors and on heaving bottoms; they worked as well in one place as the other. I've mined short walls and long walls with them. I've used them in straight mining and pillar drawing to equal advantage. I've driven entries with them and I've made them turn corners at right angles in a nine to ten foot entry to get at coal or mine breakthroughs. The machine has never failed and it has never been broken. And, they produce coal at a cost of less than half the present cost in a district where the average cost is about fifty-three cents and at an additional power cost over present power costs under present methods with hand labor of seven-tenths of a kilowatt hour per ton of coal placed in the pit wagon."

"There are some other advantages accruing to the operation of these machines in coal mining; The areas of mine operations are made smaller by about eighty per cent. Accidents and injuries to miners are minimized, as the men do not have to work at the face, nor work under underlying slate, and there can be no "blow out" shots. The roof is not disturbed by mining with this machine—roof-falls will be largely eliminated as compared with falls of roof occurring under the present practice of placing powerful shots on the roof line. The cost of ventilating, pumping, mine roads, wiring, hauling and other underground costs are largely reduced on account of concentration of operations underground to one-fifth of the area necessary to operation under the present mining methods."

If all that were true, only one statement accurately describes the situation—a revolution in coal mining was at hand. One of those major changes was about to be seen in the trade which spelled the beginning of an epoch. The most natural thing to do was to challenge the statements but that was neither fair nor safe when a man has spent years and more than \$100,000 to one end. So I accepted the invitation and went to Pittsburgh to see the machine work and to study it. I will tell here only what I saw.

We drove from Pittsburgh twenty miles to the Blaine mine. Some distance from the main bottom and near the outcrop one section of the mine was set aside for mechanical mining with these machines. We passed in through entries that had been driven by the new machines. We went into rooms which they had opened and worked. We saw places where they had driven breakthroughs. We passed one place where pillars had been drawn by them. Then we came to the machine itself.

My first impression was that I was looking at the rear wheels of an auto truck with some extra machinery—not much—between. It looked as though a platform had been built on top; because the front wheels were missing. This was resting on the floor in front and was, consequently, elevated behind. I should say that this platform was sixteen or eighteen feet long and six and a half feet wide. It stood about five feet tall.

Two men were there to work it. It was eleven o'clock in the morning. That last is an important detail, as the further recital will show.

H. A. Kuhn of Pittsburgh, After Years of Study, Produces a Machine Which Promises to Open a New Epoch in Coal Mining.

One workman moved one lever which released an automatic catch. Instantly a modified design of an ordinary undercutting machine, which was perched upon the platform and in the center, moved down the incline to the floor and in the regular manner made a cut across the eighteen foot face. By 11:20 this work was finished and the mining machine, moving under its own power, had climbed back upon the platform; it was fastened in place by the automatic catch.

The same motor which had driven the undercutting machine was then thrown into gear with a drill—a part of the Kuhn machine—and mounted on the right side of the platform. With the two men directing the bit, three six-foot holes were drilled in the face. In five minutes—ordinarily it takes less than four—this work was done and the drill was put to one side.

Another lever threw the same motor into another gear, which hoisted the front end until the platform was horizontal.

The motor was next thrown into gear with an arm above and on the right hand side of the platform. This was about eight feet long by fifteen inches across. It was set parallel with the platform and on edge. Encircling it was a motor driven chain set with the bits used on undercutting machines. As this chain revolved around the frame the arm was advanced into the coal. Thus a cut eighteen inches high and six feet deep was made in the center and at the top of the seam. When this incision had been made, the platform was lowered gradually and as the chain continued to revolve a vertical cut was made in the center of the room. My recollection is that this took about eight minutes.

The holes were then charged and tamped. The workmen used one-half the amount of powder required in an ordinary shot.

When we returned to the room very little coal had fallen. I should say, offhand, that about five to seven per cent of the coal was down. But, even to the untrained eye, it was evident that all the coal which had been undercut and sheared had been loosened. For instance, the coal had moved laterally enough to close the opening made by the vertical cut. Also, the natural lines of cleavage were rather sharply marked and here and there small open cracks were seen.

The work of loading began at this point. The spectacle presented in the next few moments was one which I shall not forget soon, for in that demonstration I saw the coal mining method of the world begin to undergo a gradual change. Let me present the picture as I saw it.

The front end of the platform was resting on the floor; the rear, standing about five feet high, was over the pit car. The wheels—built like those of a traction engine and about six feet apart—were revolving slowly while the workmen put the machine in exactly the right position to attack the pile of coal. The busy wheels, the slanting platform and all that reminded me of a bustling big rooster scratching and pecking in the dirt.

The mechanic raised a lever immediately in front of him on the left-hand side of the machine and the front of the platform moved over against the right-hand wall. The rear of the platform was still over the pit car.

He pulled another lever on top and the coal began running up a channel which runs along the left-hand side of the platform. This seemed complex at first but, like everything else about the machine, it is perfectly simple. That is, the outer portion of the platform has been turned into an excavator. An opening is made under the coal; into this opening the end of the platform is shoved by the simple act of moving the whole machine forward a few inches.

The coal, naturally, falls upon this platform and is carried to the pit car.

At the upper end of the platform the revolving arms run over an opening. Through this the coal falls into the pit car.

I timed this operation. The first pit car, which held three tons of coal, was loaded in a little less than three minutes. Therefore—it was a simple problem in mathematics—the loading speed was, in straight coal, a little better than a ton a minute.

The mechanic pulled up a second lever and

the machine moved cautiously but resistlessly into the face. There the end of the platform encountered what seemed to be a solid block of coal. The instant this machine made its attack, a quiver ran through the column of coal from top to bottom. A succession of shocks were given that coal column, in regular succession, and with each one a veritable wave of action was seen in the block of coal. When this had been repeated several times small columns broke loose from the mass and fell upon the front of the machine. The whole machine was then backed away a few inches and loaded out this coal in the manner already described.

In that wave action transmitted to the coal lies the big point of the whole machine. That is, instead of using a large amount of power to break down the coal, only enough is used to move it out of its native bed after its main cleavage lines have been released by shock, and this shock is produced by about one-half the ordinary amount of powder so applied as not to affect the roof. Then, an undulating motion is applied to complete the break, which is tremendously interesting.

By this arrangement coal is loaded out containing about seventy-five to eighty per cent lump. This is equal to the result obtained by the best hand mining.

Before the big machine had completed the work of taking the coal across that eighteen-foot face I had a chance to see it put through one of its "stunts." To the left of what had been the vertical cut there was a column of coal about six feet across, about six feet high and about three feet thick. It was a solid block upon which the powder had for some reason but little or no effect except to release it from the face and rib. On top of it was poised an ugly looking slab of slate which was fully a foot thick and several feet across in either direction. It was evident that to take out that coal would allow the slate to fall.

The machine runner had no fear of being caught when it fell, for he was at least ten feet away. His helper was in the rear of the machine trimming the pit car. So, the machine tackled the solid block of coal. The undulating motion passed under it but only raised without breaking it. The end of the platform was raised a little. This lifted the block clear of the floor and let it fall, but still no break occurred. The only effect was to move the bottom of it forward and to let the top fall back against the face.

When that was done the piece of slate—it weighed about a ton and a half—came tumbling down upon the front end of the platform. It struck a sort of fender, which is thrown up over the cutting arm of the mining machine to ward off such blows. This had no effect on the machine whatever. Instead, it continued to load coal off the floor as though nothing had happened. When that part of the work was done, the machine was backed a little, or enough to allow the piece of slate to fall upon the mechanism of the drag line conveyor. Thereupon the direction of the revolving arms was reversed and the big piece of slate was carried to one side of the room in a few seconds and without human effort. The slate was moved entirely out of the way when the machine's nose was turned a little to the right and thus nudged over against the rib.

The loading of coal was then resumed. Two or three charges of the stout machine against the big lump were successful in breaking it up.

Mr. Kuhn and the workmen wanted to show me what the machine could do, so they did more at certain stages than was really necessary. Also it took time to explain to a novice the different parts of the mechanism. Also they took a little extra time to prove its simplicity and its ruggedness by letting me run it. Further, we had to wait once or twice for pit cars. Nevertheless, by half past one o'clock we were out of that room and were examining the workings at other places. By two o'clock we were in the automobile and were headed back to Pittsburgh.

Here is the record: From eleven o'clock until a little after one we had loaded out five three-ton pit cars and three two-ton pit cars of coal and one two-ton pit car holding about four tons of slate—twenty-one tons of coal and four tons of slate.

Mr. Kuhn claims for this machine only three cycles and perhaps a half in a day. I am convinced that, without working hard or rushing things, it can easily complete four cycles in eight hours, especially where slate is not bothersome. That would mean eighty-four tons of coal and

sixteen tons of slate in an eight hour shift. If working in coal alone, it would easily mean eighty to one hundred tons in a shift.

On the way back to Pittsburgh we began to talk costs. Mr. Kuhn made a computation, a comparison and an analysis. In the Pittsburgh Thin Vein district the actual average labor cost of mining coal is from fifty-two to fifty-three cents a ton. (This does not include roads, pumping, ventilating, haulage, hoisting, outside or overhead costs, of course.) With this machine the labor cost is less than half the present cost, as any basis of computation will show. Anyone can operate the machine, as the last three years have been spent solely for the purpose of standardizing parts, and to give it simple controls that make it "fool-proof." Each important feature is protected by a slipping clutch, and back of that the whole machine is protected automatically from injury. An ordinary workman by keeping the machine busy (which is light work) may earn from forty to sixty cents per hour or better. The

expense of operating the machine other than labor cost is:

Power—1 cent per ton of coal.

Powder—½ cent per ton of coal.

Interest, depreciation and repairs about 3 cents per ton of coal.

Including these charges the cost is about one-half the present mining cost. There is no dead work or yardage, as the machine drives narrow places almost as cheaply as wide places.

What is said here does not end this remarkable story by any means. There is still to be told the theory upon which it was constructed; the experiments with other machines; the influence upon future conditions and a little about the somewhat remarkable and certainly interesting man who worked it out. The telling of all that will be undertaken in due time. The task of the minute is to show that mechanical mining is, at last, a fact, and then to tell just what sort of a machine it is that does the work. That part of it has consumed this article. THE EDITOR.

Commissary Managers Meet.

The announcements of the Sixth Annual Convention of the National Commissary Managers' Association, to be held at the Hotel Gibson, Cincinnati, August 24, 25 and 26, have just been issued.

From reports and the number of acceptances already received, the Sixth Convention promises to have more interested parties in attendance than any other ever held.

Coal mine companies everywhere have sanctioned the going and will pay the expenses of their commissary managers. The Consolidation Coal Company of Fairmont, W. Va., has authorized the attendance of six division store managers, and the Tennessee Coal & Iron Co. has done likewise. These two cases and the acceptances of many mine stores managers evidence the realization upon the part of coal companies everywhere of the benefit they derive in having their commissary men attend these conventions. Every mining company, no matter where located, operating a commissary store in connection with their mine, should authorize the attendance of their store managers and commissary buyers. The expense is an investment returning many times the cost of the trip to the coal company.

Ever since the organization of this association at Baltimore in 1910 a growing interest has been manifested in its activities and especially its annual convention to which are attracted the managers of company stores operated by sawmills and mining institutions throughout the country. The fundamental purposes back of the association work are to promote the welfare of the commissary trade and to increase the individual efficiency of commissary managers. "Increased efficiency through cooperation" is the motto of the commissary men and anyone who has attended any convention in the past knows what a serious and sincere effort they make to help each other at these meetings.

For the coming meeting at Cincinnati an excellent program has been arranged—"the best in our history," says the official announcement just issued from the office of the secretary, Tracy D. Luccock, 801 Manhattan Building, Chicago.

There will be three morning sessions and one afternoon session. Among the speakers and a brief outline of their subjects are:

F. C. Gifford, Chicago, secretary National Association of Box Manufacturers, who for many years has been a careful student of industrial activities and who will speak from a wealth of experience and observation on "How the Commissary Manager Can Assist the Operating Company."

Frank Stockdale, Chicago, *Lecture Service System Magazine*, whose blackboard talk on "Keeping Up with the Rising Costs" is an exceedingly helpful and illuminating analysis of the problems of retailing and the cost of doing business.

H. S. Youker, Philadelphia, assistant manager division of commercial research, Curtis Publishing Company, whose first hand investigations of the retail field covering the entire country eminently qualify him to speak authoritatively on his subject, "Retail Merchandising."

Anderson Pace, Chicago, secretary Produce Terminal Corporation (formerly industrial commissioner Chicago Association of Commerce), whose success in many departments of merchandizing work has been conspicuous; a brilliant convention leader. Subject: "Personality in Business."

R. H. Grant, Dayton, sales manager National Cash Register Company, a man of wide selling

experience and a gifted speaker; a human dynamo. Subject: "Salesmanship."

J. W. Fiske, Detroit, director selling service, J. L. Hudson Company (formerly manager *Dry Goods Economist* training school), who began his merchandising career twenty years ago in a lumber commissary; one of the country's leading store experts. Subject: "Better Management and Better Salesmanship."

At the Tuesday afternoon session the annual experience meeting will take place, embracing five-minute talks by commissary managers and a general discussion of the following subjects:

How to manage clerks to win their loyalty and increase their efficiency. (Can a commissary



F. M. Meadows.

manager have a greater asset than harmony and enthusiasm among his clerks?)

Building bigger business in the commissary, including a discussion of sales plans, contests, advertising schemes, bargain days, special sales, display—window and inside, winning the trade and good will of difficult customers, show cards and bulletin boards, meeting and beating competition, turning prejudice into confidence.

Importance of departmentizing the commissary.

Methods of making the store more inviting.

Fundamentals in buying merchandise.

The variety department.

The meat department.

Methods of cleaning out old stock.

Planning for the Christmas trade.

The delivery department.

Putting character and "punch" into your advertising.

Cost of doing business.

Advantages of a uniform accounting system for commissary stores.

How inventory helps and hurts.

Experiences with coupons, metal checks, scrip, etc. Their comparative advantages.

Credits and collections; installment plans.

Refrigerating systems and ice plants.

Farm trade.

Throughout the convention a question box will be ready to receive from the commissary men suggestions for subjects and questions to be discussed. The box will be opened and the questions

discussed at one of the sessions under the auspices of a special committee. In this manner it is expected that every subject of interest and problem concerning commissary management will receive attention for the mutual benefit of all present.

A big feature of the convention will be the merchandise displays. Two entire floors of the Hotel Gibson will be used for this purpose. Fifty leading manufacturers and jobbers have arranged for space and will exhibit their lines, thus affording managers an excellent opportunity to get a line on "what's new" and "what's best" for their stores. These are being prepared at the urgent request of the officers of the association and they will be so handled as to interfere in no way with the business sessions.

The social side will not be neglected. Elaborate entertainment plans are being made by the Cincinnati business men, including a banquet, an evening at Chester Amusement Park, a vaudeville performance with Dutch lunch, etc. In addition, there will be special entertainment features for the ladies.

The officers of the association are:

President—F. M. Meadows, Continental Coal Corporation, Pineville, Ky. A photograph of Mr. Meadows is shown herewith.

Vice-President—G. A. Musson, Weed Lumber Company, Weed, Cal.

Vice-President—Herbert Moss, Carter-Kelly Lumber Company, Manning, Tex.

Vice-President—A. W. Dowling, Hilton-Dodge Lumber Company, Belfast, Ga.

Vice-President—John I. Bellaire, Wisconsin Land & Lumber Company, Blaney, Mich.

Vice-President—J. Milton Bailey, Bailey Lumber Company, Penland, N. C.

Complete program announcements and convention information may be obtained from the secretary, Tracy D. Luccock, 801 Manhattan Building, Chicago.

Sunday Creek Co. Changes.

Taking effect August 1st, the traffic department was consolidated with the sales department, with Sales Manager Coen in charge of both. This followed the resignation last week of C. F. Mayer, who has been at the head of the traffic bureau for the past ten years. As Mr. Coen has had a railroad experience, the change is expected to mean no loss of efficiency and will be in the interests of economy. The complete divorcement of the company from railroad association makes a separate traffic bureau less necessary. Mr. Mayer was formerly assistant freight agent of the Hocking Valley Railway Company, and besides being a man of large energies, is recognized as an expert in his line of work.

Ohio has been practically abandoned for the time being by the Sunday Creek Company, its mines on the Toledo & Ohio Central having been closed within the past week, as was anticipated when those on the Hocking Valley were shut down recently. While adverse railroad rates, lack of demand for lake coal, and the generally depressed business conditions are in a way responsible for the company's action, it is stated that the closing of the mines is primarily a lockout against the miners' union, until the Hocking Valley is granted as favorable a mining scale as now exists in eastern Ohio. The claim is made that the concessions in working rules granted the latter field virtually give it a differential over the Hocking of from ten to fifteen cents a ton. Agitation over the matter between the miners and the Hocking operators has not yet passed the letter-writing stage, but it is thought that a conference may be held in the near future.

It is further announced by the Sunday Creek Company that its sales force will be kept intact in the interests of the important jobbing department which it recently established, including anthracite. All salesmen are now covering their territories as usual, with very satisfactory results it is said, considering trade conditions.

The Toledo boys are determined that their picnic at Sugar Island next week shall be a complete success and have put out some very handsome illustrated advertising hangers, calling attention to the affair which will take place next Tuesday. The ball team will rival professionals if the promoters are to be believed and considerable jealousy has been manifested because of the selections made to fill the different positions. Antone Bueschen refuses to divulge whether or not he has secured an airship for the trip this season. It will be remembered that is what he was compelled to do last year when he missed the boat.

Bids for and Contracts Let on Coal.

New York Bids.

Bids were opened on Monday by the Board of Education of New York City for furnishing 17,775 gross tons of No. 3 buckwheat and 5,925 tons of bituminous, run of mine, for certain school buildings in the boroughs of Manhattan, Bronx, Brooklyn and Queens, deliveries to be made from August 16, 1915, to March 31, 1916. Bids were as follows:

	Buckwheat No. 3 8,250 tons	Mine Run 2,750 tons
Manhattan—		
Burns Bros.....	\$3.04	\$2.93
Wm. Farrell & Son.....	3.39	4.23
C. D. Norton & Co.....	2.98	3.73

Norton & Co. offered a rebate of one cent per ton if the city furnished dock facilities free.

	Buckwheat No. 3 3,600 tons	Mine Run 1,200 tons
The Bronx—		
Burns Bros.....	\$3.14	\$4.03
C. D. Norton & Co.....	3.23	4.03

Norton & Co. offered a rebate of one cent per ton if the city furnished dock facilities.

	Buckwheat No. 3 4,950 tons	Mine Run 1,650 tons
Brooklyn—		
Gavin Rowe.....	\$3.37	\$4.12
C. H. Reynolds & Son.....	2.60	3.58
S. Tuttle's Sons & Co.....	2.94	4.04
Bacon Coal Co.....	2.76	3.81
A. J. & J. J. McCollum.....	2.90	3.73
W. P. W. Haff.....	3.11	3.71

Rowe offered a rebate of one cent per ton if free dock facilities are furnished.

	Buckwheat No. 3 975 tons	Mine Run 325 tons
Queens—		
Gavin Rowe.....	\$3.47	\$4.22
C. H. Reynolds & Sons.....	2.70	3.68
S. Tuttle's Sons & Co.....	3.23	4.18
Bacon Coal Co.....	3.11	4.16
A. J. & J. J. McCollum.....	3.20	4.05

Rowe offered a rebate of one cent per tone if free dock facilities are furnished.

It will be noticed that there were a small number of bidders, and that the names of several well known companies that usually make a bid for city contracts, do not appear above. It is under-

stood that some of these companies declined to tender bids under the new specifications that coal is now being purchased under, stating that they cannot secure coal to fit the stringent specifications.

A 4,000-ton contract with the Peru, Ind., water-works has been taken by the Wyatt Coal Company on its Main Island Creek coal. The contract covers run of mine and usually takes 6,000 tons to complete it, and may do so this time, the extension being covered by a "more or less" phrase in the contract.

The Lorain Coal & Dock Company has been awarded the Ohio State University coal contract, amounting to 15,000 tons, at \$1.19 per ton, on nut, pea and slack, delivered at the university switch, Columbus. The coal is to come from the new operations of the company in Logan county, W. Va. There were some twelve bidders, the contract being made on a heat unit basis. The Lorain people secured the business over a lower bid per ton of several cents.

Bids have been opened by the city of Columbus, Ohio, for 12,000 tons nut, pea and slack for the workhouse, 6,000 tons mine run for the Scioto river pumping station, and 2,500 tons of nut, pea and slack for the garbage reduction plant. The bid of the Fletcher-Williams Company was \$1.12 on West Virginia nut, pea and slack and \$1.45 for mine run. The Elk Coal Company's bid was \$1.44 and \$1.48 on Cambridge and Hocking mine run. The Victoria Coal Company quoted \$1.23 for Hocking nut, pea and slack and \$1.53 for eastern Ohio mine run. The seven other bidders were considerably higher than the three given. All prices included delivery. The contracts have not yet been awarded.

Michigan Agricultural College.

DETROIT, MICH., August 5.—(Special Correspondence.)—Following are bids on coal supply recently opened by the board of control of the Michigan Agricultural College in East Lansing, Mich.:

		—B. T. U.—			
		Slack.	³ / ₄ Lump.	Slack.	³ / ₄ Lump.
Parker Bros. Co., Detroit.....	Island Creek, W. Va.....	2.55	2.80	13800	.....
H. S. Odbert Coal Co., Detroit.....	West Virginia.....	2.40	2.80	13900	14200
Detroit & Pittsburgh Coal Co., Detroit.....	Nagola Island Creek, W. Va.....	2.50	2.80	14000	14200
Commercial Coal Co., Detroit.....	Dorothy, W. Va.....	2.30	2.80	14500	14700
Commercial Coal Co., Detroit.....	Fairmont, W. Va.....	2.30	2.70	13900	.....
Consolidation Coal Co., Detroit.....	Fairmont.....	2.50	2.90	13600	14050
W. H. Warner Coal Co., Detroit.....	West Virginia.....	2.42	2.70	14000	14200
Ohio & Michigan Coal Co., Detroit.....	West Virginia.....	2.45	2.75	14000	14300
United Fuel & Supply Co., Detroit.....	West Virginia.....	2.55	2.80	14000	14200
Michigan Coal Co., Lansing.....	West Virginia.....	2.40	2.80	14000	.....
Michigan Coal Co., Lansing.....	Michigan.....	2.50	2.80	12000	.....
C. G. Blake Co., Cincinnati.....	Blake New River, Smokeless.....	3.00	.....	14300	.....
C. G. Blake Co., Cincinnati.....	Blake Kanawha Splint.....	.....	3.30	.....	14200
Bewley-Darst Coal Co., Richmond, Ind.....	Harlan County, Ky.....	2.51	3.16	14000	14000
Elmer Miller Coal Co., Toledo.....	Main Island Creek.....	2.50	2.80	14000	14300
Elmer Miller Coal Co., Toledo.....	Buffalo Creek Wash Screening.....	2.35	2.80	13500	14600
Progressive Coal Co., Detroit.....	Procco, W. Va.....	2.45	2.80	14000	14600
J. W. Dykstra Co., Detroit.....	Blue Star, W. Va.....	2.50	.....	14000	.....
J. W. Dykstra Co., Detroit.....	Peacock Pomeroy, W. Va.....	2.30	.....	13000	.....
J. W. Dykstra Co., Detroit.....	Clifford Mine, Ohio.....	.....	2.85	.....	.....
Houston Coal Co., Detroit.....	Houston Pocahontas Slack, W. Va.....	2.55	2.85	13700	14000
Southland Coal Co., Detroit.....	West Virginia.....	2.40	2.90	13800	14100
Southland Coal Co., Detroit.....	Pocahontas Slack.....	2.70	.....	14300	.....
Beech Creek Coal Co., Detroit.....	West Virginia.....	2.40	2.75	14050	14200
Beech Creek Coal Co., Detroit.....	Beech Creek Slack.....	2.35	2.70	13850	13951
United Coal Sales Co., Detroit.....	Ella Main Island Creek.....	.....	2.80	.....	14000
Moreland Coke Co., Pittsburgh.....	West Virginia.....	2.47 1/2	2.80	14000	14200
Moreland Coke Co., Pittsburgh.....	Youghiogheny Gas Coal.....	2.50	2.80	13800	14300
Morgan Andrews Coal Co., Detroit.....	West Virginia.....	2.45	2.80	.....	.....
M. O. Dewey & Co., Jackson.....	Island Creek.....	2.48	2.85	14300	.....
M. O. Dewey & Co., Jackson.....	Pittsburgh No. 8.....	2.33	2.70	13500	.....
O'Gara Coal Co., Chicago.....	West Virginia.....	2.65	2.95	13400	.....
Indian Run Coal Co., Charleston, W. Va.....	West Virginia.....	2.35	2.75	13400	14000
John T. Hesser Coal Co., Detroit.....	West Virginia.....	2.50	2.80	14100	14500
West Virginia Pocahontas Coal Sales Corporation, Detroit.....	Panther Mine Run.....	.....	2.70	.....	14500
West Virginia Pocahontas Coal Sales Corporation, Detroit.....	1 3/4-Inch Lump.....	.....	2.90	.....	14600
J. G. Hoffman, Detroit.....	West Virginia.....	2.40	2.80	14000	14400
Reliance Coal & Coke Co., Cincinnati.....	Logan, W. Va.....	2.50	2.90	14200	14200
Reliance Coal & Coke Co., Cincinnati.....	Kentucky Blue Jacket.....	2.50	.....	14200	.....
Lorain Coal & Dock Co., Detroit.....	Logan, W. Va.....	2.44	2.70	14000	14500
Lorain Coal & Dock Co., Detroit.....	Ohio Pittsburgh.....	2.35	2.70	13000	13500
Jewett, Bigelow & Brooks, Detroit.....	Iroquois, W. Va.....	2.52	2.85	13500	.....
Interstate Coal Co., Columbus.....	King Pocahontas Slack (Marvin Thacker 3/4 Lump).....	3.00	2.85	14600	14500
F. P. Weaver Coal Co., Buffalo.....	Liberty Smokeless (Pennsylvania).....	3.25	3.35	14250	14300
Purzglove Maher Coal Co., Detroit.....	Island Creek.....	2.40	2.70	14300	.....
Purzglove Maher Coal Co., Detroit.....	Pittsburgh No. 8.....	2.30	2.65	13000	.....
Smokeless Fuel Co., Cincinnati.....	West Virginia.....	2.40	2.80	12500	13500
Jones-Parsons Coal Co., Toledo.....	West Virginia.....	2.50	2.90	13800	14500
Wyatt Coal Co., Richmond, Va.....	West Virginia.....	2.55	2.95	13500	14000
George M. Jones Coal Co., Toledo.....	Pultney Slack.....	2.10	2.65	13500	.....
Island Creek Coal Sales Co., Detroit.....	Island Creek.....	2.55	2.90	14100	14100
The France Coal Co., Toledo.....	West Virginia.....	2.50	2.80	14000	14000
The France Coal Co., Toledo.....	Kentucky Hummer.....	2.50	.....	14000	.....
The Evans Coal Co., Fort Wayne, Ind.....	West Virginia.....	2.47	2.69	13500	.....
The Evans Coal Co., Fort Wayne, Ind.....	Harlan, Ky.....	2.44	.....	13800	.....
Logan Pocahontas Fuel Co., Detroit.....	West Virginia.....	2.55	2.70	14000	14000
Logan Pocahontas Fuel Co., Detroit.....	West Virginia Splint.....	2.40	.....	13700	.....
C. C. Corey, Detroit.....	Genuine Island Creek.....	2.40	2.80	14050	14200
Mancourt-Winters Coal Co., Detroit.....	West Virginia.....	2.45	2.85	14000	14000
Ayers & Lang, Detroit.....	West Virginia.....	2.54	2.75	14000	13700
Ayers & Lang, Detroit.....	Kentucky.....	2.50	3.00	13800	14200
Ayers & Lang, Detroit.....	Pittsburgh No. 8.....	2.45	2.85	13300	13500
J. S. Wentz Co., Detroit.....	Harlan, Ky.....	2.48	.....	13800	.....

New York Golf Tournament.

The New York Coal Trade Golf Association will hold a one day tournament at the Greenwich Country Club at Greenwich, Conn., on Tuesday, August 10.

President R. B. Baker has donated two prizes for events, presidents cups, to be given to the players making the lowest net score in the first and second divisions, playing to be under the new system of handicaps.

A one day tournament will be held September 14, the course to be decided upon later on by the tournament committee.

The annual fall tournament will be held on October 9 and 10 at some course to be decided upon later on. Two courses now under favorable consideration are the new Seaview course at Atlantic City, and the Shawnee at the Delaware Water Gap.

In the future at all tournaments, greens fees of all members playing will be paid out of the funds of the association.

Among those present at the meeting of the association held on Monday were President R. B. Baker, Treasurer Joseph E. Parsons, J. E. Davis and E. Coe Kerr of the board of governors, and A. E. Metlach, G. M. Dexter and W. H. Temple of the various committees.

Large Coal Land Deal.

Twenty-seven thousand acres of coal lands considered among the richest in West Virginia is involved in a deal pending between the Main Island Creek Coal Company and William H. Coolidge, a Boston capitalist, who practically controls the United States Coal and Oil Company, operating mines in Logan county.

Details of the deal which has been pending since May were made known today for the first time. An option was granted to Mr. Coolidge, of No. 55 Congress street, Boston, on June 10, the consideration has been stated to have been \$2,000,000. This option will expire August 10. In the event that the United States Coal and Oil Company does not take over the property it is the purpose of Mr. Coolidge to organize a company and take over the properties. The Main Island Creek Coal Company operates extensive holdings in Logan county adjacent to the vast holdings of the United States Coal and Oil Company. The proposed purchase of these properties by the United States Coal and Oil Company follows the gradual absorption of extensive coal operations in Logan county by the same company, involving recently the purchase of the property of the Island Creek Fuel Company.

Largely increased consumption of coal is expected by Detroit shippers when Henry Ford, head of the Ford Motor Company, puts in operation several new plants, for which he has secured about 2,000 acres of land as a site in a district adjoining the city's westerly boundary. The new plants proposed include a steel plant, tire plant and factory for manufacturing tractor engines. Construction work on part of the buildings will start in the near future, Mr. Ford says.

Three indictments brought against the Philadelphia & Reading Railway Company by the Philadelphia & Reading Railway Company by the last Federal grand jury were sustained by Judge J. Whittaker Thompson in the United States District Court the latter part of last week. These indictments charge the Reading Company with failing to file tariffs on rates for coal carried over its barge lines and which is claimed to be in violation of the Interstate Commerce Act.

During the December term of court the grand jury brought in an indictment against the Reading. The presence of two stenographers in the court room during the taking of testimony was taken as grounds for having the indictments nullified. On new bills drawn and during the March term of court the charges were again heard. Complaint was then made by the attorneys for the railway company that many acts of the prosecuting attorney for the government had been against the practice of the court. This time, however, the judge has held that all acts under complaint were legal and gives considerable attention to the inquisitorial scope that is vested in the grand juries.

The case at issue is one that greatly concerns the coal dealers of New England in that it is an attempt to bring the barge line of the Reading Railway under the jurisdiction of the Interstate Commerce Commission, in that a demand is made for the filing of tariffs on the barges. Trial date for the case has not yet been announced.



And This Is "News."

An interesting sidelight on the way the public regards the coal trade is given in a newspaper publication of the following item, under an Evansville, Ind., date-line:

"Coal consumers in Evansville who have not paid their last year's coal bills will have considerable trouble in getting coal next winter, according to officers of the recently-organized Evansville Coal Exchange. They say they will compile a list of people who have not paid their bills, and none such will be sold coal unless they pay for it in advance."

The fact that newspapers considered this item sufficiently good "news" to be worth running suggests that the coal dealers, ordinarily, are supposed to permit themselves to be stung and stung again, supplying coal to all who ask for it, and not caring whether they get their money for it or not.

If it is "news" to Evansville people that they are going to have to pay for their coal, and that those who have shown themselves not to be worthy of credit will not enjoy this privilege hereafter, it might be a good idea to print this "news" in other towns for the benefit of the dealers in those communities, who may not have waked up to the proposition that it is time to defend themselves from the operations of the deadbeats.

A Backward Dealer.

Not long ago the writer approached a coal dealer who was using a method of pricing his coal which seemed to offer only a small chance of squeezing out a profit. The object was to ask him how he did it. The dealer not only did not give the information, but seemed to think that the inquiry warranted suspicion.

"No, So-and-So has never set the woods on fire," said another dealer in that community, when questioned regarding the standing of the coalman referred to. "He's been in the trade a long while, but about all he has ever been able to do is to make a living—and not a very good one, at that. He's a good, honest fellow, but not the sort who read the trade papers."

In other words, if you want to do business without getting the information furnished by the experiences of others; if you prefer to blaze a trail for yourself in the tangled thickets of business troubles; if you don't care whether you make a profit, just so long as you stay in business, be sure *not* to read the trade papers. They might make you want to change some of your obsolete, antiquated and unprofitable methods!

Volume Versus Profit.

"I just turned down a \$60 coal order," said a veteran dealer in a Middle Western city the other day.

"Teams all tied up?" inquired a friend.

"Nope. Had plenty of teams."

"Wanted the sort of coal you didn't handle, maybe?" pursued the inquirer.

"Not on your life. Everybody in this town wants our Triple X Bernwell, my friend."

"Well, then, why didn't you take the order?"

"The customer wanted to pay for it at the rate of \$5 a month," said the dealer. "A few years ago, before I began to analyze my business, I would have taken that order as quickly as a trout grabs a tempting fly—and wouldn't have realized my mistake, as the trout frequently does. But now I have sense enough to know that I can't

make money out of that kind of business: that the cost of keeping books on the account, the cost of sending a man each month to get the five dollars, and the interest on the money tied up during that period—there's an item of \$1.80 alone—would be so great that the profit would be nil. I'd have my trouble for my pains, and that's about all.

"So I told the would-be purchaser that we didn't carry accounts over sixty days, and we wouldn't be able to handle his business on that basis. He went away, not sorrowfully like the young man of the Scriptures, but as sore as Johnny Evers when he is chased out of the ballpark during a close game.

"That buyer is perfectly honest, and would probably pay the account as he promised to do. Furthermore, he thinks that my action was a reflection on him personally, which it was not. He merely wanted to borrow part of my money with the understanding that he would pay it back within a year, and I told him, in effect, that I wasn't in the banking business.

"However, there are plenty of dealers in this town who will readily take the order, and congratulate themselves on getting it, so that there's no reason why I or the consumer should worry."

Study Human Nature.

There are usually several ways of doing a thing, and when it affects the public, it is worth considering whether the plan which has been proposed will please or displease your customers.

In other words, a working knowledge of human nature, or what the high-brows call psychology, is often of advantage to the coal dealer, who is dealing with human beings just as much as he is with coal.

In a certain city where the question of "getting the money" has been under consideration by the coal dealers, who are divided on the subject of operating on a cash or credit basis, most of the members of the trade have straddled the proposition by giving credit, but requiring the price to be paid within ten days from date of delivery. They figure that in this way they are getting the advantage of cash, by getting the money in promptly, and that the customer has the convenience of credit, in that it is not necessary to have the money at the house when the coal is delivered, but he may remit by check against the dealer's bill, in the usual way.

One dealer who adopted this plan quoted the net prices that he expected to get on all of the coal which he is selling. At the bottom of his quotations, however, he stated, "If bill is not paid within ten days after delivery, twenty-five cents a ton extra will be added." This dealer approached the twenty-five-cent differential as if it were a club, and held it threateningly over the heads of his customers. "If you don't do as I tell you," he declared in effect, "I'll hit you with this twenty-five-cent penalty!"

Another dealer, however, simply quoted the gross prices, including the twenty-five-cent rebate. Then he added graciously, "All customers paying their bills within ten days will be entitled to a rebate of twenty-five cents a ton on these prices."

Here was an attractive proposition—a chance to get something of value by the simple expedient of paying promptly. And, of course, everybody liked the idea of that and the dealer found it easy to sell, and easier to collect, on that basis.

One of the things the public service corporations have learned is that it doesn't pay to tell the public that it must do certain things. The best and most successful ones say, "Please," even

though they have a monopoly. Therefore a coal man with lots of competitors, can lose nothing by making a thing seem as pleasant and agreeable as possible, especially when he gets exactly the same results as when the proposition is put in a less attractive form.

The Retort Courteous.

A certain coal dealer who got all hot under the collar over a statement about his coal attributed to the salesman of a competing house straightway went to the advertising department of a local newspaper and inserted an advertisement in which he declared that the statement aforesaid was "a malicious lie."

Now, without stopping to consider the rights and wrongs of this special case, do you really believe that the use of the "short and ugly word" by the dealer helped his cause with the great public to which he was appealing by means of his black-faced type and his white space?

In a formal debate each side is entitled to rebuttal, and the most effective sort of rejoinder is what "Marse Henry" would call the retort courteous, which presents the fact, but presents it wittily, pointedly and in a friendly spirit. To say that another dealer is passing out "malicious lies" is a reflection on that dealer, assuming that it is so, but are not a great many people going to feel that an affront has been put upon them by having such coarse expressions used in soliciting their favor? Then, too, there are others who always favor the under dog. The man who is attacked without being given an opportunity to defend himself is presumed innocent until proved guilty by those of this type.

In other words, the use of extreme language, uttered in the heat of passion, alienates friends, instead of winning supporters, and no business man should lose his temper so far as to risk such a result, even though he may get some temporary personal satisfaction out of it.

Let all your ads bear the words, "Passed by the National Board of Censorship." And be your own censor.

One Use of Advertising.

Some coal concerns have salesmen out on the street, going from door to door soliciting coal business. This is salesmanship reduced to the absolute zero, and is putting the business on the lowest plane that it is possible to use.

One use for advertising—including circular letters, premiums and all other forms of publicity—is to develop prospects. When the dealer has certain definite, interested prospects to work on, he can use his salesman to the best advantage in soliciting them.

When it is necessary to spend valuable time in ringing doorbells, as a preliminary to working up prospects for coal orders, the cost of getting the business is prohibitive.

Analyze the proposition, as applied to your own business, and see if it isn't so.

A charter was issued last week by the Secretary of State of West Virginia for the incorporation of the Fairmont & Helen's Run Railway Company, of Baltimore, with a capital stock of \$500,000. This is a subsidiary of the Western Maryland Railway. Incorporators are Carl R. Gray, M. C. Byers, C. H. Porter, H. R. Pratt and L. F. Timmerman, all officials connected with the Western Maryland Railway. The road will be six miles long, and will connect the two mines of the Consolidation Coal Company, which are being opened up in the Helen's Run field of West Virginia. The line will also connect with the Baltimore & Ohio in the vicinity of Fairmont, and the output of the mines will be taken over the Baltimore & Ohio from the new road and turned over to the Western Maryland at a point on the Connellsville extension, whence it will be carried into the Western Maryland's big export terminal at Port Covington. The building of this line is in connection with the arrangement made last winter between the Western Maryland and the Consolidated Coal Company, under which the Rockefeller interests supplied the coal company with new funds to the extent of about \$7,000,000. In return for this it was stated the Consolidation Coal Company agreed to turn over to the Western Maryland the output of the new mines to be developed with the money. Already Consolidation Coal traffic is said to be moving over the Western Maryland at the rate of 1,000,000 tons per annum and is expected shortly to reach a total of 2,000,000 tons annually.



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Van H. Manning.

When William Jennings Bryan went off on a peace debauch and resigned from President Wilson's cabinet, the newspapers and everybody began to speculate on who would be his successor. They expected President Wilson to do the customary thing and hence to search for some conspicuous figurehead who could fill the position and reap the honors while some efficient somebody else did the practical work.

That was not President Wilson's idea, however. Instead, he promoted the next in line. He got, for once, a Secretary of State who really can do the work of the Department of State. Secretary Lansing is living up to the nation's expectations in every particular.

On a smaller scale, a similar problem is presenting itself at Washington. Dr. Holmes, the director of the Bureau of Mines, died recently. A new man must be selected to fill his place. Most commentators have been looking around to find a conspicuous man to adorn the title—or—while some one else does the work, be adorned by it.

In the meantime, there is in the bureau now a very efficient person by the name of Van H. Manning. He has been the assistant of Dr. Holmes. For the last year he has been acting director of the Bureau of Mines. Many of the things which Dr. Holmes could not find time to do, Mr. Manning has done. Many of the papers and reports which Dr. Holmes did not have time to write or edit, Mr. Man-

ning has "whipped into shape." He knows the work of the bureau because he has been in it for a long time.

As assistant director, he is in line for promotion. So far as we can see now, there is no good or sufficient reason why President Wilson should not follow his own precedent and promote Mr. Manning to the head of the bureau.

If promoting the next man in line to the bigger position, because he showed a particular fitness for the work, were adopted in the government bureaus, it would be a first-rate thing for the public work in general. It would teach employes of various bureaus and departments that they were not merely under civil service, but that they might come to occupy conspicuous positions if they learned their jobs.

This is what Mr. Manning has done, so we are informed, and it would be a mighty good thing to recognize that fact by his promotion.

The Purpose of Patents.

The American government will grant letters of patent to any man who invents a new and useful device. The patent gives him for seventeen years a monopoly of his invention. He can make the thing himself or he can sell the right to others to make it exclusively.

It is expected that all the profits derived from it shall be his for a period of seventeen years. The wish of the people is that he should be fully compensated.

Not all of us have asked why the government should do such a liberal thing. Why should a great people give a man an exclusive monopoly of a certain machine for nearly a score of years?

It is a long-headed policy of the government. Those who enacted the patent law knew that the cost of living can only be cut by the use of ingenious devices. If manual labor is relied upon the cost may never be lower but must be higher. The government is willing, for a period of years, to give one man a large return on a machine provided the people themselves get the benefit of it. That is, the government is not looking out for the inventor solely; it has its eye upon the ultimate good of the whole people. There is the nub of the whole patent law.

Naturally the government expects that every invention would help to reduce the cost of living. Let us consider this, for a moment, in the light of the attitude of the Ohio miners toward coal production. The government has sought to procure the invention of machines which would reduce the cost of mining coal. The people have encouraged the invention of devices which would improve the transportation of coal. They did so because they want cheaper coal.

The miners' union sets itself up as opposed to both of these things. It resists the introduction of machines into the mines. It demands that it shall be given such constant increases in wages that the pay roll absorbs all of the benefit of the machinery and more.

That is, instead of any of the benefit of new production processes going to the people, all of that benefit is absorbed by the men who form the union.

The people of Ohio are today up against the proposal that with nearly all of its

coal mined by machinery, with transportation by improved machinery and with retail distribution simplified by machinery, they must pay higher prices than they have ever paid. This situation arises from the exactions of the miners. They not only set at naught all of the nation's efforts at lowering the cost of the production, but they make such demands that the cost is higher than it was when hand labor alone was used.

There is something wrong in a society which will tolerate such a condition.

Partisan Politics.

There is an old, old story to the effect that a navigator and his son were out in a boat steering by a compass. The father went to sleep and left the boy on watch, telling him to keep the boat headed toward the North Star. He awoke after several hours and found the boat running in the opposite direction. He asked the boy about it and the lad replied that they had passed that star a long time ago.

We have a similar situation in American politics today. We started out, in this country, with no parties at all. Then Alexander Hamilton got one view of what our financial and general government policy should be and Thomas Jefferson got another. The two split and there was the origin of parties in America.

The original conception of "partisan," however, was that the two parties should be advocates of opposing theories of government. A partisan might be a very big man and still hold one or the other of two theories, since nobody knows what is the right theory of government.

As time went on the word "partisan" came to have a very different and a very much smaller meaning. They call the lawyer a partisan today merely because he is hired by some man to represent him in court. It is possible for one man to be a partisan in a quareel between two other men who may be settling their difficulties with their fists. We have so degraded the word "partisan" that it has come to mean those who take sides on the most trivial questions.

It is the latter meaning which has come to dominate our present politics. Today politicians are not standing for great principles of government; they are standing for self-interest and personal prejudice on the most trivial and unimportant things. Naturally the political partisan is today siding with the majority or the greatest number of voters. Thus we have come to have a whole system of partisan politics based upon what is the personal interest of a class in society, or one of the major subdivisions of society.

For a while the politicians were partisans of the consumer. As such they were pitted against capital, the carrier and the worker. Now they have changed from that kind of partisanship to favoritism of the worker—to a partisanship of the worker in the form of the labor union.

In other words, the politicians are no longer studying the big questions from a broad point of view. They are looking at them only from a very narrow and restricted point of view, which is: "What action can we take which will get the greatest number of votes?" This sort of partisanship is going to prove the destruction of the republic.

Men Prominent in the Coal Trade's Eye.

John F. Bermingham.

As announced in THE BLACK DIAMOND of last week, at the meeting of the board of directors of the Delaware, Lackawanna & Western Coal Company, held at the New York offices on Wednesday of last week, John F. Bermingham was elected president to fill the vacancy caused by the resignation of E. E. Loomis, who resigned the presidency immediately following the decision of the supreme court in the Lackawanna case.

In appointing Mr. Bermingham to this important position, the directors have taken into cognizance his long and faithful record with the Lackawanna interests, entering the Lackawanna railroad service twenty-four years ago. Since the organization of the Delaware, Lackawanna & Western Coal Company in 1909, Mr. Bermingham has filled the position of auditor and also assistant to President Loomis. His first service with the Lackawanna Railway was in the accounting department, in which department he spent about ten years. He began to acquire experience in the coal sales department and the coal operating department about 1902, when Mr. Loomis came with the Lackawanna as general sales agent, to be almost immediately elected to the vice-presidency. As assistant to Mr. Loomis, Mr. Bermingham had every opportunity to acquire a very ripe experience both in the operating and selling ends of the anthracite industry. He has also done a great deal of traveling in the large territory to which the Lackawanna distributes its product and enjoys the acquaintance of all of its agencies, as well as of many of its most important customers. He, therefore, brings to his new position an experience that is most valuable for an executive.

Mr. Bermingham was born in New York and he has maintained a residence at Oyster Bay for many years. He was educated at the Huntington high school, and belongs to the Huntington County Club, the Huntington Golf and Marine Club, and is president of the Oyster Bay board of education. He was one of the organizers and is still a director of the North Shore Bank, one of the most flourishing financial institutions on the north shore of Long Island.

About the 15th of the month, the general offices of the Delaware, Lackawanna & Western Coal Company will be removed from No. 90 West street to the eighteenth floor of the new Equitable building.

Mr. Bermingham has many warm friends in the coal trade who feel proud of his election to the presidency of the company with which he has so long been identified. It is a very responsible position, and those that know him will realize that the directors could not have made a wiser selection.

C. F. Rouze.

The Knox Motors Associates of Springfield, Mass., an association recently organized to act as sole distributors of the products of the Knox Motors Company, announces the appointment of C. F. Rouze as sales manager.

Mr. Rouze succeeds H. F. Blanchard, who for several years has been sales manager of the Knox Motors Company.

Mr. Rouze has been in charge of the Knox branch office at Kansas City, Mo., since February, 1914. Because of his experience in the motor truck and tractor field, he is well qualified to supervise the marketing of the latest Knox product—a four-wheeled tractor.

Since 1909, Mr. Rouze has been associated with the motor truck and tractor business, having been connected with the Rapid Motor Transportation Company as sales representative; with the Motor Truck Department of the United Motor Company

as western supervisor, and with the American Locomotive Company in a similar position.

"My conviction," says Mr. Rouze, "has been that the gasoline engine must inevitably do our heavy trucking. I realized, however, that with a motor vehicle which both propelled and carried its loads, the tonnage limits were quickly reached. My study of transportation problems led me naturally into the fields of heavy hauling. In other words, I was in search of a gasoline vehicle which would handle loads of from five to twenty tons as conveniently as the motor truck handles the lighter loads of two or three tons and at a much lower ton mile cost. My connection with the Knox Motors Associates is due to the fact that, even in the earliest experimental Knox tractors, I recognized the complete solution of the heavy hauling problem."

Anson L. Havens.

At the recent reorganization of the Northwestern Retail Coal Dealers' Association into the Northwestern Traffic Bureau the executive position was given to Anson L. Havens, proprietor of the Havens Coal Company, with headquarters at No. 1714 Farnam street, Omaha, Neb. The Omaha men who know Mr. Havens say that the judgment of the new traffic bureau was correct when they selected him as the executive head. He not only knows the retail coal business, but he knows lots of other things which pertain to the larger aspect of retailing, and he is considered the proper man to put the new bureau on its feet.

Mr. Havens was born at North Amherst, Ohio, August 6, 1860. He obtained his education at the graded schools of North Amherst and at Pittsford, N. Y. He afterwards broadened this out by an extended business experience, part of which was in connection with the railroads.

Mr. Havens has been an enthusiastic member of the Order Kokoal, having been modoc of the Omaha breaker and having served as imperial swatta of the organization.

Mr. Havens' business experience began in 1876 with the Union Pacific railway, where he continued until 1895. He was connected with the station service of the Union Pacific at various points for that period of time.

From 1895 to 1908 he was a partner in the firm of Tom Collins & Havens Coal Company, and from 1908 to 1913 he was treasurer and manager of the Havens-White Coal Company, Incorporated, of Omaha. In the latter year the Havens-White Coal Company went out of business and Mr. Havens took over the Farnam street yard, where since that time he has been trading under the name of the Havens Coal Company.

W. Alfred Weeks.

W. Alfred Weeks is managing partner of the Weeks Coal Company, with headquarters at Sterling Ill. His other claim to fame is the fact that he is a director of the Illinois & Wisconsin Retail Coal Dealers' Association and a good one—at least the officers of that association put a mark against his name which means that whenever they need advice or money or help they can get it by going to him.

Mr. Weeks was born at Lee, Illinois, July 10, 1884. He passed through the Lee and the Rochelle grammar and high schools and although he is too modest to mention the fact, his associates say that he quitted his school with the honors of his class.

His first venture in business was as a clerk in the office of the Keystone Manufacturing Company, which position he accepted in 1901.

The years from 1902 to 1906 were occupied by him as a bookkeeper for the Moses Dillon

Company, but in October of the latter year he bought the coal business then conducted by F. N. Powers.

That Mr. Weeks has been somewhat of an aggressive factor in the coal trade is indicated by one fact: At the time he took charge of this business its annual sales amounted to \$11,000. He has succeeded in multiplying this by five because the volume of business done in the last year was measured to be exact by the figure of \$50,857.04.

Ohio Coal Rate Agitation.

COLUMBUS, OHIO, August 4.—(Special Correspondence.)—Formal hearing before the Ohio Utilities Commission to secure readjustment of coal rates that will increase the differential against West Virginia and Kentucky, starts in the public rooms of the commission at the State House Thursday morning.

The third conference between railroad officials and Ohio coal producers, held in Columbus last Friday, broke up without prospect of the two sides getting together. On vote the railroad men declared themselves in favor of going before the Interstate Commerce Commission and the coal men announced their purpose of appealing to the Ohio Utilities Commission.

The medium through which the question is about to be threshed out before the state body is the action filed with it a week or more ago by the miners. Practically every coal-carrying railroad in Ohio is named as defendant. Any coal company may become party to the petition by being represented at the hearing and submitting evidence. It is thought that a large number of them will take advantage of this opportunity, and that the whole fight will centre in this case, rather in one that might be filed by the operators.

Among the witnesses which the miners have asked to be subpoenaed are the following Hocking Valley officials: M. J. Caples, vice-president; M. S. Connors, general manager; H. Q. Wassen, general freight agent; H. B. Dunham, freight traffic manager; W. N. Cott, auditor, and C. H. Sisson, trainmaster at Nelsonville. Frank A. Ray and Edwin W. Warnick, of the state tax commission, have also been summoned. They are asked to bring railroad reports submitted to the tax commission for the year ending July 1, 1915. C. A. Radcliff, former secretary of the utilities commission, will be among counsel representing the miners. It has already been unofficially announced that the attitude of the railroads will be that of carrying the matter into the federal courts should any radical change of rates be authorized by the commission. The aim of the coal men is to see the differential against out-of-state bituminous coals be increased so as to insure Ohio steam business to Ohio producers.

Colorado's Output.

DENVER, August 5.—The coal production in Colorado for 1914 is officially reported as being 8,201,423 tons against 9,268,939 tons in 1913. This is a decrease of 1,067,516 tons, equal to 11.5 per cent. A mild winter last year and unsettled labor conditions in the spring are assigned as reasons for the decreased tonnage.

The total number of men employed, according to the official report, was 10,596. Seventy-five were killed and 356 men were injured. The percentage of fatal accidents was seven per 1,000 men employed, compared with 8.6 per 1,000 in 1913.

Routt county made the best showing in tonnage, more than doubling its production. The Routt county output was 655,878 tons, against 323,312 tons in 1913.

The following tabulation shows the increase or decrease of each county, 1913-1914:

County—	1913	1914	Increase	Decrease
Archuleta	3,771	2,611	.....	1,160
Boulder	959,010	993,702	34,692	.....
Delta	80,786	97,073	16,287	.....
El Paso	331,861	283,142	.....	48,719
Fremont	531,833	173,483	.....	358,350
Garfield	168,027	117,994	.....	50,033
Gunnison	476,025	403,503	.....	72,522
Huerfano	1,644,212	1,686,606	42,394	.....
Jackson	62,905	45,769	.....	17,136
Jefferson	155,351	141,914	.....	13,437
La Plata	140,353	135,513	.....	4,840
Las Animas	3,782,340	2,756,284	.....	1,026,056
Mesa	127,034	158,267	31,233	.....
Moffat .....	.....	300	.....	.....
Montezuma	150	987	837	.....
Pitkin	52,216	70,746	17,530	.....
Routt	323,566	655,878	322,312	.....
Weld	419,399	477,651	58,252	.....
Totals	9,268,939	8,201,423	.....	.....
Decrease, 1914 .....	.....	.....	.....	1,067,516

News Local to Chicago.

A. R. McMaster of Peoria, Ill., was calling on Chicago friends this week.

A number of judgments have recently been rendered against the Berry Coal & Coke Company.

Arthur Ainsworth of Grand Rapids, Michigan, was calling on the Chicago trade this week.

We note a judgment against that energetic coal company organizer, Frank B. Downing, for \$739.66.

Three suits for amounts ranging from \$100 to \$200 have recently been started against the Alwart Bros. Coal Company.

The Higgins-Martin Coal Company have closed their office in the Lytton building, which was in charge of Wm. J. O'Rourke.

Joseph Devoy of the Ohio & Michigan Coal Company has returned to Detroit after spending a week in Chicago and Milwaukee.

Walter S. Bogle is making an eastern trip which will include stops at Montreal, New York and Baltimore before he returns.

W. P. Johnson, president of the Des Moines Coal & Coke Company, Des Moines, Iowa, was in Chicago this week for a few days.

John A. Ford is now spending his time calling on the country trade in northern Illinois and southern Wisconsin for the Houston Coal Company.

George Hutchinson has tendered his resignation as secretary and treasurer of the F. G. Hartwell Company. His successor will be T. R. Johnson.

A. O. Nelson, who recently organized the Nelson Coal & Dock Company of Minneapolis, was in Chicago for a short time the early part of the week.

Two suits have recently been started and two judgments rendered against the Northern Coal and Supply Company. The largest judgment was for \$3,471.60.

Charles Spalding, formerly with the New Kentucky Coal Company, has been appointed local sales agent at Omaha for the Wickham & Burton Coal Company.

Ronald L. Patterson, president of the Nebraska Fuel Company, Omaha, was in Chicago for a few days getting a line on the southern Illinois coal market.

On August 2nd quite a snowfall was reported at Aberdeen, S. D., which extended to northwestern Iowa. This may or may not be an indication of a severe winter.

A creditors' meeting of the Illinois Hocking Washed Coal Company will be held in the office of Referee in Bankruptcy Walter J. Grant, Marion, Illinois, August 13th.

Gordon Buchanan says the rush of orders for the last few days in July indicated the dealers were of the opinion the new circular on Franklin county coal which went into effect August 2nd would be maintained.

Said one Dearborn street shipper this week: "Collections are getting better. Some of my trade are now only taking two months' time to pay their bills. Since the war started three months has been considered fairly prompt pay."

Geo. S. Whyte has purchased the interest of F. R. Macomber in the wire rope business operated under the name of the Macomber & Whyte Wire Rope Company. Mr. Macomber was appointed general manager of the Franklin Life Insurance Company, effective August 2nd.

Charles M. Moderwell, F. S. Peabody, T. J. O'Gara, Glenn W. Traer, C. R. Solsberg, G. W. Wardley and W. C. Niblack make up the Chicago list of delegates appointed by Governor Dunne to attend the eighteenth annual session of the American Mining Congress, which will be held at San Francisco, September 20 and 22.

Charles W. Gilmore says this is bound to be a good year for the coal shipper. He looks for a turn in the tide about August 31st, which will be his forty-seventh birthday. He is not a believer in phrenology or astrology, but is willing to wager a few tons of Cora Lump that the coal man will start to smile again about that time.

The "war order" business must be spreading to some of the firms manufacturing coal

mine equipment, judging from the length of time it takes to fill orders. The Dodge Manufacturing Company of Mishawaka, Indiana, promised to make a delivery of screening equipment to a southern Illinois operator the latter part of June, but this order is still waiting to be shipped.

I. L. Runyan, secretary of the Illinois & Wisconsin Retail Coal Dealers Association, attended the Rock Island, Ill., retail coal merchants' picnic held at Maple Grove on August 3. A fish and chicken dinner made the occasion memorable and served to emphasize the good feeling prevailing among the Rock Island dealers as a result of their habit of meeting together each month. The picnic is an annual event and is always well attended.

The tax valuations placed on the personal property of the coal mining companies by the Franklin county board of assessors is causing the different operators considerable anxiety. H. A. Edwards, chairman of the board of review, has sent out notices to the operators to appear and show cause why the assessment should not be raised. Chairman Edwards evidently is not in touch with the coal market or the prices obtained for coal in the last year.

G. D. Rosengrant of the Bickett Coal & Coke Company says the coming fall and winter's business will be the best the coal men have experienced since the windfall of 1902. This prognosticator has many arguments to substantiate his prophecy. He also ventures to assert that the screenings buyer waiting for a repetition of the drop in prices of former years is bound to be disappointed. According to this genial optimist the operator will dump his screenings on the ground before forcing the market to the figure prevailing in former years.

Frank J. Browning, manager of the Purity Coal Company, returned this week from a trip to Minneapolis. While talking of conditions in that section he said: "The northwest is harvesting the greatest crops of wheat and other grains in its history. Personally I feel the railroads will be swamped to take care of the coal and grain movement, which will come pretty close together this year. I would not be surprised to see quite a stiff jump in prices later on, due to a suddenly increased demand and the inability of the transportation companies to move coal promptly."

A number of suits have been started and a few judgments rendered against the National Coal Sales Company formerly located in the Westminster building. This concern was organized by Jacob Feinstein and Julius Mueller over a year ago. At the time of the organization Feinstein, the "capitalist" in this venture, said he did not believe in financial statements and for that reason would not make one. In view of the recent development we have come to the conclusion that Solomon, the wisest of men, was not superior in wisdom to Feinstein. A glance over the list of creditors indicates that two are born every minute in the coal trade instead of one, which was popularly supposed to be the number until the coal operators got shy of a place to put their surplus coal.

Keeping consignment coal off the market is an important factor in the upholding of prices by southern Illinois shippers. Formerly operators who were not strong financially would ship one hundred or more cars to consignment points to some jobber who would help make up the company's payroll. As a rule, this coal was sacrificed regardless of price. The net return to the operator was way below the cost of production, but he saved his face temporarily by not missing his payroll. This practice was an expensive one and the result was that receivers were eventually appointed for the companies indulging in it extensively. Two Franklin county companies guilty of this procedure last year have shut down and the market is not compelled to take this tonnage which has helped to keep it strong.

The Illinois Public Utilities Commission has notified shippers in central Illinois that a series of conferences will be held at various points to obtain data concerning a case brought by Israel Joseph of Aurora against the Burlington, objecting to an advance in switching charges for cars to industrial plants. The commission will confer with shippers at Aurora, Galesburg, Oregon, Ottawa, Beards-town, Moline, Zearing, Monmouth, Polo, Mendota, Vermont, Fulton, Oglesby, Bushnell,

Whitehall, Savanna, Shabbona, Buda, Galva, Rochelle, East Dubuque and Chapin. The Burlington and other roads propose to advance switching charges to privately owned tracks from ten cents a ton, minimum \$2, maximum \$4 a car, to fifteen cents a ton, minimum \$6 a car, on coal and twenty cents a ton, minimum \$5 a car, on other commodities. Shippers assert that the present rates are ample.

B. L. Shepard, secretary, announces that great preparations are being made for the third annual tournament of the National Coal Trade Golf Association to be held over the beautiful course of the Glen Oak Country Club near Chicago, Ill., on Monday, Tuesday and Wednesday, August 23, 24 and 25. A large and enthusiastic attendance of coal trade golfers are expected and you don't have to be an expert to thoroughly share in the full enjoyment of the occasion. There are plenty of rooms at the Club House so that those who desire can stay there during the tournament. This feature makes it exceptionally pleasant and the National Tournaments have always proved to be one of the most delightful outings held in the coal trade. You and your coal trade friends who enjoy golf are most cordially and heartily invited. The latch string is out and we will not only be glad to have you with us on August 23-25, but will do everything possible to make you enjoy every minute of the time.

A new coal from the famous Franklin county field will be ready for shipment from the mine of the John A. Logan Coal Company some time this month. The installation of the picking tables is almost completed and with a few finishing touches this plant will be in a position to take advantage of the late summer and early fall business. The operation will have an ultimate capacity of 3,000 tons per day. Every modern mechanical device for the careful handling and preparing of coal is in use at this mine. The officers of the company are William J. Carney, president; John P. Harding, vice-president, and J. Joseph Wright, secretary and treasurer. Mr. Carney is well known to the trade, having now in active operation a number of coal mines in Iowa, Kansas and Wyoming. The vice-president, John P. Harding, is the proprietor of the Planters hotel, Chicago. Mr. Wright is president of the Wright Coal Company, an Iowa mining company. The general sales office in the Old Colony building, Chicago, is in charge of Robert L. Green, with the title of manager of sales.

New Coal Companies.

POTEAU, OKLA. The Midland-Six Coal Company of Poteau, Okla., recently reported incorporated, was incorporated under the laws of the state of Arkansas. The main office will be at Midland, Ark., and the officers are: J. E. Finney, general manager; T. A. Freeze, superintendent, and R. E. McEachin, agent. The company is re-opening the famous Midland No. 6 mine and will spend from \$10,000 to \$15,000 in getting the property in operation. It also expects to put in a large and modern equipped plant just as soon as the present plant is in operating order.

PARIS, ARK. The New Union Coal Company recently incorporated with a capital of \$6,000, has for its president, superintendent and general manager H. S. Foster; secretary and treasurer, George M. Zeller. The location of the mine is 1½ miles west of Paris, and it is a slope proposition. The development work is about completed and about \$15,000 is being expended in equipment. It will be ready to hoist coal about August 1, and though the capacity will be small at first it will increase until the capacity of about 200 tons a day is reached.

PRAISE, KY. An incorporation composed of W. O. Brothers, as president; H. B. Brothers, secretary and treasurer; I. C. Crige, vice-president, and M. L. Senter, general manager, will be known as the Eastern Kentucky Block Coal & Fuel Company. The company expects to be shipping coal about the first of August. B. V. Brothers is in charge of development work, and there will be something like \$30,000 expended in equipping the property. The location of the mines is near East Elkhorn City, Pike county, Ky., on the C. C. & O. R. R., near the Junction of the C. & O. R. R. The mine is a slope proposition. The coal is a fine, solid coal and said to be a good one for by-product purposes.

Facts Which Determine Our Export Prospects.

The Export Situation.

The American coal trade established a new export record for shipments over the Atlantic seaboard in July, by exceeding the record established in June, when 1,047,277 tons were exported from Hampton Roads, Baltimore and Philadelphia. At the moment the exact figures from Philadelphia are not available, but figures from Hampton Roads and Baltimore already at hand, show shipments of 707,288 tons from Hampton Roads and 234,380 tons from Baltimore, making a total of 941,668 tons. An estimate of 125,000 tons from Philadelphia will make a total of 1,065,768 tons, a substantial increase over June.

The trade are very much exercised over the cables from London on Tuesday to the effect that the British government would restrict exports of bituminous coal to all countries except British possessions after August 30. This cable stated that they would cut off supplies to the allies. If this is true, the United States will have to supply coals to France and Italy, which two countries are now taking coal from England at the rate of 1,500,000 and 500,000 tons, respectively, per month. This will also mean that the North sea countries will have to take all of their coal from the United States, as will all of the Mediterranean countries, and all of the South American countries.

The paramount question is to secure tonnage to handle this coal, should the restriction order be literally followed. It will be recalled that in May the British government issued a restriction order, allowing exports to go only to British possessions and allied countries, except by special license. It appears that the special licenses were issued so freely that the restriction did not amount to very much.

As indicating the serious shortage of coal in England, it must be borne in mind that for one week all of the Welsh mines were idle. Furthermore, at a mass meeting of English coal operators held in London last Wednesday, David Lloyd George, minister of munitions, announced that English industries were short about 3,000,000 tons of coal per month. This amounts to approximately seventy-five per cent of England's exports at present.

American shippers have cabled their London representatives to know just what the new order means, and should they cable back that English exports will be restricted except to British possessions, it should create quite a flurry in the American coal market.

We present below a statement of the exports from the Atlantic seaboard ports for June and July, 1915, with comparison for July, 1914, as follows:

Ports—	June 1915	July 1915	July 1914
Lamberts Point.....	467,689	435,353	125,588
Newport News.....	121,188	211,590	48,177
Sewalls Point....	15,818	69,345	11,634
	604,695	707,288	185,399
Baltimore	314,799	234,380	85,303
Philadelphia	127,783	*125,000	49,704
	1,047,277	1,065,768	320,406

*Estimated.

Foreign Freight Rates.

W. W. Battie & Co.'s produce exchange, New York, under date of August 2, report as follows:

A number of large British steamers were offering last week at 34s 6d, for coals to Lower Plate ports, at which rate a few of these steamers were chartered, but neutral tonnage is difficult to obtain for this voyage even at 35s.

Mediterranean freights are firmer, owing to the competition of grain, which is now actively in the market, and rates to Cuban and West Indian ports are also firmer, on account of the limited supply of tonnage available for these trades.

We would quote freight rates on coal by steamer as follows:

West Coast of Italy.....	38s@40s
Marseilles	36s@38s
Bercelona or other good Spanish port.....	35s@37s
(Spanish dues for account of cargo)	
Note.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge, 1s per net register ton per day demurrage."	
Montevideo	about 34s 3d
Buenos Aires or La Plata.....	about 34s 6d
(Above quotations on Plate coal by British ton-	

nage. Plate on neutral tonnage to Montevideo, Buenos Aires or La Plata about 35s. Neutral owners prefer Buenos Aires.)	
Rosario	36s@37s
Rio	35s@36s
Santos	35s@37s
(Consignees paying docas dues)	
Valparaiso or Callao.....	\$6.25@ \$6.50
Havana	2.25@ 2.75
Cardenas or Sagua.....	3.00@ 3.50
Cienfuegos	3.00@ 3.25
Port of Spain, Trinidad.....	about 3.50
St. Lucia.....	3.25@ 3.50
St. Thomas.....	about 3.00
Barbados	about 3.50
Kingston	2.75@ 3.00
Curacao	about 3.25 & p.c.
Santiago	2.75@ 3.25
Guantanamo	2.75@ 3.25
Demerara	4.25@ 4.50
Bermuda	about 3.00
Vera Cruz	3.25@ 3.75
Tampico	3.25@ 3.75

Baltimore Exports.

Exports of bituminous coal from Baltimore for July, 1915, with a comparison with July, 1914, were as follows:

	1915	1914
Italy	80,768	.....
Argentina	28,038	6,642
Egypt	17,685	23,064
Greece	10,220	.....
Cuba	24,333	24,837
France	26,191	.....
Spain	14,077	.....
Sweden	18,850	.....
Venezuela	988	.....
Netherlands	3,002	.....
Peru	371	.....
Norway	2,907	.....
Montevideo	8,953	.....
Costa Rica.....	3,000	7,866
Mexico .....	.....	17,257
Jamaica .....	.....	78
Japan .....	.....	5,559
Totals	234,380	85,303

June Philadelphia Exports.

Exportations of coal from Philadelphia during the month of June 1915, were as follows:

Country—	Anthracite.	Bituminous.
Italy	10,620
Norway	16,915
Spain	12,514
Canada	5,387	.....
Cuba	33,814
French West Indies.....	4,559
Argentina	32,368
Brazil	9,309
Colombia	1,280
	5,387	121,379

May Exports of Coal.

The Department of Commerce through the Bureau of Foreign and Domestic Commerce at Washington has just issued a special monthly statement on the exports of domestic coal and coke from the United States, and the bunker coal, laden on vessels engaged in the foreign trade at the specified districts, during the month of May, 1915. It follows:

Domestic Exports.

Districts—	COAL.		COKE.
	Anthracite.	Bituminous.	
	Tons.	Tons.	Tons.
Maine and New Hampshire...	1,217	.....	.....
Maryland	298	232,866	396
Massachusetts	1	.....	.....
New York	18,081	3,044	628
Philadelphia	9,614	107,645	3,591
Virginia .....	.....	445,917	5,361
Florida	45	.....	.....
Mobile .....	.....	433	.....
New Orleans.....	.....	2,530	39
Arizona .....	.....	1,124	82
El Paso .....	.....	18,968	18,674
Laredo .....	.....	2,202	.....
Hawaii .....	.....	10	.....
Southern California	2	26	.....
San Francisco .....	.....	.....	11
Washington	70	144	3,659
Buffalo	147,883	152,479	35,137
Dakota	645	1,772	157
Duluth and Superior.....	58	1,031	122
Michigan .....	.....	32,430	5,168
Ohio	20,800	344,505	450
Rochester	104,649	40,634	78
St. Lawrence	117,354	16,171	973
Vermont	1,977	346	55
Total	422,694	1,404,277	74,581

BUNKER COAL.

Districts—	Gross Tons.
New York.....	273,142
Philadelphia	41,532
Maryland (Baltimore).....	56,986
Virginia (Norfolk and Newport News).....	146,291

Recent Coal Freight Charters.

Steamer Nailsea Court (Br.), Virginia to Buenos Aires, coal, 34s 6d.	
Steamer Ribe(Greek), Virginia to Rio Grande-do-Sul, coal, 42s 6d.	
Steamer Rosebank (Br.), Philadelphia to Valencia, coal, p. t.	

Steamer George Pyman (Br.), Philadelphia to Barcelona, coal, p. t.	
Steamer Isle of Jula (Br.), Baltimore to Alexandria, coal, p. t.	
Schooner Gen. E. S. Greeley, Norfolk to Pernambuco, coal, \$7.	
Schooner C. A. Campbell, Norfolk to Para, coal, \$5.50.	
Schooner Annie Lord, New York to St. John, N. B., coal.	
Steamer New Sweden (Sweden), Baltimore to Sundsvale, coal, p. t.	
Steamer Hogland (Swed.), Baltimore to Stockholm, coal, p. t., August.	
Steamer Artemis (Nor.), Baltimore to Gothenburg, coal, p. t.	
Steamer Alcana (Ital.), Virginia to River Plata, coal, 34s 6d.	
Schooner Geo. E. Dudley, New York to Halifax, N. S., coal, \$1.90.	
Steamer Deddington (Br.), Norfolk to Campana, or Villa Constitucion, coal, 34s 6d, option Rosario 35s 6d, prompt.	
Steamers Framlington Count (Br.) and Argo (Br.), Baltimore to River Plata, coal, p. t.	
Steamer Mar Caspio (Span.), Baltimore to Barcelona, coal, p. t.	
Steamer Kaupauger (Nor.), Baltimore to Malmo, coal, p. t.	
Steamer Grekland (Swed.), Baltimore to Stockholm, coal, p. t.	
Schooner Alice M. Colburn, Philadelphia to Porto Rico, coal, p. t.	
Steamer Sif (Nor.), Philadelphia to Fort de France, coal, p. t.	
Steamer Millicent Knight (Br.), Philadelphia to Mediterranean, coal, p. t.	
Steamer Rothley (Br.), Norfolk to Buenos Aires, coal, 34s 6d, prompt.	
Steamer Salamis (Greek), Baltimore or Virginia to west coast Italy, coal, 36s August.	
Steamer Brendon (Br.), Norfolk to Dakar, coal, p. t.	
Steamer Riverdale (Br.), Baltimore to Guayaquil, coal, p. t.	
Steamers Glenmount (Br.) and Orkeld (Dan.), Philadelphia to Cuba, coal, p. t.	
Schooner Horace A. Stone, Philadelphia to Porto Rico, coal, p. t.	
Steamer Antwerpen (Dan.), Baltimore to Denmark, coal, p. t., spot.	
Schooner Singleton Palmer, Norfolk to Lisbon, coal, p. t., prompt.	
Steamer Skogland (Nor.), Norfolk to Colon, coal p. t., prompt.	

A Paris correspondent of the Birmingham (Eng.) *Daily Post*, tells of the French coal problem as follows: "The coal problem threatens to absorb public attention more and more as winter approaches. The complaints of the civil population have been general, and no doubt the government thought it wise to explain the situation. M. Marcel Sembat, minister of public works, boldly states that there is no crisis at all so far as quantity is concerned, but only as regards prices. He admits that from 25,000,000 to 30,000,000 tons have been cut off by the Germans holding Belgium and northern France, and that the needs of war and its industries increase consumption: 'but I very much want everyone to understand that an average of 1,500,000 tons of coal enters our ports every month—and the coal fields that are left to us furnish about the same amount. Military and civil necessities during the year of war being evaluated at 35,000,000 tons, you see we have enough to carry us through.' The municipal authorities of Paris two weeks ago voted a sum of 40,000,000 francs to accumulate stocks for the coming winter, and depots are being rapidly constructed to hold them. Partisans, however, know that the coal they use every winter runs into three times that figure, and at normal prices. There are at least 500 barges and lighters moored along the Seine that have been idle for twelve months. There are plenty of British coal exports blocking Rouen, but the prices offered for canal transport to Paris are not sufficiently remunerative. But what need to go into these details? France consumes every year about 60,000,000 tons of mineral combustible, and by this present war she is able to extract no more than about 1,500,000 tons per month from the mines that are left to her. To make up the deficit she is absolutely at the mercy of the British miners. But there is something also to think of now. What is to become of Italy, which has not a single coal mine in her territory, and who can no longer get German coal? Italy, too, is absolutely at the mercy of the British miners."

A regulation is now in force which prohibits neutral steamers from being supplied in British ports with more bunker coal than is sufficient to take them to their first port of call, excepting in a case where the vessel is bound for French ports or to Archangel. Departures from this rule will be allowed in certain cases, and owners and agents who desire exceptional treatment must make application to the secretary of the board of customs in London, giving full details of the prospective employment of the ship in question.

General Review.

Export Trade Feature of the Coal Market —Rainy Weather Affects Thresh- ing Demand.

A gradual improvement in the demand for coal is noted at all important coal distributing centers. This slightly increased demand includes both the steam and domestic product. The former is beginning to feel the effect of the war order business, due to the opening up of factories which have secured a portion of the foreign orders now being placed in different sections of the country.

The improvement in domestic demand is due to the near approach to the time when coal will again be a necessity of life to a great section of the country.

Almost continual foggy weather has seriously hampered the coal supply at New England points. In spite of this the greater portion of the trade report a decided slump in new business. This is in part attributed to the fact that the production of bituminous coal increased in greater proportion than the demand warranted. Anthracite to these points, however, is in a better position and it is reported that the average Boston house did a better July business than had been expected.

In New York the anthracite interests were not disappointed at the relatively slow movement of the hard coal. Although August is the last month for the reduced prices, there was not much of a scramble to take advantage of the discount. The bituminous trade is not materially improved since the first of this month, but conditions can be truly said to have improved. The volume in movement is not so heavy, but there is a better all around general demand which augurs well for an awakening in various lines of industry.

At Philadelphia there are indications that the anthracite market will be materially improved as there has been a stiffening in the pea coal market in the last few days. Enough of a demand being created to advance the price ten cents a ton, the other sizes of hard coal have also shown strength which is attributed mainly to the restriction in production. In spite of the newspaper reports to the contrary, the volume of bituminous coal passing over the Port Richmond and Greenwich piers exceeded the volume for the same period of last year by a comfortable margin. There was little demurrage coal and the piers started the month in fair shape.

Most comforting assurances come from Baltimore to the effect that record-breaking export tonnages are expected for this month, as well as for September. Charters already announced indicate that it would not be surprising to see the 300,000 ton mark left behind for each month. The general tonnage is also improved and it is reported that the railroads centering in Baltimore have made extensive arrangements of their motive power in order to be prepared for the heavy movements they anticipate in the near future. Anthracite at this point is reported flat with the collections poor.

Pittsburgh reports activity in steel and orders in accumulation, but this does not seem to aid the market to any great extent. The closing week of the past month was the most uneventful of the long dull season. There are rumors of inquiries for very large tonnages of coal for foreign consumption, one of them being from Italy and calling for 100,000 tons to be delivered at the rate of 500 tons a day.

The Buffalo demand for anthracite is very light as the retail dealers are chary with their orders. There is a plentiful supply with most of the companies who do not expect much of a demand until the cooler weather appears. The bituminous trade does not show much improvement, although it is better than a few weeks ago.

The market in Cincinnati is reported in a much better condition than for some time past. Dealers and operators are maintaining an optimistic attitude. The demand for nut and slack is better in all departments.

Indianapolis advices are tinged with pessimism because of the unprecedented bad weather with which the state of Indiana has been sorely afflicted.

In the west the rains have interfered with threshing to such an extent that scarcely any of it is under way. Impassable roads have also decreased the demand from the farmer trade as well as causing the refusal of a lot of coal which it is impossible to haul. This condition is especially noticeable in the vicinity of Omaha.

Chicago Market.

Restricted Output Strengthens Market— Backward Crops Delay Farmer Demand.

The first week in August has always been considered the turning point of the year in the domestic coal business. This year the backwardness of the crops, due to the continued rains and the absence of warm weather, will postpone the turning period until the latter part of the month. Some harvesting is being done, but the bulk of the grain will not be gathered until the middle of the month. The taking in of coal is delayed accordingly. After threshing dealers should begin to buy heavily of the domestic product.

The merging of the grain moving and coal shipping periods into one may cause some embarrassment to the transportation companies. Operators as a rule are optimistic and as a result are holding for prices that will bring a fair profit on their investment.

When the market cannot absorb any more coal at current quotations there is no hesitancy to shut down the mines. This policy has kept consignment coal off the market, giving it a strength that has not always prevailed at this time of the year.

The new smokeless circular which went into effect the first of the month calls for \$1.40 for mine-run and \$2.25 for lump and egg. A rush to cover immediate requirements was noticeable the last few days in July which will take care of the trade's needs for a short time only. There is no wavering on the part of operators to grant concessions by accepting coal at July prices and what little coal is being sold is ordered on the basis of the new circular. Dealers are of the opinion that the smokeless market is in a strong position owing to the abnormal export business and but little tendency is noted to break the August quotations. Prices up to Thursday carrying the August circular were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run	\$3.45	\$1.40
Lump and egg	4.30	2.25

Somerset county operators are holding off putting a new circular into effect until they see how strictly the Pocahontas and New River shippers maintain their recent advance in prices. Coal is offered this week at the July quotations providing for an immediate acceptance, but with the feeling that an advance will be made as soon as it is determined that the West Virginia smokeless shippers will hold for \$1.40 for mine run coal. Prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run	\$3.30	\$1.25
Lump and egg	3.75@3.95	1.70@1.90

The Hocking market is featureless with no change in quotations. The delay in the grain movement has effected the demand the same as it has for other domestic coal. Prices up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump	\$3.15	\$1.50

Splint coal shippers have decided to mine only enough coal to supply market needs and as a result prices are stronger. Some companies making low quotations have signed up for most of their output. Their removal as a market influence should make for firmer quotations. Prices up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump	\$3.05@3.15	\$1.15@1.25

Kentucky operators producing the best product are now getting \$1.90 for lump while a considerable tonnage of second grade coal is moving at twenty cents. The wide range in the price of Kentucky is matched by the wide range in quality. Shippers spending money to prepare their coal probably have no hesitancy in asking the higher price while the poorer product must always be moved at much lower figures. The prices up to Thursday were:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump	\$3.25@3.80	\$1.35@1.90
Egg	3.05@3.25	1.15@1.35

The advent of the new circular brought a rush of orders the last three days in July to the Franklin county operators. Dealers anticipated their requirements; as a result little coal has moved forward at the new quotations. The screenings market held its own fairly well considering the movement of the domestic sizes. Some coal has sold at seventy cents and an occasional car that was up to demurrage service brought only sixty cents. The average quotation was about sixty-five cents. Some shippers are making arrangements to store their fine coal at the mines if there continues to be a sliding market. The prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65	\$1.60
Egg	2.65	1.60
No. 1 nut	2.65	1.60
No. 2 nut	2.45	1.40
Mine run	2.15	1.10
2-inch screenings	1.70	.65

The producers of the better grades of coal in Williamson county have put their new circular into effect calling for \$1.60 for lump, egg and nut and \$1.40 for special store. There is some shading of prices by the smaller operators producing coal not of standard preparation, but this tonnage is insignificant. Screenings are a little easier, ranging from sixty to seventy cents.

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65	\$1.60
Egg	2.65	1.60
No. 1 washed	2.65	1.60
No. 2 washed	2.50	1.45

Saline county operators are running their mines only a little better than half time and for that reason no change in the price schedule was made the first of the month. If the domestic business comes with a rush later in the month this section will probably get in line with the other producers of high grade southern Illinois coal. Screenings from this district are in good demand at sixty-five cents. The prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.55	\$1.50
Mine run	2.15	1.10
Screenings	1.70	.65
1¼-inch lump	2.30	1.25

No change has been made in the Springfield operators' circular, they being satisfied to accept orders at the July quotations. Screenings are holding fairly well around sixty cents, while mine run is bringing \$1 and \$1.10. If the anticipated demand materializes a new circular will be issued August 15 calling for an increase of ten cents per ton. The prices up to Thursday were:

Springfield—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.32	\$1.50
Egg	2.32	1.50
Nut	2.17	1.35
Mine run	1.87	1.05
Screenings	1.47	.35

Coal from the Clinton field commands a better price in its home state and for that reason the movement of coal to the Chicago market is not active at this time. There is no change in quotations, which were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump	\$2.27	\$1.50
Egg	2.07	1.30
Nut	2.07	1.30
Mine run	1.87	1.10
Screenings	1.47	.70

Knox county operators are gradually increasing their output and a better feeling exists throughout the field. A partial return of business activity is noted in the territory between the mines and Chicago and this condition has helped to maintain prices on a firm basis. Prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run	1.87	1.05
Screenings	1.47	.62

The domestic coke market is without feature, no change in quotations occurring at this time. Dealers have stocked domestic coke heavily at the suggestion of shippers who have extended the time of payment three and four months. This policy may keep the ovens going during the dull period but it is bound to react later on. Prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville	\$4.75
By-product, foundry	4.85@5.10
By-product, egg and stove	4.50@4.60
By-product, nut	4.50@4.60
Gas house	3.75@3.90

Pittsburgh Trade.

Steel Trades Active But Demand for Coal Shows Little Improvement—Coke Is Firm.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., August 5.

The coal market in Pittsburgh is one that is hard to understand. From all reports, our steel mills are very busy and orders accumulating, but the bulk of the business is on lines other than constructive, war munitions being the leading factors that maintain plant activity, and with it all—the demand for coal has not increased in the open market to any considerable extent—in fact there is practically a total absence of any spot demand for bituminous coal in the Pittsburgh district today, and the closing week of July ending the first half of the year was the most uneventful of the long dull season, with the first week in August showing little signs of betterment at the start. Any shipping that is being done, is on contracts that covered the larger mills and factory supply, long ago—and the forwarding orders on these are comparatively light, though operators are firm in their demand for better prices on future contracts, feeling that the continued expansion in the steel and iron trades cannot much longer be without its influence on the demand for coal.

The lake trade continues to maintain a disappointing attitude, in spite of forecasts by optimists during the past two months, who expected a lively demand in the northwest, by harvest time, even now one frequently hears it said that should this trade open up to anything like normal—mining and shipping facilities would be taxed beyond capacity to handle it within the limited period—before the cessation of navigation. Reports from Canadian industrial districts are not encouraging, however, and with the still large tonnages of coal awaiting buyers at lake shipping points it is hardly to be expected that any excessive demand will be felt.

With 5,000 or more miners still idle in the nearby Ohio districts, and workings there non-productive—and West Virginia advertising for miners, to enable producers there to meet the required production for their export business, it would appear that Pittsburgh should be very busy with interior and other local industrial demand—but such is not the case, and mines continue to operate only fifty or sixty per cent of capacity for merchant production. The small demand for screened coal has produced a scarcity of slack the past few days, and prices show an upward movement accordingly. Quotations made here last week on both coal and coke fairly represent the market today—unless it might be stated that a stronger feeling is shown on coal. Rumor says that quotations are being held back on a conditional inquiry for a very large tonnage of coal, awaiting developments in Ohio—it being understood the coal will be bought there if the operators can fill the orders. Another Italian inquiry received in Pittsburgh today calls for quotations on 100,000 tons of coal—delivered at the rate of 500 tons daily. Parties quoting on this, are asking an advance.

Foundry coke has assumed a more determined stand, as to price, with a little better demand, but not showing anything like a boom. Prices remain unchanged from quotations of last week, on both foundry and furnace, though furnace is reported as weaker, with a tendency to recede, rather than advance, no large tonnages are being talked about, and little spot buying of any magnitude is reported. The pig iron situation apparently improves, and lends an element of strength to coke that prevents anything like a decided slump.

No river shipping has been possible the past two weeks on account of the low stage of water in the three rivers. The somewhat heavy rain falls of the latter end of the week past, caused but an ineffective rise, and produced no activity in river coal circles. The Pittsburgh harbor is filled with large fleets of empty coal barges at anchor, awaiting higher stages of water, when they will be transferred to the upper pools for loading.

By the opening of the new lock on the Monongahela river at Charleroi, Pa., last week to take the place of that built in 1844 by the Monongahela Navigation Company, it practically assures the local coal companies of a satisfactory stage of water throughout the year from the mines to the local harbor. The new lock is 360 feet in length and fifty-six feet wide, while the old one is only

160 feet by fifty feet. The new lock is two feet deeper than the former.

The sale of the properties of the Pittsburgh-Buffalo Company having been confirmed by the courts, the Union Trust Company of Pittsburgh have taken over the mines of the Pittsburgh-Buffalo Company and a company to be known as the Union Coal & Coke Company has been organized among the officials of the Trust Company for which a charter has been asked.

Pittsburgh News Items.

G. P. Bassett of the Bassett Pig Iron, Coal & Coke firm is with his family at their summer home at Nantucket.

G. A. Magoon, president of the Commonwealth Coal Company of Pittsburgh is putting in the month of August at Georgian Bay.

R. A. Woods of the Morris-Poste Coal Company of Cleveland, Ohio, spent some days with the coal trade in Pittsburgh this week.

The partnership heretofore existing between Wm. J. Harris and Ira E. Stevens under the firm name of the Harris-Stevens Company, has been dissolved by mutual consent. Ira E. Stevens retires and Wm. J. Harris will continue the business at room 1104 the Empire building, Pittsburgh, Pa.

Alexander Dempster, a prominent Pittsburgh coal operator, and formerly president of the Monongahela River Consolidated Coal & Coke Company, together with his wife and son, James G. Dempster, 32 years of age, and their chauffeur, Carl Williams, were killed by their car going over an embankment near Ligonier, Pa., returning home last Monday from a trip to Baltimore. Mr. Dempster was a well-known coal operator, and identified with many public and private interests in the city.

James S. Boggs and Charles W. Theis were appointed receivers of the Meadow Lands Coal Company by Judge Ambrose B. Reid in Common Pleas Court on the third of this month. The appointment of the latter receiver was made after a conference between counsel for the bankrupt company and the creditors, while the former has served for several weeks as temporary receiver. The court fixed the bond of the receivers at \$10,000 each. A statement filed with the court shows that the company has an authorized capital stock of \$600,000, of which \$599,400 is issued or outstanding. The liabilities or bonded indebtedness of the company was stated to be \$725,560.65. The receivers are preparing to resume operations very shortly.

Examiner C. V. Burnside of the Inter-State Commerce Commission, heard testimony last week in Pittsburgh in the complaint of the Pitt Gas Coal Company, against rates charged it by the Pennsylvania Railroad. At the conclusion of testimony counsel were instructed to file briefs. The petition filed by the coal company averred that the rate of ninety cents a ton on coal from the Bescor siding of the company near Fredericktown, Pa., to Ashtabula Harbor, for reshipment, is unreasonable and discriminatory in favor of competing shippers in Kentucky and West Virginia. The company's mine is located 2.4 miles out of the Pittsburgh zone for the shipment of coal. The rate in the Pittsburgh zone is seventy-eight cents a ton. J. C. Venning, general coal and oil agent for the railroad, testified that he believes an extension of the Pittsburgh zone to include Bescor siding would result in a general move on the part of the coal companies to extend the zone indefinitely. He declared that competition on the part of the carrier and competition on the part of the operator are two of the things taken into consideration in determining what territory constitutes a zone.

St. Louis Trade.

ST. LOUIS, Mo., August 5, 1915.—(Special Correspondence.)—The first of August brought a slackening in the coal trade, due perhaps to the fact that the prices on nearly all grades of coal advanced. Most operators went into the month well fortified with orders, and consequently are not soliciting business actively. The general situation is better than usual at this time of the year. The Franklin county operators are acting as a unit. Their prices seem very well maintained. The Williamson county fellows seem to have profited by the example of their Franklin county brothers, and are maintaining prices better than usual, with one or two small exceptions. The operators in the standard district are do-

ing a great deal better than they have done in past years, in the way of holding out for the price. The Standard district is a much larger field than any of those in southern Illinois, and the organization is not so closely knit. However, the various operators are showing a disposition to work together, which has never been seen before in this part of the country.

Prospects for business in general are good. There is an expectation that domestic business will be unusual, because trade as a rule has been holding off during the summer months, and naturally there is bound to be a congestion of business when the buying movement begins in earnest.

Prices on Standard coal are as follows:

	Mine	St. Louis
6-inch lump.....	\$1.10	\$1.67½
3x6 egg.....	1.00	1.57½
2-inch lump.....	.90	1.47½
2x6 egg.....	.85	1.42½
No. 2 nut.....	.80	1.37½
1½-inch screenings.....	.60	1.17½

The Mt. Olive coals are beginning to move much better in the north and west. In St. Louis, locally, the demand remains about the same.

6-inch lump.....	\$1.25	\$1.82½
2-inch lump.....	1.20	1.77½
2-inch screenings.....	.60	1.17½

The demand for Williamson county coal is slowly but surely improving on domestic sizes. Screenings, as to be expected, are getting weaker.

6-inch lump.....	\$1.35@1.60	\$2.07½@2.32½
6x3 egg.....	1.35@1.60	2.07½@2.32½
3x2 nut.....	1.40	2.12½
1½-inch screenings.....	.60	1.32½

Franklin county operators report business very much improved. Orders for a few days have fallen off owing to price advances, but there is no doubt they will be coming in freely again by the first of next week. By the 15th of the month it is certain that all of the Franklin county mines will be running full time.

6-inch lump.....	\$1.40@1.60	\$2.12½@2.32½
6x3 egg.....	1.40@1.60	2.12½@2.32½
3x2 nut.....	1.40@1.60	2.12½@2.32½
Stove.....	1.35	2.07½
1½-inch screenings.....	.65@.70	1.37½@1.42½

Anthracite is not moving very well. The advance in freight rates has everybody guessing, and buyers do not care to place orders until the situation settles down. Of course whatever coal was in transit under the old rate was readily disposed of.

Chestnut.....	\$7.45
Stove or egg.....	7.20
Grate.....	6.85

Both smokeless and coke are moving better.

Gas house coke, all sizes.....	\$4.25
By-product coke, all sizes.....	4.50
Smokeless lump or egg.....	4.75
Smithing.....	4.25

Omaha Trade.

OMAHA, NEBR., August 5.—(Special Correspondence.)—General conditions in this territory are still very much depressed on account of the rainy weather followed by a drop in the temperature. The thermometer registering fifty-two degrees above yesterday, which is a record-breaker for August in this vicinity. A great deal of wheat is under water and scarcely any threshing is being done, consequently very little coal is moving out of dealer's bins.

The market is rather firm with exception of the coal which has been refused principally on account of impassable roads, making it impossible for the dealers to haul the coal.

The following market prices prevailing:

	Mines.	Omaha.
Southern Kansas—		
Nut.....	\$1.85	\$3.20
Slack.....	1.35	2.70
Franklin County—		
Lump.....	\$1.35@1.60	3.75@4.00
Egg.....	1.35@1.60	3.75@4.00
Nut.....	1.35@1.60	3.75@4.00
Williamson County—		
Lump.....	1.25@1.35	3.65@3.75
Egg.....	1.25@1.35	3.65@3.75
Rock Springs—		
Lump.....	2.15	5.85
Nut.....	1.60	5.35
Arkansas Anthracite—		
Lump.....	3.70	6.60
Broken sizes.....	3.95	6.85

Omaha News Notes.

C. R. Spalding, western sales manager for the Wickham Burton Coal Company, is renewing old acquaintances in Omaha this week.

B. H. Kemper of the Bell Zollar Coal Company was in town this week looking after his personal interests in Omaha. His many friends in Omaha are glad to see H. B. making a success in the coal business, although they regret to lose him as a neighbor.

Cincinnati Trade.

Market in Better Condition—Contract Coal Shows Activity—Labor Shortage Noted.

CINCINNATI, OHIO, August 5.—(*Special Correspondence*)—The market at this writing is in much better condition than it has been for some time. Dealers and operators are much more optimistic than for some weeks and the general opinion seems to be that the tide has turned and that it will slowly, but surely, turn business back into its old channels and that improvement now will be apparent. It is believed that prices will first be affected, for the reason that both labor and transportation are becoming tighter. Then coal dealers will wake up to the fact that they are out of fuel and there will be a frantic rush for orders that will swamp the coal dealers in the wholesale end of the market, and the operators. To this, if it should materialize, there will be a general chorus of "amens."

There is no question of a better demand for nut and slack in all departments, a great deal of it in search of cheap products that have disappeared from the market. Many of the dealers are turning down inquiries for nut and slack for two reasons. One reason is that the inquirers are not offering what the holders deem a fair price for it, and second, where a fair price is offered dealers are turning it down for the reason that they are not in an active market for lump and will not sacrifice that product which probably will be in frantic demand in thirty days from now. There is a little demand for egg which is now starting toward a better basis of business. This is all in reference to splint coal. Lump is not yet in active demand, although mine run and egg are in better demand and the lake movement is much better.

Some August quotations in West Virginia splint are as follows: Lump, \$1.50; egg, \$1.25; run of mine, ninety-five cents; nut and slack, seventy-five cents, with some acceptances of spot at sixty-five cents in the lower grade product. Another field which also conforms pretty well to the Kentucky situation, gives the following figures: Four-inch block, \$1.50; egg, \$1.20; run of mine, ninety cents; nut and slack, sixty-two spot and seventy-five contract. The later inquiries in nut and slack in both fields are heavier and it is likely by the fifteenth prices will go up at least five to ten cents on this grade of product.

In reference to the car shortage it may be said that the Chesapeake & Ohio is nearly up to its limit and that it has borrowed quite a number of the Hocking Valley Company's cars, made idle by the abandonment of the valley by the Sunday Creek Coal Company, and by the closing down of other mines. This is not a disparagement of the company's resources for they never were better. But so many of the hoppers, especially, have been tied up in the coast movement for export, that they are very much more scarce than usual, and this makes a drain on the gondolas that thins out that line of cars.

Regarding the labor shortage with many of the smokeless mines it may be said that the United States Steel Corporation is pushing its coal subsidiary in West Virginia so vigorously night and day and almost offering any old wages to get men into their mines, that miners are flocking there from all over the state. The mines are up to their capacity, night and day, for the needs of the big steel company are urgent just now, and miners who want to work can get it there, if anywhere. This shortens the forces in other mines and some of them complain to selling agencies that they cannot get out their orders promptly for that reason.

This week dealers say that contract makers are coming into line and that while a few contracts just now are being made at a little lower than last year's prices, yet by the middle of the month contract prices will be on a much better basis and that by September 1 there will be no trouble. Indeed the middle of this week found many northwestern dealers using the telephone and the telegraph freely. So solicitous were some of those desiring to contract that they cross-questioned the operators as to their ability to deliver if they should enter into contract. In other words the buyers now seem to be endeavoring to buy delivery rather than product. It seems evident to Cincinnati coal men just now that the low tide has passed by and that from now on the recovery will be gradual, steady and satisfactory.

Cincinnati News Notes.

J. Ray Quinn, sales manager of the Central

Fairmont Coal Company of West Virginia, was a visitor to Cincinnati early in the week.

E. C. Ewart of Chicago, general manager of the White Oak Coal Company, paid a visit Wednesday to the local offices of the company.

It is reported here that Harry Brown of Pittsburgh will establish offices here soon and that he will ship coal south from Pittsburgh from his own mines, operating five small boats for the purpose.

A new shaker screen outfit is being constructed by the Webb Fuel Company, at its Ebony mines on the Cabin Creek branch of the Chesapeake & Ohio Railway. The improvements are expected to be completed by September 1.

The Winifrede Coal Company's steamer "Winifrede" is at Point Pleasant, undergoing repairs and overhauling, under direction of Captain John E. Lyons, who is also building thirty new barges at Higginsport, for the coal trade in Pomeroy and along the Ohio.

The E. L. Sternberger Coal Company, which has had offices on the sixteenth floor of the First National bank building for many years, is removing to the seventeenth floor of the same building, to larger and more suitable rooms exactly above the former quarters.

O. W. Gardner, sales manager of the Chesapeake & Ohio Coal & Coke Company of Norfolk, Va., was a visitor to the offices of G. E. Weber, the western agent of the company this week. Mr. Gardner finds that the coal situation is growing better each day except that prices continue low and demand is still timid.

The diver who has been examining the hull of the sunken steam tug, the Convoy, belonging to the Hickey Coal Company, has made a report which indicates that the boat is probably not worth the effort to lift it and repair it for future use. It is likely the salvage will be undertaken by the insurance company which insured it and which will take it off the hands of the Hickey Company.

President E. J. Howe of the Cincinnati Coal Exchange has been invited by the Cincinnati Chamber of Commerce to participate in an effort to bring the 1916 meeting of the National Coal Dealers' Association to Cincinnati. A committee will be appointed by President Howe to take up the matter with the convention department of the Chamber of Commerce and to formulate plans for the campaign.

Judge J. A. Herron, a well-known coal salesman, formerly connected with the local offices of the Pocahontas Fuel Company, but for a few days a salesman under Tom Morgan of the Pluto Block Cannel Coal Company of Cannel City, Ky., has accepted position with the Webb Fuel Company of this city and started Sunday for his new field of operations, which is Michigan. He will cover the entire state and have headquarters at Detroit.

River coal men in this district are interested in the announcement this week that Col. Lansing H. Beach has been assigned to duty here as United States engineer in charge of the Central Division of the Ohio river and its tributaries. Colonel Beach was stationed in Cincinnati twenty-nine years ago as a lieutenant, but remained only a short time. He came this time from Baltimore, having been seven years in charge of the Gulf division as division engineer.

President E. J. Howe of the Cincinnati Coal Exchange has named C. R. Moriarty, C. A. Tribbey, R. O. Heyser, E. R. Minor and James A. Reilly aides to the grand marshal of the parade of the Chamber of Commerce, which, after three quarters of a century of existence without it, has decided to have an official outing for its members and the members of the many auxiliary bodies connected with it. The outing is booked for next Thursday, August 12, and promises to be a gala event. Fifty aides, including the five coal men above named, will make an imposing feature of the parade.

An application for compensation with the State Industrial Commission of Ohio opens up an interesting point, and may cause a declaration of conditions in certain coal companies. The application is filed by Mrs. Williams, widow of Captain Bradford Williams, who lost his life in the big storm of July 7. The state law insures the lives of employes of industrial companies who take out policies, and it also protects employes of companies who carry their own insurance. The law, however, reaches only Ohio corporations, of course. Captain Williams was supposed by his wife to be employed by the Queen City Coal Company, an Ohio corporation, which carries the insurance of its employes on its own risk. It tran-

spires that Captain Williams was in the employ of the Monongahela River Consolidated Coal & Coke Company, predecessor here of the Queen City Coal Company, and also a foreign corporation. If he were in the employ of the Queen City Company his widow is entitled to the insurance provided by the company under the Ohio law, but if he were in the employ of the Monongahela river company she is not entitled to compensation. James A. Reilly, manager of the Queen City Company, however, has announced that negotiations are on with Mrs. Williams by which a satisfactory settlement will be reached.

L. J. Mueller, assistant to E. F. Bardin of the Wyatt Coal Company here, is taking two weeks' vacation with his wife and little one on his farm up the Big Miami, some distance above Cincinnati.

A row is probable over the award of the water works contract, Saturday by the municipality of St. Bernard, a suburb of Cincinnati, not yet in the big corporation. The contract was advertised and bids invited for 3,600 tons splint, nut and slack, delivered. Among the bidders were the Reliance Coal & Coke Company, \$1.59; the Halmar Coal Mining Company, \$1.59; Bell Coal & Mining Company, \$1.60; B. H. Wess, \$1.64; West Virginia Coal Company, \$1.70; Kentucky Southern Coal Company, \$1.70, and Fred Krehe, Jr., \$1.80. The award went to Fred Krehe, Jr., son of the treasurer of the municipality, although as seen above, there were several lower bidders. The award created considerable indignation and the defeated bidders say they will contest, not because of the award to a higher bidder, but because they claim that the law of Ohio is expressly violated in the fact that Fred Krehe, Jr., is not a legal bidder, they claim that his father is the real beneficiary, which they say is a criminal offense under the law which expressly forbids the officer of any community to participate in a profitable capacity in the business of the municipality, in other words, to do business in a private capacity where his official acts may make him a beneficiary. The unsuccessful bidders are contemplating testing the law in the case.

Louisville Market.

LOUISVILLE, KY., August 5.—(*Special Correspondence*)—There has been evidence of a further improvement in the market for both steam and domestic coal during the past week. The coal trade has learned to control its expectations to very moderate things during the past year and to console itself with the observation that "every little bit helps." Therefore, it need not be assumed that there is any riotous upturn in prices or any radical broadening of demand. There is, however, evidenced a considerable broadening of demand for steam coal, due to apparent increase in industrial activity, and a visible improvement in the demand for domestic coal, which, of course, is only seasonable.

Even when all encouragement is taken into consideration, it must be admitted that the domestic buying is extremely backward and that not in a great many years has an August rolled around without the operators, both of eastern and western Kentucky, having a plentiful supply of domestic orders at much better prices than the present. However, there is just enough encouragement in the situation to lead producers to believe that for at least a brief period during the fall months, there will be something like a normal demand for coal at something like normal prices.

Buying by dealers in the big cities is practically nil, and the country dealers are furnishing the bulk of the orders for domestic coal. At that, the farmers are still comparatively busy with crops and a general demand for country coal will probably not arrive for some thirty days, at which time, there is every reason to expect, a heavy rush. Indeed, shippers in this district are prepared to see a fierce flurry of orders during September and October, which may tax the capacity, both of the mines and the railroads.

Labor conditions in southeastern Kentucky continue somewhat uneasy, but although the Catron's Creek Coal Company mine in Harlan county has been closed down several days by reason of a strike of miners caused by the company's action in discharging two of their number who had been unduly active in welcoming the union organizers, it does not appear that the attempt to organize the Harlan county mines has made any progress as yet, and it is predicted that the one mine which has been closed down will resume in the next few days.

Indianapolis Trade.

INDIANAPOLIS, IND., August 5.—(*Special Correspondence*.)—It would be difficult to note any material change in the coal trade in Indiana. At least it would be difficult to locate any change for the better within the past few days. Weather conditions have been adverse. It would be out of the ordinary to speak of a "weather market" in the good old summer time, but the weather has handicapped industrial concerns so that the demand for steam coal, already too low for July and August, is even lower than it was. Heavy rains have put a crimp in many lines of business. Rains and storms have cost the farmers hundreds of thousands of dollars in Indiana within the past month so that coal consumers in the rural communities are not in a hopeful frame of mind. The loss to them is bound to be felt in other lines. The threshing season which generally helps out in the demand for domestic coal has been cut short and made unnecessary in many localities by the cloud bursts. Something ought to chase the hoodoo within the next few weeks. The demand for steam coal is such that it is pleasing to be able to state that prices are holding fairly level. Mine-run ranges from \$1.00 to \$1.20 a ton at the mine, according to the grade. There is a little improvement in the tonnage of Indiana mine-run for the Chicago market, but the trade with Chicago is not up to what it generally is for this time of the year. Screenings are fairly strong at seventy to eighty cents at the mine. Domestic lump is selling around \$1.40 at the mines, \$1.50 being the top price. Now and then some inferior domestic sells below \$1.35. The operators say that the retailers have smaller stocks than usual on hand which is a good sign. When the demand does pick up among the retailers they will have to have coal in a hurry which is bound to help strengthen the market. There is comparatively little coal above ground in Indiana so that it is reasonable to predict that within a short time prices will stiffen and that the demand will pick up to what it was at this time a year ago.

The Indiana wholesalers are quoting the following prices:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
No. 4 mine run.....	\$1.10@1.20	\$1.60@1.80
Nos. 5 and 6 mine run.....	1.00@1.10	1.50@1.60
No. 1 1/4-inch steam lump.....	1.30@1.40	1.80@1.90
Nos. 5 and 6 1/4 steam lump....	1.20@1.30	1.70@1.80
No. 4 egg.....	1.30@1.40	1.80@1.90
No. 4 nut.....	1.30@1.40	1.80@1.90
No. 5 egg.....	1.20@1.30	1.70@1.80
No. 4 screenings.....	.80@ .85	1.30@1.35
Nos. 5 and 6 screenings.....	.70@ .75	1.20@1.25
Domestic lump.....	1.40@1.50	1.90@2.00
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Brazil block domestic.....	2.00@2.10	2.50@2.60
Southern Indiana Field—		
No. 5 mine run.....	1.00@1.05	.....
Domestic	1.40@1.50	.....

Detroit Trade.

DETROIT, MICH., August 5.—(*Special Correspondence*.)—With a slight increase during the week in the amount of coal coming to Detroit, the local shippers, or some of them at least, continue to take a more optimistic view of the situation than has been apparent during preceding months.

It is asserted a material strengthening of market conditions seems in progress, being reflected through the increasing volume of business done in small order lots. While neither steam nor domestic coal shows especial activity a better inquiry is appearing, denoting an inclination on the part of buyers to drop the attitude of indifference which has been a discouraging feature of the Detroit market for some time.

Were it not for the consignment coal, its unsettling effect on prices and the resultant curtailment of mine shipment orders, the outlook at present would seem quite cheerful, some of the shippers say. The quantity of stock that comes to forced sale is still sufficiently great, however, to make it possible for watchful buyers to renew their supplies at prices considerably shaded below schedule.

While for the better quality of fine coal and slack sixty-five to seventy-five cents is demanded a very good quality of West Virginia slack is bought around forty-five cents and occasionally even cheaper. West Virginia lump at from one dollar to \$1.10 on forced sale is to be had frequently enough, also to make watchfulness and delay profitable to the consumer. Egg sizes are not as readily sold.

Shipment of coal over the lake route continues to fall short of expectations and is proceeding in volume much lighter than for many years, due largely to the fact that little storage space remains

on docks at the head of the lakes from which the movement to consumers has been greatly retarded.

The light movement of coal hits owners of independent carriers particularly hard, as sales of iron ore have been largely increased during July and ore cargoes would be available to many of the wild boats, but for the fact that freighters owned by shippers are being sent up the lakes without cargo and are receiving a dispatch that makes a round trip in seven and eight days possible in many instances, where twelve or fourteen days might be required if the ships had carried coal. By thus increasing the carrying capacity of the shippers fleets, the lack of coal cuts down on business which independent owners had reason to expect their boats would receive.

Anthracite seems not to arouse much interest on the part of retailers yet. A rush of orders is expected later in the month.

Prices in the local market are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$0.95@ 1.00	\$2.35@2.40
Mine run.....	.80	2.20
Slack .....	.50	1.90
West Virginia Splint—		
Four-inch lump.....	1.50@1.60	2.90@3.00
Two-inch lump.....	1.25	2.65
Three-quarter	1.10	2.50
Mine run.....	.90@1.00	2.30@2.40
Nut, pea and slack.....	.50@ .75	1.90@2.15
Smokeless—		
Lump and egg.....	2.00	3.60
Nut	1.50	3.10
Slack	Open	Open
Mine run.....	Open	Open
Kentucky Splint—		
Lump	1.40@1.50	2.80@2.90
Egg	1.10	2.50
Nut, pea and slack.....	Open	Open
Fairmount—		
Three-quarter steam lump.....	.85@ .95	2.25@2.35
Mine run.....	.70@ .80	2.10@2.20
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.35	2.50
Three-quarter lump.....	1.25@1.30	2.40@2.45
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.15	2.30
Mine run.....	1.05	2.20
Slack	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	2.15	3.30
Egg	1.60	2.75
Slack	Open	Open
Clinton—		
Domestic lump	2.07	1.30
Egg	2.07	1.30
Nut	1.97	1.20
Mine run	1.87	1.10
Screenings	1.62@1.67	.85@ .90

Birmingham Trade.

BIRMINGHAM, ALA., August 5, 1915.—(*Special Correspondence*.)—The coal production is improving a little. Every time a blast iron furnace or a foundry starts up or puts on additional workmen, there is need for more coal. The production right now is considerably better than it was three months ago, but it cannot be stated that mining operations are back to the normal conditions of the district.

There is a splendid output at some of the big mines. A large volume of business has not yet reached the smaller mines, and there are many mines throughout the Birmingham district which are yet to get contracts that will keep them going more than two and three days a week. There is a feeling, however, that coal will soon be in demand by many industries which use coal. The general tone of the market is better than for some months. This is more particularly true with regard to steam and coking coals. Much of the increased demand for coal is largely coking, which is due to more iron furnaces being in blast than since the advent of the European war. There is also some little increase in demand for steam coal.

There is a belief that arrangements will be finally consummated through the war department at Washington by which the Tennessee Company proposes to ship many thousand tons of coal per annum down the river into New Orleans and other places. Lessening the freight on coal from fifty to seventy-five cents per ton into New Orleans would give an advantage to the district that would be most interesting and would bring about a condition in mining circles that would be very encouraging.

Domestic coal has not felt any increased demand. While some small contracts are still be-

ing received, shipments are to be made at later dates. The coke market is good and demand heavier than for months.

The following are the prices of coal, though they vary some:

	F. O. B. Mine	F. O. B. B'ham
Jefferson County—		
Pratt Fancy Steam Lump.....	\$1.70	\$2.10
Furnished by T. C. I.		
Pratt Mine Run, 90c to \$1.15.	Frt. rate, 30c.	
Jefferson Seam, steam coal, \$1.15 to \$1.25.	Frt. rate, 30c.	
Black Creek, steam, \$1.25 to \$1.55.		
Walker County—		
Horse Creek, steam mine run, 90c to \$1.10.	Frt. rate, 40c.	
Carbon Hill, lump domestic, \$1.60 to \$2.00.		

Most all coals based on this classification. There are no stable prices, but these serve as basis from which prices vary either up or down.

Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.

Alabama's Annual Report

The report of C. H. Nesbitt, state mine inspector, is compiled in attractive booklet form, and contains much valuable information in regard to the mining industry of Alabama. According to the report, there were several new mines opened up in Alabama during 1914. There were during 1914, two hundred and sixty-three mines in operation in Alabama. In regard to the rather low output for 1914, Mr. Nesbitt says: "While there was considerable decrease in the year just closed, it is gratifying to know that the production was largely in excess of anticipation, in view of the fact that local as well as general trade conditions throughout the entire country have been very unfavorable."

Alabama's coal production for the year was 15,525,903 tons against the 17,907,284 tons of the year previous, according to the report. The coke output for 1914 was 3,092,771, which was 438,734 less than the year before.

Fatalities during the year were 128 in number, and they resulted in forty-two widows and sixty-four orphans. There were forty-two serious non-fatal accidents.

Tonnage in the four coal fields of Alabama is given as follows: Warrior Field, 12,942,255; Cahaba, 2,553,274; Coosa, 27,095; Plateau, 3,279. Following this is a statement of coal tonnage in Alabama by seams, and the number of fatalities in each seam.

Classified fatalities show that fall of rock caused 42.8 per cent of fatalities, while explosion of gas was next, and then death by tram cars.

The inspectors and their districts are as follows: First district, in which Jefferson county is included, W. P. Smith; second district, David Kelso; third district, J. F. Webb; fourth district, T. H. Tinney; fifth district, Frank Hillman, and sixth district, Thomas Roscoe.

New mines opened during the year were as follows: Benoit, Benoit Coal Company, Walker county; Phillips, Sipsey Coal Company, Walker county; Risco, Republic Iron and Steel Company, Jefferson county; Blocton No. 9, Tennessee Coal, Iron and Railroad Company, Bibb county; New Acton, Alabama Fuel and Iron Company, St. Clair county; Brilliant No. 1, South Brilliant Coal Company, Marion county; Graves No. 2, T. J. Hoskins & Co., Jefferson county.

Birmingham News Notes.

The Mobile Coal Company is making arrangements to handle six or more barges to handle coal down the river for use of its customers. Mr. Danner, president of the company, thinks he can get his coal cheaper by river. The coal will be supplied by DeBardeleben and the Empire Coal companies.

Announcement was made during the week that the Tennessee Coal, Iron & Railroad Company was preparing to use the barges of the Alabama & New Orleans Transportation Company down the river. This coal will be mined by the Tennessee Coal, Iron & Railroad Company in the western part of the Birmingham district, at Edgewater and Bayview, and will be shipped in quantity, via the Ensley Southern Railroad to Salters Bluff and then by barges of the Alabama & New Orleans Transportation Company to New Orleans. The coal will be dumped right off the railroad bridge to the barges, and it is estimated that many thousands of tons will be barged down the river annually. It is understood a contract has been made that will continue for two years, and a rate most favorable to both interests has been made. The Tennessee Coal, Iron & Railroad Company is now shipping a large quantity of coal via rail to New Orleans, Mobile and other southern ports.

New York Trade.

Anthracite Trade Marks Time—Bituminous Outlook Much Brighter.

Office of THE BLACK DIAMOND,
NEW YORK, August 5.

There were very few, if any, members in the anthracite trade who expected the first week in August to show any improvement, and so far the forecast has not been shown wrong. Trade is very dull, and will likely continue so for several weeks at least.

August is the last month for summer discounts, the discount for this month being ten cents per ton. There is not much of a scramble to take advantage of this reduction. On account of surplus stocks of certain favored sizes, like egg and chestnut, many of the individuals continue to offer these sizes at a concession of from twenty to forty cents and in some instances fifty cents per ton. Heavier concessions, however, are confined usually to cargoes or stocks at tide-water that are up to the demurrage stage and have to be moved. Individuals are not naming such radical concessions for coal to be shipped from the mines.

July was the second month of the extremely low production, and it is expected that when the official figures are out later in the week, that they will show that not more than 5,000,000 tons were shipped to market during the month. In July of last year, shipments amounted to 5,391,857 tons. There has been no improvement in production, most of the mines still working on a three day per week schedule. Some believe that they will not be able to improve this working schedule later in the month, unless something of an unexpected nature should happen.

Just now considerable attention is being paid by the operators to the campaign of the United Mine Workers to increase membership in the anthracite regions. It is generally believed that the operators are going to face on April 1st, next, when the present agreement with the miners expires, one of the stubbornest fights that they have yet had. Mine workers officials are making a thorough canvass of the anthracite districts in an effort to enroll members.

The short time mining is bringing about a shortage of some of the choice grades of the steam sizes, rice particularly being short at the moment. There is a very good inquiry for good grades of rice at New York harbor ports, with most of the high grade brands out of the market because of the fact that they are under contract. This week offers on good grades of rice range from \$2.05 to \$2.30 per ton. Some of the inferior grades are available from \$1.85 to \$2.05. The demand for No. 1 buckwheat is not so good, and this size is in free offering, prices practically unchanged. Barley is in little better demand because of its growing scarcity. There is still a surplus of pea coal, and this is obtainable at \$2.90 to \$3.50, according to the grade and port.

The Bituminous Situation.

The bituminous trade is not materially improved since August set in, but conditions can be truly said to have improved. While the volume of coal moving is not so heavy, except with certain favored producers, there is a better general all around demand, consuming interests here and there calling for more coal, so that there is in the air, so to speak, indications that general business will soon be humming at such a rate as to bring such a demand for bituminous as will make the business as active as in the early part of 1907.

Here are some reasons why coal men are looking for better business from now on: Enormous war orders recently placed will mean the consumption of large quantities of coal and coke. Then, there are evidences that further war orders of unprecedented size are still to come. The belligerent countries to which we can at present ship, are now beginning to buy heavy materials, cars, locomotives, rails and steel of all kinds, that mean railroad tonnage. When these begin to move in large volume it will bring about the employment of more railroad equipment and likewise the consumption of more coal for railroad fuel. Moreover, big employers of men are increasing wages. This gives labor more money to spend. This goes for general manufactures.

And what is more promising to the tidewater shippers, is the remarkable growth of seaboard exports. June showed over a million tons, July will exceed this by about 25,000 or 50,000 tons,

the June record, while bunker requirements for July were larger, and these will continue to grow, as England has now restricted sales of bunker coals, allowing neutral vessels only a sufficient quantity to take them to their first port of call. Heretofore, many cargo steamers coming to America in ballast, took enough English coal for the round trip. Now they will have to take bunkers here. Add to the above the most recent order of the British government restricting shipments of coal after the thirteenth, to British possessions only. This will cut off the allies, large consumers that the United States will have to supply. There is every reason to believe that America will soon be called upon to ship 2,000,000 tons per month into export over the Atlantic seaboard, and this will mean a most active tide-water market.

At New York harbor ports there is ample unsold coal for all present needs, though not in as large supply as formerly. Cheap coals may be obtained at \$2.35 and up at the ports; good grades of Pennsylvania at \$2.55 to \$2.65; choice grades, \$2.75 to \$2.90.

The Vessel Situation.

Vessel rates for coastwise charters continue at about the former range. Vessels have been unduly delayed by fogs and gales during the past week, so that there is likely to be a shortage of tonnage at the lower ports in a week or ten days.

We quote current rates as follows:

From Hampton Roads to Boston, seventy-five to eighty-five cents; to the Sound, seventy to eighty cents.

From New York rates to New Haven are thirty cents. New London, forty cents, and Providence and New Bedford, fifty cents; to Boston, fifty-five to seventy cents; Portsmouth and Portland, fifty-five to seventy cents; to Bangor, seventy cents. Harbor rates are from eighteen to twenty cents.

Prices on gross tons of bituminous coals are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.85	\$1.30
Medium grades	2.60	1.10
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein	3.00	1.40
Cheaper grades	2.60	1.05
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.50	1.00
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.50	.95
Maryland—		
Georges Creek big vein	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.75
Best gas, 3/4-inch lump	2.65	1.10
Best grade, run of mine	2.65	.90
Gas slack .....		.55 @ .70

New York Trade Briefs.

J. W. Whiteley, of Whitney & Kemmerer, No. 143 Liberty street, visited Boston on Tuesday.

Frank Smith, who covers the Long Island trade for the Lehigh Valley Coal Sales Company, is away on his vacation.

W. S. Wolle, eastern sales manager of the Lehigh Valley Coal Sales Company, returned on Monday from his vacation, which was spent in the Adirondacks.

Henry Metz, office manager of the New York office of the Quemahoning Coal Company, No. 17 Battery place, is spending a two weeks' vacation in the Adirondack mountains.

The Timmerman Coal & Ice Company has been granted a charter under the New York state laws. The capital stock is \$10,000. Incorporators are Charles A. Timmerman, Ida Timmerman and Vernon E. Mump of Westerleigh, Staten Island.

William D. Leeds, the well known coal broker of No. 1 Broadway, is now located in room 276, with a new telephone number, Rector 4050. Mr. Leeds represents mines operating in the Georges Creek, Broad Top, South Fork, Nant-y-Glo and Somerset regions.

Tuesday's cables announced that the American schooner Laura C. Anderson, loaded with 1,700 tons of coal, and sailing from Newport News for Melilla, Morocco, had been seized by a British cruiser and taken into Gibraltar. The schooner was loaded by the American Coal Exporting Company of No. 1 Broadway.

P. B. Heilner, vice-president and general sales manager of the Lehigh & Wilkes-Barre Coal Company, No. 143 Liberty street, returned on Monday night from a trip to the Panama-Pacific exposition, and a tour of the northwest. Mr.

Heilner was gone just about five weeks. This was his first vacation in about four years, and he reports having had a very interesting trip.

G. B. Markle & Co., the well known anthracite operators, have completed the new steel breaker at their Jeddo No. 5 operation, and it was put to work on Monday of this week. This work has been completed in a remarkably short time. This, too, despite the fact that the breaker has been equipped with the most modern improvements in breaker machinery, which takes time to install. The plant will have a very large output.

The Johnstown Democrat reports that The Dexcar Coal Company of Ashville, Pa., which is controlled by the Dexter & Carpenter, Inc., interests of No. 12 Broadway, New York, has located another rich vein of coal which extends through a large acreage, and which has existed elsewhere in more or less uncertain quantity. The Democrat states that the Dexcar mines have been put on a larger working basis.

The Continental Coal Company, having defaulted in the payment of interest on its first mortgage five per cent coupon gold bonds on August 1st, a protective committee of bondholders has been formed, and a deposit agreement has been prepared under which the Guaranty Trust Company of New York will be the depository of the committee, and bondholders who have not already done so, are asked to deposit their bonds with this depository. Charles H. Sabin of the Guaranty Trust Company is chairman of the committee.

The automobile truck manufacturers continue to derive great prosperity from the European war. A cable from Paris to the New York Sun on Wednesday, stated that the French government had closed a contract through J. P. Morgan & Company, to take the entire surplus motor truck output of the Packard, White and Pierce-Arrow companies for an indefinite period. It is estimated that France already has purchased approximately 2,500 from the companies above named, and other companies have secured orders aggregating 1,500 from the same source.

As the European war means so much to American industries at this time, and therefore, to the coal trade in general, it is interesting to note the opinion expressed by William E. Corey, an ex-president of the United States Steel Corporation, who returned from France this week, which is that the war will be continued for three or four years. Mr. Corey said: "I believe fully that the war will last three to four years longer because the allies are going to fight the struggle to a finish. The allies are now preparing to continue the fight at least three years more. War orders are being placed years ahead. It is a war of mechanics and chemistry. The allies are making every effort to preserve friendly relations with this country. They look to the United States to a large degree for their financial support, especially if the war should continue a number of years. Then loans will have to be floated abroad."

The annual statement of the Lehigh Valley Railroad shows an increase in net income of \$734,214 in net income, in the year ended June 30. Owing to the dissolution of the Temple Iron Company, the road did not receive any dividends from it, as against \$685,080 from this source for the previous year. One million dollars was marked off as depreciation of the book value of the stock of Coxe Bros. & Co., Inc. The railroad company is making many improvements, among them the construction of a modern steel and concrete coal dock at Buffalo. F. M. Chase, vice-president of the Lehigh Valley Coal Company, in his annual report showed a total net income of \$1,022,814, an increase of \$437,955. The production of anthracite coal from the mines owned and leased by the Lehigh Valley Coal Company, including that mined by tenants, was 8,088,901 gross tons, an increase of 211,511 tons. In the bituminous mines 258,205 gross tons were mined, an increase of 5,474 tons.

A London dispatch says that Lloyds ship-build returns, which owing to the war is confined to merchant vessels, shows that there were 434 steam vessels of 1,505,025 gross tons and eight sailing vessels of 1,900 tons under construction in the United Kingdom in the quarter ending June 30, 1915, or 81,000 tons less than at the end of the previous quarter, and 215,000 tons less than the corresponding period of last year. During the quarter ending June 30, this year, seventy-four steamers of 147,964 gross tonnage were launched.

Philadelphia Trade.

Pea Coal Advances in Price and Considerable Strength Develops in the Market.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, August 5.

With this the last month of the discount on anthracite there promises to be an awakening in that branch of the trade which will justify the opinion held by many of the middlemen and operators, i. e., that the 1915 period should be about as heavy in the volume of business as has been seen in some years. Already some of the straws have been showing the direction of the wind. There is an old saying, "When pea coal sells well, all of the other sizes will follow." There has been a stiffening in the pea coal market in the past few days, not enough to bring about a standard price or, to be more correct, a set price, but enough to make some of the companies which have been selling this kind of coal on a short margin, advance the price a dime on the ton.

The report of the Bureau of Anthracite Statistics will show that the production for the month of July was slightly under that of corresponding month in last year. Taken with the fact that June of this year also showed a decrease, it can be seen why there should be a stiffening in price. One more thing. Inquiry for deliveries usually comes the last week in the month, but this year the coal dealers got repairs made to their yards early and some orders were placed this week for mid-month delivery.

The re-arrangement of price for August on the sizes is as follows:

Lump	\$3.50
Steamboat	3.50
Broken	3.30
Egg	3.65
Stove	3.90
Chestnut	4.05
Pea	\$2.00 @ 2.50
Buckwheat	1.50

Because of the restriction at the mines there has been considerable strength shown to the buckwheat sizes and high grade coals have been sold at a little advance over the range of prices that have been current for the past six weeks.

The Bituminous Situation.

Despite the newspaper talk which has been current there was a severe falling off in the export of soft coals during the last week of the month, the report of the Port Richmond and Greenwich piers show that the tonnage which passed over has been of much greater volume than for the corresponding month of last year. Most of the coal taken from this port for the past ten days has been bound for European points and there has been only a scant shipment here and there to South America.

The month started with piers in a fair shape so far as over-crowding was concerned. There was little demurrage coal to be called on and some agents who had foreign boats to load had a little trouble getting enough cars to fill up. This does not necessarily mean that there is an indication of it being a profitable venture to consign cars to this point. A jam can follow a few over-eager ventures and those who are willing to "take a chance" had better be fore-warned.

Greensburg shipments are still being held around \$1.00 for run of mine and \$1.10 for screened. Quite a large movement of coal from this section is going forward to Baltimore while some little is being exported through this port.

Reports from the Connellsville district to the effect that all available ovens are working and that miners are being sought from other fields, is taken as an indication that the local steel and iron trade look forward to increasing capacity in leaps and bounds.

The cement trade has been a keen taker of Fairmont slack during the past week and the price has advanced to fifty-five to sixty cents a ton and with a scarcity or further restriction at the other and there is liable to be a further advance noted.

Philadelphia News Notes.

M. S. Sears of Hetherington & Company is away on his vacation and will return in two weeks.

Walter P. Maguire of the Makoma Coal Company at Harrisburg, Pa., was one of the visitors of the week.

Thurston Knight of Pittsburgh, made a tour of the eastern offices of the Merchants Coal Company during the past week.

J. A. Emmons of the Emmons Coal Mining

Company, returned from a trip to New England points the fore part of the week.

William H. Speer of Chambersburg, Pa., paid a visit to coal associates while going and coming from a Sunday holiday spent at Atlantic City.

L. A. Hickley of the Island Creek Coal Sales Company was a visitor to Johnstown, Pa., this week. Another Johnstown visitor was F. M. Ramsey, Jr., of the Glen Brook Coal Company.

William Kline of the forces of the Island Creek Coal Sales Company at Cincinnati was one of the western people who passed through here on the way to the sea shore.

R. B. Isner, assistant general manager of the Davis Colliery Company at Elkins, W. Va., paid a visit to the local office while en route to New York.

W. F. Coale of Cumberland, Md., visited the local offices of Coale & Company this week. Fred Coale, his brother, put in the week end visiting the "home-folk" down in Maryland.

Mrs. S. J. Mounts of S. J. Mounts & Company, and who manages the operations of that concern at Smithville, Pa., was a business visitor of the week.

H. H. Lineaweaver, head of the firm bearing his name, left this week for a month's vacation, which will be spent with his family in the Pennsylvania mountains.

Fred W. Foedisch of F. W. Foedisch & Company was placed on the list of the maimed and injured. He sprained his leg while at Ocean City on Sunday.

J. E. Haverstick, manager of the bituminous department of Ayers & Brothers, left the middle of the week for a couple of weeks holidays at Martha's Vineyard on the New England coast.

Because two miners at the William Penn operation of the Susquehanna Coal Company in the Shenandoah district refused to wear union buttons, over 1,000 men walked out the latter part of the week.

F. W. Cortright fooled the doctors who had him ready for an operation for appendicitis. After an x-ray, examination failed to reveal anything like a condition that they had opined, Mr. Cortright concluded to get well and was at his desk Monday morning.

S. M. Kendall of Meyersdale, Pa., and who represents the Listonburg Coal Company, with operations in the Connellsville district was an early week visitor. He said that the most of the ovens in the district had been fired and that arrangements were being made to open some new ones.

C. C. Gano, who was expected back home this month, apparently has found so much business to handle in the South American republics that it will cause him to remain there for another six months. At Gano, More & Company's office it was announced that Mr. Gano had established headquarters in Rio de Janeiro and that he would not return for another six months at least. Mrs. Gano sailed to join her husband last Saturday.

New England Trade

BOSTON, August 5.—(Special Correspondence.)

—Almost continual foggy weather outside since last reports has seriously influenced the movement of coals to New England points. As a matter of fact many of the local agents have been unable to deliver a ton of coal during the past week.

Less than a half dozen wholesale bituminous houses have about all the business they can possibly handle. A majority of the trade, however, reports a decided slump in new business. The firmness noted last week in the f. o. b. Hampton Roads market appears to have disappeared entirely, for shippers are reported as making concessions in the hope of moving New River and Pocahontas. The production of these coals during July increased in greater proportion than the demand did, the export demand being disappointing. The result was that stocks running to and standing at shipping points show considerable accumulation.

At Mystic Wharf there continues practically no spot market. Anybody having a cargo of such bituminous to dispose of there would find much difficulty in doing so at a profit. What few sales have been put through at Mystic Wharf recently have been at the minimum price of \$3.60 per ton on cars. No sales of Georges Creek have been made there, chiefly because nothing has been offered. Thus it is evident that very nearly everything coming into Boston is on contract.

Pennsylvania bituminous, according to one local

dealer, greatly resembles the Russian army for it is being steadily pushed back into the background. Many of the Pennsylvania mines are being operated but three or four days a week, but stocks have accumulated nevertheless. The official range of quotations on Pennsylvania is 90 cents to about \$1.25 per ton on cars at the mines, but it is intimated that even lower prices might be accepted if a considerable tonnage was involved. Standard 72-hour Connellsville foundry coke is quoted at \$6.25 per ton at Boston common points.

The local wholesale anthracite market is in a relatively better position than the bituminous is. Water shipments have been exceedingly unsatisfactory to be sure, but considerable coal has been received throughout New England by rail. The average Boston house did a better July business than expected, and contrary to the general belief some unfilled tonnage was carried over into the new month. At the moment Maine and the provinces are active buyers of anthracite, retailers and other large consumers evidently having made up their minds that freight rates were more apt to advance than decline.

Notwithstanding this increased activity many of the local dealers are inclined to look for a quiet August. Everybody puts in the proviso, however, that possible labor troubles at the mines next spring may stimulate trade in the meantime. Although the regular August advance of ten cents per ton in prices has been made by the important shippers, independents in a great many instances have made no change in their schedules except, perhaps, downward. Small amounts of independent nut are reported as having been offered here on an April basis, but on other grades prices seem firmer. Stove and egg alongside Boston Harbor is usually quoted at \$5.75 per ton, nut at \$6, and pea at \$4.05. At Mystic Wharf, stove and egg bring \$6.20 per ton and net twenty-five cents per ton more. Broken can be had at Mystic Wharf at \$5.65 to \$5.70 per ton on cars, and about the same at Portsmouth. In the closing days of July, the demand for buckwheats was much better than it had been previously, but dealers had to turn down orders owing to the fact that their washeries were closed and they were unable to get the coal. No. 3 bucks are generally quoted here on a basis of \$1.80 per ton f. o. b. New York, and birdseye at \$2.

The marine freight rate market is practically unchanged. The demand for space continues fairly active, but owners of vessels have not felt justified in advancing rates. From Hampton Roads ports to Boston the average asking rate is seventy-five to eighty cents per ton, and from Philadelphia to Boston rates are about the same, while from Baltimore to Boston they average five cents per ton more. For anthracite space from New York to Boston fifty to fifty-five cents per ton is usually asked. From New York to the Provinces, shippers are getting \$1.25 per ton or even more for carrying anthracite.

New England Trade Notes.

The shares of the New River Company have been enjoying a period of strength on the Boston Curb Exchange as a result of greater activity at the company's property.

The Federal Coal & Coke Company, a subsidiary of the New England Coal & Coke Company, in June produced 70,000 tons of coal, which is the largest amount ever produced by the company in any one month.

The funeral of Elmer E. Cole was held at his home in Billerica, August 1. Mr. Cole for years was in the coal business, and was widely known in Massachusetts. His death occurred at Bethlehem, N. H., where he went in search of health. The funeral services were attended by members of Thomas Talbot Lodge, A. F. & A. M.; Boston Chamber of Commerce, Billerica Board of Trade and many Boston, Lowell, Billerica, Chelmsford and Bedford friends.

Newspaper advices from McDondalton, Pa., state that contracts have been awarded for the erection of twelve more houses for the Brothers Valley Coal Company, which has headquarters in New York City. The big plant has a housing problem on hand. The mines are working full time, and a large number of miners are being employed. There are not enough houses to accommodate the families of these men. Recently a number of houses were burned and the miners families have been put to inconveniences since. Houses are very scarce up the surrounding territory, too, and the officials have been contemplating the buildings since the fire. It is estimated that more houses will be ordered built before the summer season is over.

Buffalo Trade.

BUFFALO, N. Y., August 5.—(*Special Correspondence*).—The anthracite shipments by lake for July were 449,012 tons, a large falling off from the same month last year, when shipments were 810,410 tons. The total to August 1 this year was 1,869,390 tons, as compared with 2,219,735 in the corresponding period of last year. The shipments for the past week showed some increased movement and amounted to 139,900 tons, as follows: Milwaukee, 49,000 tons; Duluth-Superior, 46,900; Chicago, 29,900; Ashland, 7,600; Fort William, 6,500. This is the largest shipment to Milwaukee in some time. It is hardly likely that the present month will be as busy in the lake coal trade as the same month was last year. The docks at the other end of the lakes are in a number of instances well filled with coal and the same condition will no doubt prevail through this month.

The retailers are not ordering anthracite to any extent, so the rail demand is light. No improvement is looked for right away, and it may be cold weather before any big increase in demand will take place. Most sizes are in plentiful supply with all the companies.

The bituminous trade is not showing any late improvement, though it is better than a few weeks ago. Orders are not being placed at all freely and there is some cutting of prices. The improvement in the steel trade is quite marked, however, and coal men expect to see increased business as a result. But the general situation is not satisfactory and any change for the better is likely to be gradual. The lake trade has been a disappointment all this season and it is still quiet. No activity is looked for until coal begins to move away from the docks more freely. Some mines are busy shipping to the lakes, but they are the ones which have favorable freight rates or some other advantage over their competitors. There is a good deal of complaint that some operators are getting rates which show discrimination, and certain mines with a long-haul freight rate are doing a pretty good business on low-priced coal.

The Canadian market is depressed as for some time and few new accounts are being opened there, as collections are below normal and credits are uncertain. Many concerns are now working on filling war orders, but domestic factories and other industrial concerns are doing little. Better times are looked for this fall in Canada.

Buffalo News Notes.

Max G. Voelker, sales agent of the Youghiogheny & Ohio Coal Company has gone on a two weeks' fishing trip to Oswego county.

W. H. Mufstader, vice-president of the J. B. Jenkins Coal & Coke Company has been confined to his home for several weeks by illness.

J. T. Roberts, sales agent of the Widnoon Coal Mining Company has returned from a vacation trip of about 1,400 miles into Pennsylvania. His automobile demonstrated its economic value by cutting expenses to about one-third railroad fare.

The new box-car dump which the Lehigh Valley Railroad is building at its coal trestle on the Tiffert Farm is getting on so fast that it is expected to be ready for use in about a month. This will take the place of the old wooden coal trestle entirely and is expected to unload a box car in two or three minutes, and in that respect will be a novelty in the business of handling coal.

The prospect of building the Lackawanna lake shipping trestle at the mouth of the Buffalo river, ordered by the Secretary of War, is somewhat changed from the time the order was issued in the spring. The company filed its plans before August 1, as directed, and when it found that the work could not be done until the state moved the Erie Basin breakwater. This work cannot be done right away, and may not for a year or two. The state is deepening the Erie Basin just back of the present trestle and will remove the breakwater when it gets to it, as the basin is now protected by an outer breakwater. It is not likely that anybody will complain if the Lackawanna work is delayed indefinitely.

Two persons were killed and five injured on August 2, when the automobile of Mrs. John W. Ross, wife of a Rochester coal dealer skidded on a freshly-oiled road near East Pembroke, about forty miles east of Buffalo. The two who were killed were Mrs. Paul West, twenty years old, and Charles West, five years old. Mrs. Ross sustained a broken rib and bruises, and others of the party were painfully cut and bruised. Mrs. Ross was formerly the wife of Charles C. West,

a well-known Rochester coal dealer, and she is the mother of the boy who was killed and the mother-in-law of Mrs. Paul West. The party was en route from Rochester to Niagara Falls when for some reason the car skidded and turned turtle, three of the passengers being pinned beneath it. Mrs. Paul West's head was severed from her body.

Baltimore Trade.

BALTIMORE, August 5.—(*Special Correspondence*).—With exports again jumping after a brief drop the first part of July, the coal trade is looking for some record-breaking figures either during August or September, or possibly for both months. During July a total of about 235,000 tons are loaded here as cargo coal for foreign ports. The last week of the month saw a movement of nearly 66,000 tons. With the large number of charters already announced for August and September loading here it would not be at all surprising to see the 300,000-ton figure left well behind for each month.

Along with the big movement of export coal the general tonnage is also on the mend. From most of the mining centers which are controlled from this city, or in which shippers here are particularly interested, come reports that there is an almost daily increase in the amount of coal being called for. True this increase so far has not brought the demand abreast of production possibilities, and prices have remained low, but the whole tendency of the situation is now apparently upward.

Speaking from a strictly local viewpoint, a steady increase in fuel demands may be expected here now that many of the largest firms are working on big war orders. There are probably thirty or forty large war orders, or parts of orders on sub-contracts, now being worked out by plants in Baltimore. The railroads here are all preparing for a fall rush. For instance the Baltimore & Ohio Railroad, with more than 100 idle locomotives standing in one of the terminal yards here because of drop in freight traffic, last week turned out thirty reconstructed locomotives from its shops to add to this standing list of motive power. The officials confidently expect that within a comparatively few weeks all the motive power will be needed for prompt freight movement. That an increased coal business will make up a big part of this is the firm belief.

Anthracite dealers here report that business is flat and collections are poor. The present summer is one of the duller in the history of the trade. That the fall will be a busy one seems assured, however, as many people who must have coal, and who ordinarily have it in the bins by this time, have neglected so far to get under cover.

Prices in the bituminous fields, as mentioned, have shown no particular sign of rejuvenation as yet, although there is a little more inclination not to let much fuel go at practically sacrifice rates.

Prices to the trade at the mines may be quoted as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.80 @ .85	\$2.23 @ 2.28
Run of mine .....	.75 @ .80	2.18 @ 2.23
Slack .....	.45 @ .55	1.88 @ 1.98
Somerset—		
Best	1.25 @ 1.30	2.43 @ 2.48
Good	1.10 @ 1.15	2.28 @ 2.33
W. M. R. R.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
B. & O.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
P. R. R.—		
Best South Fork	1.30 @ 1.35	2.48 @ 2.53
Miller Vein	1.10 @ 1.15	2.78 @ 2.83
Ordinary .....	.85 @ .90	2.03 @ 2.08

Baltimore Trade Notes.

The Bartlett-Hayward Company of Baltimore has closed negotiations for the manufacture of about \$12,000,000 of war supplies for the allies.

The Pennsylvania Railroad will shortly award a contract for the new coal pier in Baltimore. Dredging the approaches is already being done by the Mayland Dredging Company.

C. G. Appleton has been sent to Baltimore to take charge of the export business of Dexter & Carpenter of New York. An office has been opened by Mr. Appleton in the Continental building.

W. F. Coale, general manager of the Georges Creek Coal Company of Cumberland, Md., was a Baltimore visitor the past week. Another visitor was J. S. Brophy of the Piedmont and Georges Creek Coal Company of Frostburg, Md.

W. Goche of the Francois Coal & Coke Company of Clarksburg, W. Va., was one of the visiting coal men in Baltimore the past week

who predicted an early turn for the better in the fuel trade.

Of foreign charters announced the past week six were for South American delivery, five for Sweden, two for Italy and one for Spain.

Toledo Market.

TOLEDO, OHIO, August 5.—(*Special Correspondence*).—There are no new features to the market here but the slight improvement which has been noted for the past couple of weeks continues to hold and gives every evidence of permanency. There has been nothing of a startling nature but generally the call has been better and prices are a little better maintained than has been true for some time past. The rate reduction made by the Hocking Valley Railroad Company has not improved the situation to any extent according to local dealers and there is general dissatisfaction as to the territory covered by the rate decrease.

There is a trifle of weakness noted in the smokeless market recently and there is a tendency on the part of some operators to shade the price a little in order to secure orders. Prices were increased a little on August 1 as follows:

	F. O. B. Toledo	F. O. B. Mines
Smokeless—		
Lump and egg	\$3.70	\$2.25
Mine run	2.85	1.40

The demand for Hocking coal continues light and the threshing demand is very slow because of the extremely wet weather which has made it impossible for farmers to get into their fields to do their threshing. Many farmers in this section have been unable to cut their oats. This, of course, has taken from the market some of its natural impetus. The rate decrease has made no noticeable difference as yet. Price quotations follow:

	F. O. B. Toledo	F. O. B. Mines
Hocking—		
3-inch lump	\$2.50	\$2.35
1½-inch lump	2.40	2.25
¾-inch lump	2.35	2.20
Egg	2.25	2.10
Nut	2.15	2.00
Mine run	2.10	1.95

Massillon is practically a dead issue here and very little is moving at any price.

	F. O. B. Toledo	F. O. B. Mines
Massillon—		
Lump	\$3.25	\$2.50
Washed nut	3.25	2.50

But a few of the Pomeroy mines are being operated and the demand continues very light.

	F. O. B. Toledo	F. O. B. Mines
Pomeroy—		
Domestic	\$2.60	\$1.60
Egg and nut	2.35	1.35

There is some call for West Virginia products for domestic use and there is, of course, quite a good deal of coal being shipped in for lake movement. Otherwise there is little change in the situation.

	F. O. B. Toledo	F. O. B. Mines
Kanawha Gas—		
¾-inch lump	2.30	1.05
Mine run	2.20	.95

	F. O. B. Toledo	F. O. B. Mines
Fairmont—		
1½-inch lump	2.30	1.05
¾-inch lump	2.20	.95
Mine run	2.10	.85

	F. O. B. Toledo	F. O. B. Mines
Kanawha Splint—		
4-inch lump	\$2.75	\$1.50
2-inch lump	2.65	1.40
¾-inch lump	2.40	1.15
Mine run	2.25	1.00

Pittsburgh No. 8 operations are light and the demand is extremely low. Prices remain unchanged.

	F. O. B. Toledo	F. O. B. Mines
Pittsburgh No. 8—		
1½-inch lump	2.40	1.40
¾-inch lump	2.20	1.20
Mine run	2.10	1.10

Youghiogheny is securing its usual quota of orders which, however, is not large in this territory.

	F. O. B. Toledo	F. O. B. Mines
Youghiogheny—		
Mine run	2.45	1.20
¾-inch steam lump	2.55	1.30

	F. O. B. Toledo	F. O. B. Mines
Blossburg Smithing—		
Prepared size	3.20	1.75
Lilly smithing, prepared size	3.20	1.75

Kentucky operations seem to be fairly good and a number of the mines are running pretty well. The demand is fair.

	F. O. B. Toledo	F. O. B. Mines
Kentucky—		
4-inch lump	\$2.90	\$1.65
Egg	2.50	1.25
Nut, pea and slack	open	open

Cambridge, like all steam grades, is light as to demand and not specially firm as to price.

	F. O. B. Toledo	F. O. B. Mines
Cambridge—		
Mine run	\$2.10	\$1.10
¾-inch lump	2.20	1.20
1½-inch lump	2.40	1.40

Cannel continues quite active and prices are unchanged.

	F. O. B. Toledo	F. O. B. Mines
Cannel—		
Kentucky Cannel lump	\$4.60	\$2.75
Pennsylvania Cannel, egg	3.60	2.15
Pennsylvania Cannel, lump	4.20	2.75
Ohio Cannel	3.85	3.00

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Theory Underlying the Kuhn Mining Machine.

Last week there was told the news—the naked facts—about the mining and loading machine which H. A. Kuhn of Pittsburgh has perfected. That is to say, an eye, more or less trained to such things, observed the details of the machine and made such notes as coal men might find of interest. The details as to procedure and tonnage were given accurately but, even so, the first article presented merely the body and the mechanics of the device. Nothing was said about the basic theory of it. Before this article is finished it will be found that the theory bears the same relation to the machine that the soul does to the body; it makes it live and gives it character.

There is something definitely human about the Kuhn machine—perhaps because it expresses its author so much. For this reason, alone, it is impossible to understand this machine without understanding something of the man who is responsible for it. So we will begin to tell of the machine by saying something of H. A. Kuhn.

His mind has a capacity for independent thinking which—seeing such a faculty is uncommon—can only be made clear by an incident or two and a comparison.

Some years ago—it must have been all of fifteen—the writer of this article was reporting the railroad news for a daily paper and W. R. Woodford, of Cleveland, was president of a railroad. One day he said—he was trying with the utmost tact and kindness to correct a common tendency:

“You never can get the truth about any railroad by adopting the Wall Street, the legislative or its competitor’s point of view toward it. You must, on the contrary, learn to study each railroad as a unit. You must get first its financial facts, its traffic facts and its physical facts. Then, after seeing what relation these bear to each other, you must decide for yourself whether it is a good property or a bad one and whether it is properly managed. You must think for yourself.”

Independent Thinking.

His was a formula for railroad analysis, but it was more; it was a complete course in independent thinking. It opened a new world, for it took away all the borrowed opinions upon which most of us depend and sat a man down in the midst of a medley of naked facts to construct for them a theory comprehensive enough to take in all of them without doing damage to any one of them. He outlined a thinking process which can be likened only to packing eggs in a crate; each one must be fitted exactly in place, yet all of them must remain whole. By way of comparison, most of us who borrow our opinions are careful of one egg only; we think a lot of others while we bestow especial care upon one or two.

This old lesson on how to think was exemplified when H. A. Kuhn began to talk about mechanics—and other things. Indeed, so little time as an hour with him will convince any man that his mind follows no beaten path of thought on mechanics or anything else. Still, he is no revolutionist because he deals solely with accepted principles, yet he cuts free and clear of precedent, of borrowed opinions, and of most accepted notions when it comes to grouping his devices into a machine or to making a coal company pay. That is, he has a high regard for established truths without thinking it necessary to worship a commonplace arrangement of things.

As an example of how he begins to work at a problem and to solve it, he said:

“America must get 40,000 new miners in its coal fields every year merely to produce the increased tonnage demanded first by an increase in population and second by an increased consumption per capita. Also, America must get 20,000 more miners every year to replace those who are graduated out of the mines into other industries. This means that America must get, from somewhere, 60,000 new miners every year.

“Native Americans do not take naturally to the coal fields, regardless of the fact that we are the greatest mining nation on earth. Also, the sons

It Must Save on Labor Cost and Increase the Output Greatly Without Using So Much Power That One Saving Is Offset by Another Expense.

of imported miners do not adopt the trade of their fathers here as they do in Europe. Therefore, these 60,000 new miners annually must come mainly from abroad. The time is coming when we will not be able to depend upon an ever increasing flood of foreign workers. Then, what?”

That naked fact gave him a starting point. He knew that, because of a growing population and a larger use per capita, a steadily increasing production of coal is inevitable. He knew, too, that—especially since the European war—we must count upon a decreasing supply of foreign labor. His conclusion was unavoidable:

“We must have a machine which can mine and load coal and which will allow the miners now in the fields to do the nation’s work.”

He had there the skeleton work of what he had to do. Later, he filled it out by adding many specifications, but that was not done until he had spent years of hard work and more than a hundred thousand dollars in experimentation.

Having a definite object in mind, he worked at it methodically. He was an engineer by profession but spent his days directing a big business—so he hired a corps of engineers to get together a library on mining machines. He has a detailed description of every device ever used or proposed in America, England, Belgium, Germany and France. This library is indexed and cross indexed. It is compiled by subjects and by devices. It is arranged chronologically and alphabetically. You can begin at the bottom and work to the top or you can reverse the process. Whichever way you go about it, you can get from him all of the known information on the subject.

After that, he went to all of these countries to study both the conditions and the devices. He saw some machines work. He talked to old men about abandoned devices and learned why they failed.

This method of procedure was sufficiently orthodox to please even a Presbyterian clergyman. It is mentioned here only to show that he has a proper reverence for the old things and for the accepted notions. Right there he threw orthodoxy in the scrap heap and began, independently of the voluminous literature, to work the problem in his own way. He said at first—and none too wisely as it proved:

The First Theory.

“Lump coal production is a mistake. It is not right to mine it that way; it is not right to try to burn it in big pieces. Therefore, the proper mining method is to rip it out of the seam regardless of size. I’ll build a machine which will tear its way back to the boundaries of the acreage and then, in a furious campaign, will gut the mine retreating. I’ll let the roof fall after me if it wants to but I’ll get the coal quickly and get it cheaply.”

That was his first object. Consequently, he built several mining machines which would attain it. One, a compressed air machine, stood about as high as an average man and filled an ordinary entry from rib to rib. He put it up against a face and turned on the power. It began to tear out the coal so fast it was dangerous even to stand behind it. Some of these machines mined coal, all right, but they had two fatal defects.

Some dug coal so fast that nothing short of a continuous belt conveyor could have carried it away.

Each required practically an entire air compressor or dynamo on the surface to supply it with power.

That is, he could mine and load coal mechanically and could reduce the labor cost, but used too much power. Indeed, the increased power cost ate up the saving on labor. The only thing

he did was to solve the labor problem but that was not enough.

So, when he had taken the power readings and had computed the cost, he abandoned all these machines. He threw them—and his work and outlay—into the scrap heap. They are now only relics. He abandoned not only the design but also the very theory according to which they had been constructed. In the light of that experience, he said:

“It costs entirely too much to tear coal out of the solid by machinery. My next machine will mine coal in as large lumps as can be produced by skilled hand labor. It will handle coal tenderly. If the users want small coal, we can break it on the surface. The next time I will build a machine to mine and load coal but to do it with a minimum amount of power.”

His associates protested; they hoped to save something out of the wreck. But Mr. Kuhn would not listen. He abandoned the idea not because of any flaw in his mechanics but because the basic theory was wrong.

The Revised Idea.

Then began the work of constructing the new theory and of designing a new machine which would fit it. This ended in the demonstration reported last week.

The first question asked and answered was:

How can coal be broken down at the face while using machinery and still with the minimum use of power?

Undercutting and using powder is the universal practice. Mauling it down by machinery alone had just been proved too expensive. Shooting off the solid is too much like suicide. What cheaper way—what new arrangement of methods—was possible?

It took months of study to find the answer. Mr. Kuhn words his final conclusion somewhat after this fashion:

“Powder is an impartial agency which exerts its force when exploding in all directions from the starting point. An explosion is, in fact, the instantaneous conversion of a solid into gas. Since the gas takes up much more room than the solid, something has to give way. Therefore, if the point where the explosion takes place is near the rib and roof, those absorb as much of the force as does the coal to be brought down. Thus only about one-half the force of the powder is exerted to break down the coal. The other half is devoted to crushing coal or doing damage to the roof, mainly. This so damages the roof that it will come down at a touch. To avoid this, there is need for men either to support it or to remove what has fallen. Either one increases the cost of mining.

“I decided to place the shot where all the force of the exploding powder would be used to shock the block of coal that I wanted to remove. This led me to place the powder hole in the center, vertically, of the face and a little away from the rib.

“This would throw all the force of the shot—unless too much powder were used—into only the coal that was to be taken out at once. That is, the downward pressure of the shot would break down the lower half of the vein, this operation being assisted by the undercut. The upward pressure of the explosion would not be working against a cut, hence it would start merely the natural cleavage lines in the coal. To one side the force of the explosion would back up against the rib.

“This accounts for the exertion of force in three directions. What about the effect of the shot in the fourth direction?”

It was such penetrating analysis which gave Mr. Kuhn the first real conception of the character of machine needed by coal men. In fact, the question, “what about the effect of the shot in the fourth direction?”—the portion of the coal toward the center of the room—proved to be the pivotal point for the new machine.

While studying that question, it did not take
(Continued on page 128.)

An Explanation of How Coal Tar Is Recovered.

To the casual inspection of the man not initiated into the mysteries of coal tar products, the apparatus used seems wonderfully intricate, and almost beyond ordinary comprehension. To a chemist or engineer, the principles embodied in the different devices are often hidden even from the trained mind.

To fully understand such apparatus, one must first get hold of the fundamental ideas which brought them to the mind of the inventors. Therefore, let us try to deduce the theory which preceded the appearance of the various stills, condensers, and washers used in this line of work.

As the coke oven drives off the gases from the coal, at the necessarily high temperatures used, the various liquid constituents of the coal are also vaporized, and these vapors of the different liquids mingle with the heated gases, and leave the oven with them. Since, to be used by the medium of pipe conveyors, the gas must be cooled to ordinary temperatures, it is obvious that the contained vapors would, upon the temperature being lowered, condense in these pipes, and ultimately choke them. Accordingly, the

By P. W. Thomas.

The Author Tells How Tar Is Taken From the Gas; How Ammonia Is Drawn Off and How Many Primary Products Are Obtained.

first problem confronting the men who wished to utilize the gas from coal was that of removing such of these vapors as would tend to condense readily in the pipes of the system.

When condensed in a body, such vapors form at medium temperatures a liquid, which at ordinary temperatures becomes a fairly solid conglomerate mass, called tar. Tar, in addition to the liquids of the various coal vapors, contains a high percentage of free carbon, called amorphous carbon, which, without assuming a liquid form, yet changes from a solid matter, if subjected to heat, to a practically gaseous form, and redeposits on any cool surface.

The first problem, then, was the condensation of tar in such a way as to remove it from the gas without loss of the gas. Research made it evident that as the gas cooled to the temperature known as the dew point of the tar, small globules of tar appeared in the gas, but were not readily deposited from it. To fully clear the gas of these globules, three methods were found efficient:

I. To baffle the current of gas carrying the globules by obstructing the current with cool surfaces. The impact of the globules striking such surfaces removed them.

II. To cause such impact against the sides of a cylindrical vessel by centrifugal motion of the gas current.

III. To wash the gas with a liquid spray, the impact of the globules against the surfaces of the sprayed drops causing their assimilation and removal.

To take three types of tar washers which illustrate these principles definitely I have drawn the following figures from similar diagrams in Mr. Frederick Wagners' book on "Coal Gas Residuals."

Fig. 1 shows the cross-section plan of the Pelouze Adouin tar condenser. The gas enters the condenser at the inlet "D," passing up through the center to come out under the friction bell "A." This bell is suspended in a cylindrical casing which dips into ammoniacal liquor filling the well "C." The bell is cast in two pairs of concentrically enclosing cylinders, each perforated with holes. The gas entering under the bell, passes out through these holes, which are so arranged that as the gas comes through it strikes a blank space in the wall opposite, condensing with the impact. The inner bell has larger holes, and as the size of the holes decreases, the gas is "wiredrawn," which aids materially in condensation. The tar collects on the bell, and the surplus falls into the well below, where it is removed by overflow. The gas passes up into the chamber above, leaving at the outlet marked "E." The friction bell is suspended by a hydraulic lift which operates automatically with the make of gas, lifting as the make increases, and so bringing more holes above the surface of the liquor to take care of the increased volume of gas.

Of the various types of condensers using the second principle for the removal of tar, Fig. II shows the simplest, known as the Cyclone extractor. The gas enters at "A" the cylindrical casing "B," entering at a tangent. This causes the current to spiralize, with sufficient speed to cause the centrifugal force of the revolving globules to throw them against the walls of the cylinder, where they condense and run down into the storage tank "E." The gas, after whirling around the cylinder, leaves through the central outlet marked "C."

Fig. III shows the Standard Injector type of tar condenser. The gas entering at "A," follows the direction indicated by the arrows to meet a stream of hot tar from the injector. The hot tar spray meets the gas and falls through the current, carrying the globules of tar from the gas into the well beneath. A certain portion of the tar is continually pumped back through the injector, the surplus being removed to a storage tank by overflow. The gas leaves the condenser through perforations in the outlet pipe.

The above principles are those upon which all types of condensers and washers for taking coal products work, though the variations in form

are many in number, and some are more efficient than the types given.

Having taken the tar, most manufacturers have found it advisable to immediately separate the ammoniacal liquor by settling tanks, the liquor being stored from overflow, and the tar removed for treatment. To remove all ammoniacal liquor, the tar is now heated to eighty-five or ninety-five degrees F., and after being filtered, passed into the drum of a centrifugal running at a speed of 2,500 revolutions per minute. This thoroughly separates all ammoniacal liquor from the tar, which yields the manufacturer increased revenue from the sale of ammonia free tar, and from the sale of the liquor or ammonium sulphate. Mr. Wagner calculates that after deducting labor, cost of operation, interest, and amortization of capital involved, a plant separating 2,800 gallons of tar per day, and so obtaining 2,352 gallons of ammonia free tar and 448 gallons of ammoniacal liquor, pays a net return of \$5.55 per day.

Cyanogen, a very poisonous gas, is usually

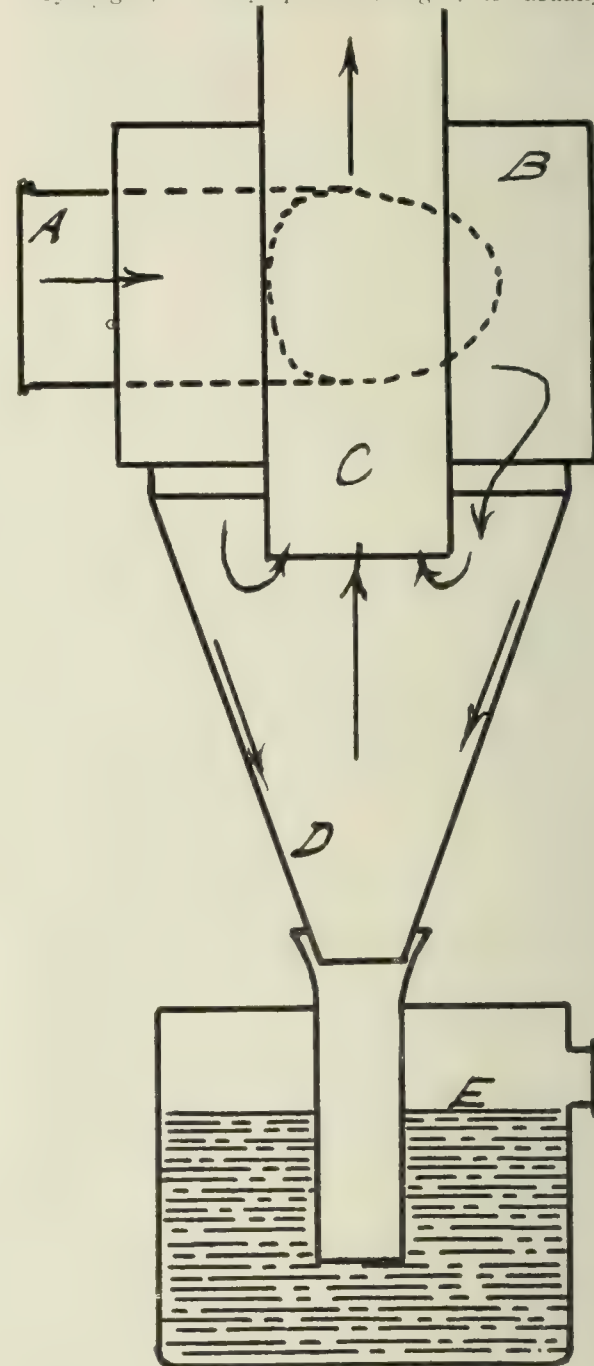


Fig. 2. The Cyclone Extractor.

taken either before or immediately after removing the ammonia from the gas or tar. If taken before, by the Feld process, the yield of ammonia is slightly larger. Many attempts, some successful, have been made to decompose this gas and place the nitrogen in combination with hydrogen to form additional ammonia. The profit at present would not be so great as to remove the gas in the formation of cyanide of potassium, however. In this respect, two processes are in general use, one the Bueb process, which takes cyanogen in the form of a press cake, and the other the Feld process, more economical, which takes cyanogen in the form of a sludge, at the same time liberating hydrogen sulphide gas which is combined with the ammoniacal liquor to yield direct ammonium sulphate. The processes are both conducted in washers, the Bueb washer using copperas solution as an absorbent, and the Feld washer using milk of lime. While the washers have minor differences, the washing principle is used entirely. However, in these more advanced

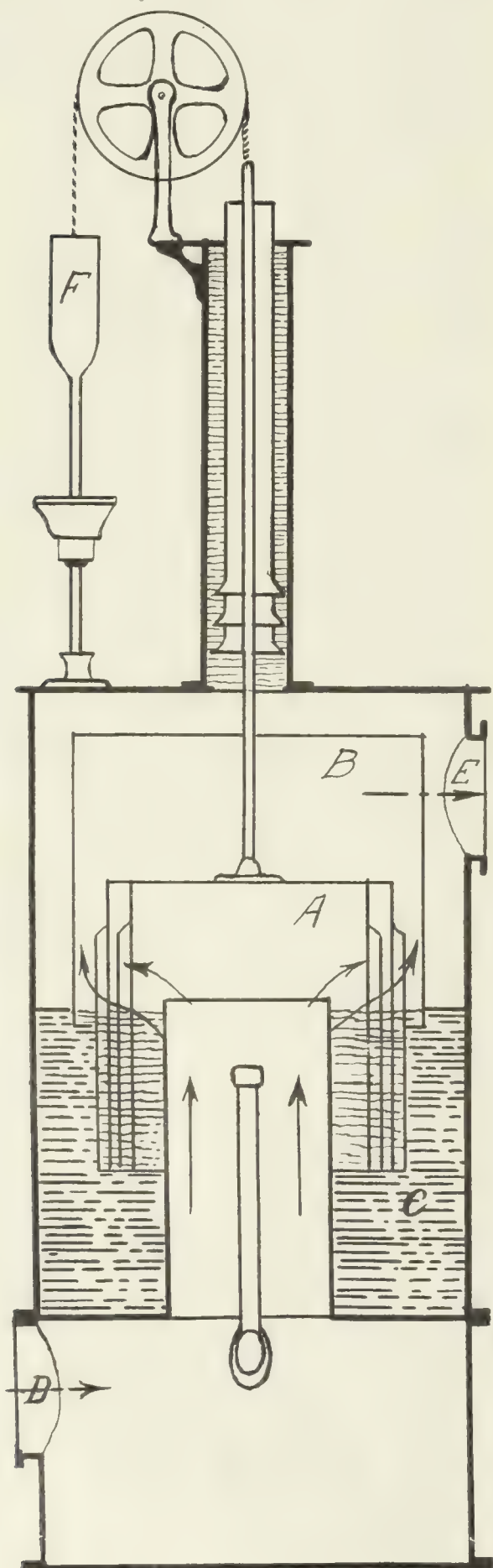


Fig. 1. The Tar Condenser.

forms of washers, the gas enters at the bottom, and the washing fluid at the top in a fine spray. Therefore the liquid in falling, meets the current of gas rising and obtains additional impact, and additional absorbing power, without the use of injector pumps.

When cleaned of ammonia and cyanogen, the tar is ready for fractional distillation, and is placed in a coke oven or retort. I have in previous articles taken up the steps of this work, and described the products. It does not seem necessary to further describe the apparatus used in fractionating the tar by heat, save to explain that when heated, at certain degrees the vapors

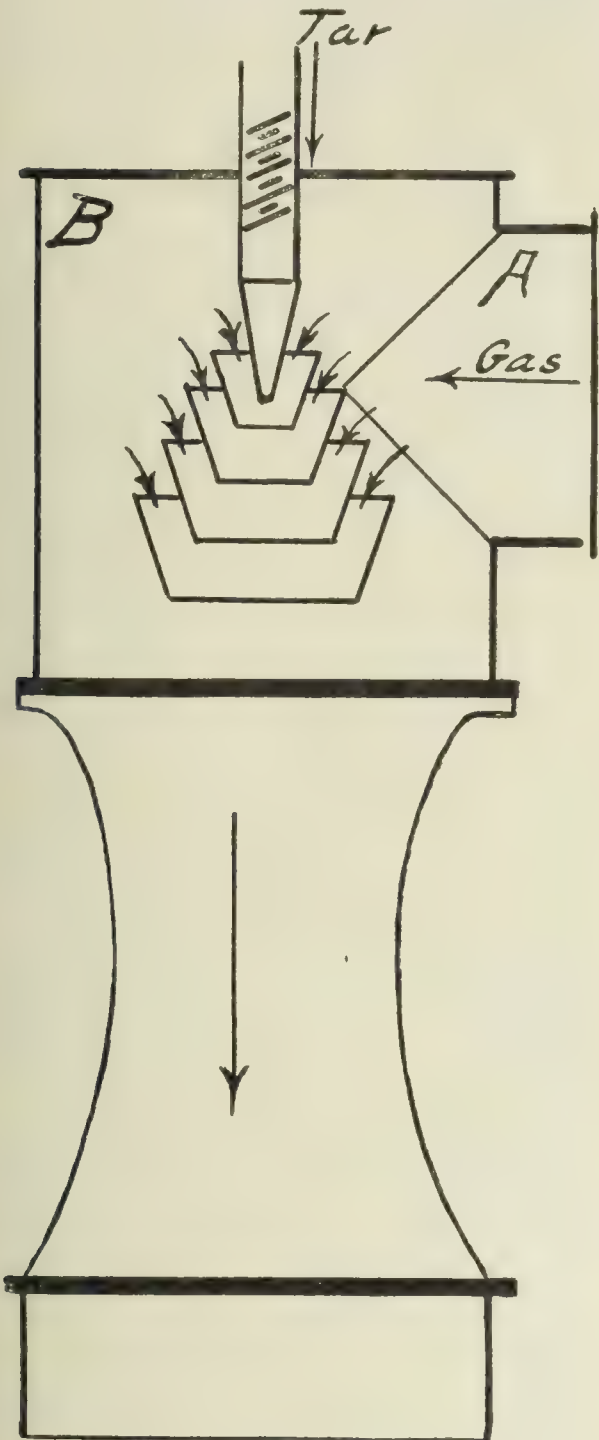


Fig. 3. Standard Injector Type.

of each oil or liquid produced are given off, and must be condensed again separately by employing one of the principles set down.

Naphthalene is a solid crystalline substance, melting at 174 degrees F., boiling at 424 degrees F., which in quantities is injurious to gas, but in small amounts increases the lighting power of gas. The majority of the naphthalene present will be condensed in the tar, and if redistilled, can be washed from the vapor with several solvents, using any good type of washer. Anthracene oil, creosote oil, hot water gas tar, or the waste from other distillations called naphthalene washers, may be used to remove the naphthalene from the distillation vapors of the oven. The vertical washer which sprays the vapor more thoroughly is generally used.

So, in turn, the mechanical treatment of the tar repeats this procedure in taking each separate basic product. The tar is heated to that known temperature at which the desired product alone, as nearly as possible, is vaporized from the conglomerate hot tar liquid, and carried off as vapor to a condenser or washer and there removed. Once separated, the product may be further purified and treated to reach a marketable result. Such treatment is chemical rather than mechanical, and is seldom carried on entirely by the manufacturer, who rather seems to sell his product at the earliest marketable stage of its production.

The processes given above all necessitated constant alternate vaporizing and condensing of the tar constituents. Walther Feld, after applying new principles in washers in various branches of the distillation process, conceived the plan of taking the oven gases, which contained all the vapors of the different elements, and successively condensing each vapor by washers. After years of determination relative to the critical heats of condensation for each product, Feld perfected a series of eleven washers, of the vertical type, wherein the entering oven gas is successively washed clean of the principal vapors separately contained in it.

It is interesting to know that this process, as far as mechanical treatment is concerned, aptly shows the dependence of the by-product business on its own products. Feld has shown that when a vapor approaches its dew point, it is most readily absorbed by the liquid of its own condensation. Thus, the absorbents used in the washeries are all coal products. Pitch vapor is removed at the temperature of its dew point by being washed with liquid pitch of the same temperature. Each element in turn is removed in separate washers through which the liquid of that element, or the liquid of the nearest possible

similarity, is sprayed. Napthalene, not a liquid at the required temperature, can be removed with the oils closest to it in temperature of the dew point.

Then it can readily be seen that the foregoing mechanical treatment of coal products does not need labor of more skill than that already employed in our own coking plants. The products of such treatment are the raw basic elements which the chemist must take in charge, but these same raw products have a value which makes the mechanical treatment alone one of profit.

The chemical treatment of the raw products is of a more technical nature, and of more interest to chemists than coal men. However, the coal men may be sure that if they undertake to produce the basic materials, the chemists will be on hand to treat them or buy them for treatment. Already the demand for these products far exceeds the apparent supply, and the indications are that the demand will increase enormously, even with the close of the war and the resumption of German trade. As yet, the war has made but little shortage of supplies—the trouble has principally been a fear of shortage—but even with a normal import trade, the demand is greater than the supply.

Lignite as First Aid to the Settler.

By F. L. Clark.

What the presence of lignite coal in such enormous quantities and over such a wide territory in western North Dakota and eastern Montana is meaning today and has meant the last ten years to homesteaders and farmers can scarcely be realized by anyone who is unfamiliar with conditions. There are those who go so far as to say that without this omnipresent lignite the settlement of these lands comprising an area greater than the New England states would have been delayed indefinitely. The great stretches are absolutely bare of trees with the exception of brush and cottonwoods along the streams.

In the old cattle days the ranchers built their houses near the rivers and creeks. There were so few of them that the timber along the water courses sufficed for their needs. Fifteen years ago the homesteaders began coming in. Within the last ten years tens of thousands of them have settled in the region. Homesteads have been taken up as far as a hundred miles from a railroad, while a distance of forty and fifty miles is extremely common. The writer recently lived on a claim in northwestern North Dakota forty-eight miles from a railroad. There was no timber for miles. It cost a cent a pound to have freight brought from the railroad. Obviously, at \$20 a ton merely for hauling there are few homesteaders who could stand the strain of a fuel bill through the long, severe winters.

Think, then, what it has meant to the settlement of this region to have veins of lignite coal within walking or teaming distance of almost every farm; and this is the case over thousands of miles of territory. Many settlers have lignite beds on their own quarter-sections and obtain with a pickaxe and shovel all the fuel they need. Those who buy are required to pay only a little more than the cost of hauling. This ranges from \$2.00 to \$4.00 a ton, according to the distance to be covered. There are springs issuing from many of the lignite veins. On a ranch near Watford, North Dakota, three springs bubble out of a bed of lignite within a few yards of the house, the rancher thus having a water supply and a fuel supply provided by nature at his back door.

The region is rapidly developing and railroads are bringing the farmers and homesteaders constantly in closer touch with the outside world. There are still, however, many thousand people west of the Missouri river in North Dakota and eastern Montana thirty miles or more from a railroad. They use no fuel but the lignite they obtain from local mines. Furthermore, they like it so well that after the railroad comes and the towns build up they go on using it almost exclusively for domestic purposes. Electric light plants and small manufacturing concerns, as they are established, make use of lignite to the exclusion of shipped-in coal. The government uses it in its power plant for the Williston irrigation project in northwestern North Dakota. It is also the fuel consumed exclusively in all public buildings in North Dakota.

And yet this same resource was considered worthless twenty-five years ago. An old Da-

kota pioneer tells the following story of the discovery of its value as a fuel:

"In territorial days there lived on the banks of the Missouri above Bismarck one John Warren. His shack was located near a large vein of lignite. Alexander McKenzie, one of North Dakota's most famous citizens, had occasion to stop with Warren one cold winter's night and discovered that the shack was comfortably warm with lignite which Warren had dug out of the nearby vein.

"Upon his return to Bismarck, Mr. McKenzie told a number of citizens of that place that Warren was burning lignite, and advanced the opinion that there was no better fuel to be had in the northwest. The Bismarck people received the statement with skepticism, for Warren's reputation for veracity was not of the best.

"Mr. McKenzie, to make good his claim, purchased a suitable stove and set it up in his office in Bismarck. He then secured a quantity of lignite coal and invited a score of friends to call a certain cold evening. Within a few minutes after the party had assembled the stove got so red hot, and the room also, that everyone declared themselves perfectly satisfied that North Dakota lignite would burn and give forth heat—in fact, more than satisfied.

"Mr. McKenzie, as he traveled about the state later, gave wide publicity to the value of lignite."

Canadian Toluol and Benzol.

[Consul Henry P. Starrett, Owen Sound, Ontario.]

Recent press notices state that the conditions brought about by the war have served to create an industry new to Canada—the manufacture of toluol and benzol as by-products of the coke ovens.

Toluol is a hydrocarbon used in the manufacture of dyes and also in production of high explosives. Benzol is also a hydrocarbon, the chief raw material of the artificial-dyestuff industry and a fuel that can be used in internal-combustion engines as a substitute for gasoline. Half of the benzol output of German coke ovens was used for motors in 1913, and at present it has almost completely replaced gasoline for automobiles in that country.

At least one large Canadian steel company has received a contract from the Canadian government for its output of toluol, and the same company expects important contracts in the future from the British government.

[The separation of the two hydrocarbons from coke-oven gas involves the construction of "benzol scrubbers," and the separation of the two compounds from each other and in a relatively pure state requires the erection of suitable stills. The cost of a benzol plant for a battery of coke ovens handling daily 2,000 short tons of coal is about \$300,000. Such a plant produces daily about 4,600 gallons of crude benzol. The daily output of pure benzol is about 2,700 gallons, of toluol 640 gallons, and of other useful hydrocarbons, solvent, naphtha, etc., 680 gallons.]

Possible Substitutes for Anthracite Coal.

Anthracite coal is an ideal domestic fuel. It is clean, smokeless, burns slowly, hence holds a fire for a long time; is hard, strong and does not break easily and is of small volume. After the exhaustion of wood fuel, it had for many years little or no competition in the markets of its natural territory.

Conditions in recent years have, however, caused a considerable increase in its cost, and this has not only given an opportunity to the substitute for anthracite, but has shown that some other form of fuel will find a continually increasing market in its replacement. As a substitute of importance, semi-bituminous coal has easily first place. Next in order comes coke, a comparatively new fuel in the domestic trade.

Coke possesses some of the advantages enjoyed by anthracite; in other respects it is not equal to hard coal. In heating power and freedom from smoke it is equal. In price it has an advantage as it sells for less; in fact, it must sell for less to obtain a market. Each fuel being smokeless, this feature cancels out of the problem, leaving price as the only superior feature of coke to offset its disadvantages, but price is an universal cure for most all ills.

Character of Coke.

The handicaps borne by coke are of two kinds—one of a physical character, the other of a commercial nature. Regarding the first, some one in attempting to illustrate the peculiar physical nature of coke has said that it possesses in a marked degree, the physical characteristics of an egg, an emery wheel and a sponge. Like an egg because it is fragile, delicate and easily broken. Like an emery wheel because the walls of its cells are sharp and hard, cutting and rapidly wearing shovels, conveyors or any handling appliances. Like a sponge, because it will absorb a very large amount of water. The reason that coke absorbs so much water, is the same reason that it is of such large volume, and this is because of the large cells of its structure like the comb of the honey bee.

Anthracite is just the opposite in these respects, it is very hard and is the strongest of all coal fuel; it does not cut or scratch like coke; it is very dense so it does not absorb water to any appreciable extent, and being dense it does not have the open cell structure. It is therefore of small volume, or in other words, it is very heavy, occupying small space.

The large volume of coke is a feature of difficulty to the dealer, as it requires more space for storage, and less quantity can be transported on wagons, or to haul the same quantity, the loads must be made larger. To accomplish this requires the use of side boards or other special means to allow of the load being built up higher. This makes it more difficult for dealers to stock up during spring or summer as their storage space usually does not allow of the stocking of large amounts as with anthracite.

The Firing Problem.

Another of the problems with coke is its firing. People are disposed to follow practice that gives good results with anthracite, and unfavorable results follow. Coke, however, may be burned with equally good results if fired properly. The principal feature in good firing is the maintenance of a thick fuel bed, if this is done excellent results are had.

The reasons why a thicker fuel bed is required with coke is that it burns more freely than does anthracite and it does not produce as compact a fuel bed, the spaces between the pieces of a corresponding size being larger and more irregular than with the coal. The demand for coke is growing as consumers learn to use it, and as they realize a saving in their fuel bills. But the manufacture and marketing of coke for domestic use are attendant with much more difficulty than with coal.

Domestic coke is always a by-product; if it were not, it could not be marketed in competition with coal. Formerly, it was principally the residue of the illuminating gas retort, and to some extent a residue of oil refining. In each case, it found a market in the vicinity of its production, because it could not bear the addition of transportation charges. More recently, however, coke from coke ovens of the by-product type, has entered the market.

By A. Bement.*

A Discussion of Coke as a Fuel for the Replacement of Anthracite—What Coke Makers Have Done to Manufacture Fuel.

This is the fuel with which the public and dealers have had most to do and the one to which most consideration must be given.

Never as yet have by-product ovens been established for the purpose of supplying domestic coke, the enterprise would not be profitable because the market could not pay the price necessary to insure the oven a profit. The by-product oven is a complicated commercial proposition, much different from coke manufacture with the old beehive oven, with the latter, coke was the only product and only one grade of coke was shipped, and this being a high grade article suited to the use of blast furnaces and foundry cupolas, it could bear any necessary transportation cost, because there was no substitute for it, therefore, distance was no bar to market. The oven being a very simple and cheap affair located at the mines where real estate was cheap, fixed charges and maintenance were very low. The by-products were wasted and the small coke thrown away as was once the practice with fine coal in certain mining localities.

The by-product oven, however, is a very different affair than its old predecessor as it produces, besides a high grade furnace and foundry coke which is the main product and is the principal excuse for the existence of the plant, other by-products in the form of domestic coke, illuminating gas, tar, and chemical products in the form of sulphite of ammonia. For the plant to be successful a market must be had for all of the products, and this is a problem of no small magnitude.

Gas and domestic coke are both products, which will bear but little transportation costs. The only markets available for the gas are the gas supply of a city, or for industrial uses, such as a steel works, if the ovens are located at such a plant. The city gas supply is, however, the best market as it is a service that can afford to pay the highest price. This means that the ovens be located in, or at, a large city.

The domestic coke demanding a large market within a short radius also requires that the ovens be located at a large city. It, of course, is desirable from the standpoint of the furnace coke that it also find a market near by. While this is not necessarily essential to the successful marketing of the high grade coke, as it is with the gas and the domestic coke, yet it is a desirable feature. It is apparent from the foregoing that a large city is the best place for a plant of by-product ovens; also that if blast furnaces and foundries are among the industries of such a city, they also not only contribute to the success of the enterprise, but make possible a low priced domestic coke.

Source of Raw Material.

Coke has always been made from some special seams of coal, or from some particular locality which produces what is known as coking coal, either from a straight coal or from a mixture of coals. This is not because such is the only coal that will produce coke, but because the requirements for structure, strength, sulphur and ash content, can be secured with it. Any coal will make coke, but only certain coal will make a furnace coke and this product is the controlling factor.

At the present state of the art it will not pay to coke the grades of coal which have been known as non-coking. They will not make a furnace coke, and it would not pay to market the entire product as domestic coke. There has been much activity in the coking field since the advent of the by-product oven, and at the present time there are rumors of "new processes," which is to coke various low grades of coal, changing poor coal into good coke, which give more promise of financial losses than of good coke.

In the line of coke proper there have been some experimental work in this country and Europe, having for its object the removal of

certain objectionable features of bituminous coal, the principal one being smoke. The theory is that if the smoke making constituents could be taken out leaving, not a coke, but an "improved form of coal," it would be a very desirable thing. These processes have only resulted in the production of a slightly coked coal, and while destroying the coal structure, have only attained a semi-coke of a very soft and mushy structure.

Coke has come to stay as a domestic fuel, its use is attendant with economy, and its marketing will be extended as dealers become equipped with the special problems involved.

Taking Coal from River.

Removal of coal deposits from the bed of the Susquehanna river for industrial use is to be undertaken by the Citizens' Electric Illuminating Company, beginning this week, on a scale that will definitely determine the feasibility of such an enterprise, says the Pittston (Pa.) *Gazette*.

Many persons have noticed and inquired concerning the odd-looking nautical structure that was recently erected just above the Ferry bridge. This is the boat, or dredge, which is to figure in the new industry. The Citizens' company has contracted with H. Pfingsten to operate the so-called dredge, and Mr. Pfingsten has built the equipment, consisting of the dredge, a 32x14 foot flat boat and two coal boats.

The plan is to raise the coal from the river bed by means of a six inch centrifugal pump, driven by a vertical engine installed in the boat. The pump has sufficient suction power to raise the coal deposits into the boat, where these can be screened through into the coal boats, which are to be rigged alongside the dredge. The coal will be removed to a point on the east side of the river near the company's plant, from which it will be hoisted by a conveyor line to an elevation and run through a crusher, reducing it to rice size or much smaller.

Mr. Pfingsten had previously engaged in the dredging business, but found little or no market for the product. Officials of the light company said that this was because the deposits are practically screenings, not of the cleanest, and are undesirable for commercial use; in fact, it was stated that probably the only industry in Pittston that could use the coal from the river was the Citizens' plant, with a special fire-box under its boilers that would consume the finest siftings of anthracite. The company plans to operate the dredge during the months when the river is sufficiently low, and in the winter season to fall back on the culm bank of the old Clear Spring colliery, which it purchased some years ago.

Dredging coal from the Susquehanna is done extensively in Columbia county, south of the anthracite fields of the Susquehanna valley, and commercial sizes marketed. Further south, at Harrisburg, screenings are dredged. The Harrisburg Light Company in 1914 pumped out 29,000 tons of screenings. There is a big bed of coal deposits under the river on the east above Ferry bridge. This was left there by the coal-thickened Lackawanna tributary.

The receipts and shipments of coal to and from Cincinnati, as reported to the Chamber of Commerce for July, 1915, and July, 1914, show a comparison as follows: July, 1915—Receipts—Bituminous coal, rail 93,105 tons, river 101,858 tons, total 1,094,963 tons; anthracite, 790 tons; coke, 7,203 tons. Shipments—Bituminous, rail 1,030,391 tons, river 9,722 tons, total 1,040,113 tons; anthracite, 214 tons; coke, 2,915 tons. July, 1914—Receipts—Bituminous, rail 332,467 tons, river 146,605 tons, total 479,072 tons; anthracite, 590 tons; coke, 4,225 tons. Shipments—Bituminous, rail 122,391 tons, river 35,213 tons, total 157,604 tons; anthracite, 578 tons; coke, 1,587 tons.

Orders have been received by Thomas O'Neill, agent in Superior of the Sunday Creek Coal Company, to dispose of the stock remaining on the dock as soon as possible and close business for the present. This is in line with the orders sent out to the company's Milwaukee dock and is a result of the rate fight in which the company is involved in Ohio. At present there are only about 30,000 tons of soft coal on the dock. The property was previously owned by the St. Paul & Western Fuel Company.

*Consulting Engineer, Chicago, Ill.

Ohio Rate Hearing Becomes Important.

COLUMBUS, OHIO, August 11.—(*Special Correspondence*).—Hearing on Ohio coal rates in the action brought by miners' union officials before the State Utilities Commission took a recess on the 6th inst. until the 17th, after being in session two days. Illness of Trainmaster Sisson, of the Hocking Valley, one of the chief witnesses summoned by the plaintiffs, was the immediate cause of adjournment. However, the proceedings gave evidence of taking on such large importance that both sides desired to make better preparations.

Among the early witnesses was Professor Frank A. Ray, of the mining engineering department of the Ohio State University. He stated that only six percent of the available coal supply of the state had been mined. Production had steadily increased from 19,500,000 tons in 1900 to 36,000,000 in 1913, but the amount produced last year was less than 15,000,000 tons.

H. Q. Wasson, general freight agent of the Hocking Valley Railway, in explanation of the low rates on West Virginia coal for Toledo received by the road at Armitage, Ohio, acknowledged that 31.5 per ton was the tariff on tonnage received from the Norfolk & Western and 55.3 from the Kanawha & Michigan Railway.

H. B. Dunham, a former general freight agent of the Hocking, said that the road was forced to accept such rates in order to get tonnage that was being hauled by the Cincinnati, Hamilton & Dayton Railroad on delivery by the Chesapeake & Ohio. On business of this character, it was claimed the Hocking Valley was at no expense in assembling the shipments, and supplies none of the equipment in handling the same, except the engine and crew to make the haul to Toledo.

M. S. Connors, general manager of the Hocking Valley, testified that he reported to M. J. Caples, vice-president of both the Hocking and

the Chesapeake & Ohio, and that it was his understanding that the latter owned the greater part of the stock of the Hocking Valley. The object of the prosecution in drawing out this information was to show that the Hocking was controlled by a southern railway.

The miners won a point at the beginning of the hearing when the commission ruled that the railroads cannot offer a defense that mining conditions and prices of production, as between Ohio and outside coal fields, are responsible for present inactivity in the Ohio mining centers, rather than exorbitant freight rates. Effort of the Hocking Valley Railroad to be dismissed from the list of defendants on the technical ground that it had just recently lowered rates from Nelsonville to Columbus and northbound points as far as Toledo, was overruled by the commission for the time being at least.

It is conceded that the present action is going to be a battle royal between the coal interests and the railroads. It has developed into much greater importance than was anticipated when the case was filed. The hearing rooms of the commission were found to be too small to accommodate the attorneys, witnesses and interested spectators, and a room at the county court house was secured for the purpose. While on the face of it, the case is one brought by the miners, the operators of the state are back of the movement. Their announced object is to have the differential against West Virginia coal increased from twenty-five cents to fifty cents per ton. The railroads are willing to make a small concession, but want it to come through the authority of the Interstate Commerce Commission, being opposed to any recognition of the State Utilities Commission in fixing rates. Thirty-nine railroads are named as defendants.

England Has Serious Coal Problems.

Heretofore, England's coal owners have had to contend with a miner's strike; a restriction of exports; and a scarcity of miners due to enlistment. Now they have to face the need to sell coal at prices fixed under government regulation. Recently the price of coal (limitation) bill was passed by Parliament.

The bill is considered by English mine operators and the trade press of England as being needlessly drastic. The *Colliery Guardian* says that it "is very nearly the last straw, and certainly the man who takes upon himself the responsibility of winning coal orders under the conditions now imposed must be very bold or foolhardy." The coal operators have promised the Government to do their utmost to facilitate the enforcement of the law. The act is outlined in detail by the *Colliery Guardian* of London, as follows:

"The act, which is now in operation, is to have effect during the continuance of the war and for a period of six months thereafter. It applies to all sales of inland coal, with the exception of sales in pursuance of a contract made before the commencement of the act; but it is provided that sales of 'excepted' coal contracted for between April 1, 1915, and the date of the act, and delivered after October 29, 1915, may be brought under the act on the application of the buyer, the Board of Trade having power to extend this period; 'excepted' coal is defined as 'coal supplied for domestic or household purpose to any locality, or to any undertakers supplying gas, water, or electricity in any locality in pursuance of authority given by an act of Parliament, or by an order confirmed by, or having the effect of an act.

"The act applies not only to coal sold, but also to coal offered for sale; and it is important to emphasize the point that 'sold,' as regards the basis period, July 1, 1913, to July 1, 1914, means not 'delivered,' but 'contracted for'; in other words, coal is deemed to be sold when a contract is made.

"Before dealing with the effects of the act, we may examine some of its provisions. It is difficult to offer more than a conjecture as to the true construction of some of these, and were this an ordinary act it would give rise to an unending flood of litigation. Against this there are two safeguards; in the first place, all questions are left to the arbitrament of the Board of Trade, even as regards the facts incident to prosecutions under the act; and, secondly, we may hope that parties injuriously affected by the act will resolve to compound their grievances,

if only to assist the Government in carrying out their onerous duties. Those who have a genuine conviction that this contempt for the 'sanctity of contracts' strikes at the foundations of commercial morality, must keep it to themselves, preserving their energies for the time when these honorable conventions have to be restored to their proper eminence.

"Of the questions that may arise, one is as to who is the 'owner of the coal at the pit's mouth.' We think it is clear, however, that the section covers the case of a factor or merchant who is the owner of the coal at the pit's mouth, and in the report stage Mr. Runciman added the words 'directly or indirectly,' which gives the Board of Trade a wide discretion. Sir Edwin Cornwall's attempt definitely to exclude the factor was defeated.

"The expressions 'same description' and 'similar conditions,' which occur in section 1, may also give rise to trouble, because no two contracts are alike, and there may be sales for which no comparative basis exists; this is another task assumed by the Board of Trade in the last resort. One point, however, of considerable importance to coal owners who, as in Lancashire, engage in the retail trade, was elucidated by Sir Clifford Cory; it was felt that if coal owners were bound down at their depots to a bare 4s increase, they would be prejudicially situated in competition with other merchants; in such cases, however, the owner will be able to add to the standard the difference in cost of transport, cartage, etc., so as to place him on the same footing as the merchants.

"The act provides that the standard amount of 4s may be increased where representations are made by certain classes of mines. The Irish mines have been specifically eliminated from the act, and some sort of promise was held out in the case of the Kent collieries; it appears, however, that such applications can only be made by the owners of a class of mines in any district and not by individual owners. We have no doubt that the Board of Trade will be inundated with such applications.

"Mr. Runciman showed in the course of the debate that his department does not share the ridiculous estimates as to the rise in cost cherished by some of the representatives of the 'back-streets.' The figure arrived at by the Board of Trade, whilst it may be a fair average, does not, even with the additional shilling, cover the rise in cost in many cases, and such collieries can make a fair claim for consideration.

"Coming now to the penalties for infractions, it may be observed that aggrieved parties can either proceed for recovery in the commercial courts or apply for a conviction under the act. In either case the Board of Trade is the final tribunal, and amendments have now been inserted whereby a contract is not vitiated by a contravention of the act, except as regards the price, and penalties will not be inflicted where the contravention has been innocently committed."

Continuing on certain points in the act that are considered unfair to the coal trade, *The Colliery Guardian* says:

"Such points as these might be labored illimitably, beyond the boundaries of our space. These defects crowd upon us, because the act is fundamentally unsound. The pregnant fact is that the output of coal is insufficient for the needs of the country; it is no assistance to the consumer to tell him that he must no pay more than a certain price for his coal, if he is unable to obtain it. The act merely complicates his difficulties, because not only does it destroy the incentive to increased production, but it does not give the buyer any means of overcoming the geographical and other disadvantages under which he may labor, by the offer of correspondingly better terms to the owner of the coal. We are still convinced that the only fair and proper way to achieve the objects aimed at by the act was for the Government to take over the distribution of all the coal raised, or, like the German Government, to assist the coal owners to organize some workable scheme on the lines of the Westphalian Kohlenkontor.

"Any excessive profits might then have been dealt with on the lines of the amendment introduced by Sir Joseph Walton, by a system of taxation, to which everybody would contribute. As it is, the coal mines have been singled out for taxation, not because they are best able to bear it, but because their coal is a veritable necessity. At the same time there is no coal owner sufficiently optimistic to believe that this enforced sacrifice is going to benefit the nation in any way."

New York Golf Tournament.

The New York Coal Trade Golf Association had an ideal day on Tuesday of this week for their second tournament of the present season. This tournament was held on the links of the Greenwich Country Club, at Greenwich, Conn., of which Colonel R. B. Baker, president of the New York Coal Trade Golf Association, is a very prominent member.

Due to the vacation season, there was not a full attendance of the members of the association, but, notwithstanding, there was a very representative party of coal men and their guests. There were two rounds of play, in the forenoon and afternoon, and at the conclusion of the day about two dozen sat down to dinner at an immense round table on the veranda of the club house and listened to some good singing and impromptu speeches. Colonel Baker presided.

The members of the association taking part in the tournament were Colonel R. B. Baker, W. H. Temple, W. D. Eyre, A. E. Metlach, G. J. Geer, G. M. Dexter, J. E. Parsons, M. Naun, F. W. Saward, E. R. Brevoort, Dan. Anthony, DeL. Hendrickson, R. M. Bryan, E. Coe Kerr, G. J. Geer and J. E. Davis. Among the guests of the members were Andrew Baxter, J. H. Temple, Jr., J. R. English, A. J. Billin, T. B. Davis, R. A. Floyd-Jones, Frank Speakerman, Irving Brown, Chris. Bambach, R. C. Gillespie, A. McDougall, R. J. Buchholz and J. S. W. Holton.

The prize winners were as follows:

First prize, a silver cup presented by Colonel Baker, was won by J. E. Parsons, for lowest net in thirty-six holes.

G. J. Geer, E. Coe Kerr and J. E. Davis tied for the second prize, a cup presented by Colonel Baker.

DeL. Hendrickson won the kickers' handicap for thirty-six holes. The prize was a box of golf balls.

T. B. Davis and A. J. Billin tied for the silver cup for the visitors' handicap.

Chris. Bambach won a box of golf balls as one of the prizes for visitors.

It is planned to have a meeting real soon on some convenient course so that the ties can be played off.

The next one day tournament is set for September 14.

A Statement About the New Coal Association.

A. M. Hull, secretary-treasurer of the New Coal Association, has issued the following statement:

"The general aim and purpose of the National Coal Association as adopted at the annual meeting is as follows:

"The object of the National Coal Association shall be to advance the general welfare of the coal industry, and in furtherance of this aim the National Coal Association shall promote the educational development and social relations of the trade members and shall stand for absolute integrity in business matters both between members of the coal trade and with the consuming public."

"Primarily it was agreed to retain the social and fraternal features of the Order Kokoal, but to make it a purposeful trade organization by adding educational features,

"There is absolutely no question as to the broad field and wonderful opportunities for helping in a practical way all branches of the coal industry in all the various localities. The important thing is where to start first. Evolution will develop other departments rapidly as we go along.

"Personally, my idea would be to make the National Coal Association a general Clearing House, for all the different existing coal associations. In other words, to keep closely in touch with all of the secretaries and forward to the others any systems or plans which others are finding successful. This feature alone could be made to have a wide influence, and indirectly at least prove of real benefit to a large percentage of the coal trade as to strengthen the present associations in a marked degree.

"Next we should compile some definite and convincing data on the cost of handling various grades of coal in different localities in a manner that 'he who runs may read.' This will help to educate the less informed members of the trade to the necessity of getting prices that will insure them a profit.

"Committees should also be appointed to draft some uniform systems for keeping accounts and figuring costs for all branches of the industry, similar to the campaign carried on by the Interstate Commerce Commission to standardize railroad accounting. This feature is in line with the policy of the Federal Trade Commission and we can work in close harmony and get much assistance from them.

"A Publicity Department could promptly answer in a dignified conservative manner, any unjust criticism that may appear against the coal trade in the daily newspapers of any city or town. Assistance can also be given by furnishing articles to the coal men in towns where they are threatened with 'Municipal coal yards,' 'Co-operative Competition' or a 'Cut Price War.'

"In perfecting the general organization throughout the country, it is desirable and exceptionally important to have local Coal Guilds formed in every city, county or district to maintain the social and fraternal features and also secure the greatest possible benefit from the educational development of the campaign to be carried on by the National Coal Association.

"To facilitate this work the N. C. A. should prepare interesting programs for them, suggest topics for discussion, send papers to be read, and when possible arrange for out-of-town speakers or motion picture lectures on the producing and preparation of coal. This latter can also be held at times before Chamber of Commerce, Business Men's Associations or at public gatherings to educate the consuming public.

"The field is practically unlimited and there are many other features that will present themselves from time to time, whereby the National Coal Association can take up work hitherto not attempted.

"Briefly, it will be the aim to co-operate and supplement the work of all the present associations without in any manner encroaching upon or conflicting with the problems of the business end, while the National Coal Association will promote the social, fraternal and educational features.

"In the re-organization of the Order Kokoal into the National Coal Association all horse-play and useless frivolity will be absolutely prohibited from the initiatory ceremonies and

the ritual will be condensed into a concise, dignified appeal for absolute integrity in all business transactions. At all dinners, banquets and meetings it is prescribed that educational features must predominate and it is intended to carry out the school or Guild idea in bringing out in an interesting, pleasing and attractive manner facts which will make everyone concerned better coalmen and better business men, and thus enable them to be better enabled to meet present day competition and consequently make better profits.

"The days of the cave man are over where might makes right and the survival of the fittest in the future will be the men who give the most intensive study to the real problems of their business and as a result become experts in specialized merchandizing.

"The National Coal Association has made a splendid start along this line, and with the combined thought of you and other leaders in the trade, we should be able to safely launch it on a prosperous and most successful career.

"For this reason, I am especially anxious to receive your views, opinions and criticism of the suggestions offered so that we can decide upon the very best working plan to bring the most good to the coal industry."

Attack Compensation Act.

Several of the features of the workmen's compensation laws passed at the last session of the Pennsylvania legislature, which amends the bituminous coal miners' act of 1911, are unsatisfactory to many members of the Central Pennsylvania Bituminous Coal Operators' Association.

The association will hold an important meet at Clearfield sometime in August, at which meeting the question of changes in the law made by the last legislature and the Compensation act, will form the basis of most of the discussion.

Last week in Clearfield, a preliminary meeting of the operators was held. Those present were Rembrandt Peale of New York; Horace A. Tompkins of Ebensburg; E. C. Brown of Patton; Harry B. Scott, Philadelphia; B. M. Clark of Punxsutawney; Robert Somerville of Winburn, and others.

One of the operators present at the meeting explained the changes of the law, giving as his opinion that they were not only necessary, but to the best interests of all concerned, as follows:

"Reading them alone the amendments to the act of 1911, providing for the proper conduct of bituminous coal mines appear to be a step backward in regards to safety for the miners," he said. "As a matter of fact, the amendments were necessary so there would not be any conflict with the even more important workmen's compensation acts.

"Under the act of 1911, operators were forced to employ as mine foreman and fire bosses only men who had held certificates of competency. Under the act as amended the operators may employ anyone they please for those jobs irrespective of whether or not they hold such certificates.

"Now in the face of it that appears as if a restriction which made for safety had been removed. As a matter of fact no such thing is contemplated. The mining law was changed because the operators are held liable under the workmen's compensation act, and there was a big question whether the act could be enforced if the operators did not have a free and unrestricted choice as to the men they could hire.

"There is no one more anxious for safety than the operator. Every accident, aside from personal feelings, brings with it damage claims, suits and, to be more mercenary, shutting down of the mine with a consequent loss of income and a certain bill for repairs. An operator is not going to take any chances with the men who are supposed to keep the mine out of such troubles. They will employ competent men, rest assured of that. What they might save on a 'cut-rate' man would be too small for the majority to consider.

"So far as I am concerned, and I think I voice the opinion of many other operators in this section, it is a good thing for the operators to have their choice of men as foreman irre-

spective of whether or not they have a certificate.

"I know miners of 40 and 50 years' experience, who know bituminous mines and mining from A to Z, who would make invaluable foremen, yet who couldn't for the life of them pass the examinations for a certificate. Under the old law we could not employ them, despite our certain knowledge that they were better men than some bright young whipper-snapper who had studied up the theory of mining and who could pass a written test with flying colors. I don't mean to say that there are many theoretical mine foremen. But I just want to point out where sometimes a man's experience is just as good as and better than book knowledge.

"There are other minor changes in the law of 1911, but it is the one making the operator the actual head of his mine, which in my opinion will create the most discussion, especially among the miners, after its provisions are more thoroughly understood.

"Another section which may create a good deal of trouble where the labor union element is strong is that tacked on to section one of article four, which amendment reads: 'The right to hire and discharge employes, the management of the mine and the direction of the working forces are vested exclusively in the operator; and no person or persons, association or association, organization or organizations, corporation or corporations, shall interfere with, abridge or attempt to abridge, in any manner whatsoever, such right.'

"Now that seems to me to be aimed at labor unions. Of course, there is a provision which sets forth that the section shall not invalidate any existing contract, but what about when the contracts with labor unions expire?

"Suppose a mine has a contract which says that none but union labor shall be employed. That holds good now. When it expires if the operator sees fit he may refuse to renew it. If the union tries to force him to through a strike they run up against that section. It's all in the future, of course, but there may be trouble from it.

"The intent of the legislature as I view it, was to give absolute control of the mine to the operator, including the right to hire whoever he wanted, under the theory that, as he was personally responsible under the compensation acts, he had the right to choose his own men irrespective of any affiliation with any labor union."

Oklahoma Coal Yield.

Oklahoma produced 3,988,613 short tons of coal in 1914, valued at \$8,204,015. This was a decrease of 4.25 per cent in quantity and 3.97 per cent in value from the production of 1913, and was due to the displacement of coal by petroleum and gas as a fuel, following the remarkable increase in the oil production of Oklahoma and Texas, which was not fully offset by the opportunities furnished by the Colorado strike.

Oklahoma continues to show a high percentage of coal shot off the solid, a dangerous practice encouraged by the laws of the state, which compel payment of wages on a basis of mine-run coal. The record for 1914, however, may be considered an improvement over that of 1913, the quantity of "powder-mined" coal decreasing from 3,371,218 tons in 1913 to 2,820,529 tons in 1914; the production of machine-mined coal increased from 670,629 tons, or 16.1 per cent of the total in 1913 to 1,053,526 tons, or 26.41 per cent of the total in 1914.

The number of days the men were able to work in 1914 showed a marked improvement over the two preceding years. The average time made by the 8,078 men employed was 205 days, as compared with 9,044 men for 197 days in 1913, and 8,785 men for 174 days in 1912. The average total production per man in 1914 was 494 tons, against 461 tons in 1913, and the average daily production by each employe was increased from 2.34 tons in 1913 to 2.41 tons in 1914. Less time was lost in 1914 by reason of strikes than in 1913, a total of 1,286 men in 1914 having been affected for an average of only thirty-one days.

According to the Bureau of Mines, there were thirty-one fatal accidents in the coal mines of Oklahoma in 1914 as compared with twenty-three in 1913.

Small Activities in Many Coal Centers.

Twin Cities Notes.

James Rend of W. P. Rend & Co. has been in the northwest for a week looking after the Franklin county interests of that company.

J. D. Ekstrum, president of the Flour City Fuel & Transfer Company, Minneapolis, with members of his family, is taking a vacation trip down the great lakes.

Charles Ebbert of the White Oak Coal Mining Company, Chicago, was in Minneapolis this week. He regards the outlook for smokeless coal with optimism and anticipates the export demand will keep the market steady to firm throughout the winter, no matter what climatic conditions may come.

St. Louis Notes and Personals.

The contract for furnishing coal to the University of Missouri, at Columbia, Mo., was awarded the St. Louis Coal Company.

The coal trade was very much grieved to learn of the death of Mrs. H. Trier last week, whose husband is connected with D. E. McMillan & Bros. of this city.

C. V. Beck, vice-president of the St. Louis Coal Company, is now in the east on some of his anthracite business and will spend a few days in Chicago the latter part of this week.

Detroit Local News.

Employees of the General Coal & Coke Company, operated by the General Ice Company, Detroit, all shared in the eighth annual distribution of profits, made by the latter company. About \$11,000 was distributed among some 600 persons. The plan was originated by David A. Brown, president.

By winning four of six baseball games played in a series of seven, the team representing retail dealers of the Detroit Coal Exchange gains possession for a year of the fourteen-inch silver cup, presented as a trophy by James A. Ballard, sales manager of the Semet-Solvay Company. The wholesalers' team snatched two victories and is now making plans to acquire the trophy next season.

H. B. Parker began deliveries, Monday, from a new retail yard in Detroit. He is said to have orders amounting to 2,000 tons booked. The yard, on the northwest corner of Harper avenue and the Grand Trunk Railroad, has 540 feet of frontage on the railroad. Mr. Parker will handle the "Dixie Gem" stock of the Southern Coal & Coke Company, Knoxville, Tenn. He recently sold out his interest in the firm of Parker Bros. Company, Ltd., his action marking the withdrawal from that company of the last member of the Parker family, which established it.

Pittsburgh News Briefs.

Five towboats of the Monongahela River Consolidated Coal & Coke Company fleet, with empties for this port, were compelled to tie up for two days below Dam No. 16, under construction near Sistersville, W. Va. At that point the water was rushing so swiftly through the 340-foot way between the cofferdam and the West Virginia shore that the towboats with their barges were unable to stem the tide. The fleet consists of the F. M. Wallace, John A. Wood, Charles Brown, Harry Brown and the Fallie. Work was started yesterday raising the wickets at most of the dams along the Ohio river, which, no doubt, will slacken the current at No. 16, and the boats will be due here a couple of days late.

Orders have been issued by the American Connellsville Coal & Coke Company, with offices in Pittsburgh, for the firing of their entire plant at American No. 2. This plant is located at Lynn Station and is the old Francis No. 1 plant of the Sunshine Coal & Coke Company. It consists of 240 ovens and all of them will be fired. For the past few weeks repairs have been made to have the plant ready to fire when orders would come. The American Connellsville Coal & Coke Company has three plants in the Connellsville region—American No. 1, the old Cyrilla plant of the Sunshine Coal and Coke Company, American No. 2, the old Francis No. 1 plant, and the American No. 3, the old Francis No. 3 plant. There are 142 ovens at American No. 1 and all of them are in blast. There are fifty ovens at American No. 3, the only plant which the company will have idle. Frank Byrne of Uniontown is the superintendent of the No. 3

plant. The coke from this plant will go to the domestic trade.

Coal operators and miners scored against the railroads at the hearing before the Ohio utilities commission in Columbus. The miners complained that rates in Ohio coal are excessive and discriminatory when compared with shipments from the West Virginia fields. The Ohio commission sustained miners' objections against the introduction of railroad testimony bearing upon mining conditions and the causes for various grades of coal. John F. Wilson of Columbus, counsel for the railroads, attempted to get data from Frank A. Ray, professor of mine engineering at Ohio State University, on the cost of mining coal in West Virginia. Chairman Waltermine, of the utilities commission, in ruling against the question, said: "We are not making this inquiry because of deplorable conditions among the miners. The only question is whether freight rates on coal are reasonable. This question cannot be determined by going into the side issue of mining conditions either in this state or other states." Each side is represented at the hearing by a large number of lawyers, A. P. Burgwin of Pittsburgh acting with Karl Burr of Columbus, as counsel for the Pennsylvania Lines West.

Death of W. W. Ritchie.

On Monday of this week, W. W. Ritchie, manager of the city office of the Bell & Zoller Coal Company of Chicago, died at the family home at Vandalia, Ill.

William Wilson Ritchie was born at Greensburg, Ind., February 28, 1874. He was, therefore, forty-one years of age. He moved from Indiana to Vandalia, Ill., in 1880, where he continued to reside until 1902. In the latter



W. W. Ritchie.

year he accepted a position with the Bell & Zoller Coal Company of Chicago, as a traveling salesman. He made a pronounced success in that undertaking and was soon advanced to the position of manager of the city office, which position he continued to fill until his death.

On November 11, 1911, Mr. Ritchie married Miss Rose G. Bingham in Oklahoma City.

The funeral services were held at the home of John A. Bingham of Vandalia, on Thursday afternoon of this week. They were conducted by the Masonic lodge, as he was a member of No. 16, A. F. & A. M. of Vandalia.

Nation Wins a Suit.

DENVER, August 12.—(Special Correspondence.)—The Government won an important decision in federal court here Monday, regaining title to 1,180 acres of valuable coal lands near Delta, on the western slope, held by the Exploration Company, Limited, of London, owners of several Colorado metaferous mines. According to the ruling of the court, the lands which are valued at approximately \$500,000, were acquired through fraudulent means.

The case, owing to the wealth of the owners of the land and the prominence of counsel on both sides, has attracted widespread interest. The Exploration Company is controlled by some of the richest men in the world, all residents of London. Philip L. Foster of New York is the agent and trustee of the company.

The decision in the case was handed down by Federal Judge Treiber of Arkansas, who heard the evidence a short time ago. He said that the entries were not only acquired by fraud, but that the passive concealment of the act precluded the company from pleading the statute of limitations, and it could not escape loss of title to the lands.

Frank Hall, special assistant to the attorney general of the United States, handled the case for the Government, and Vaile, McAllister & Vaile for the London company. The latter immediately gave notice of appeal.

A New England Change.

BOSTON, MASS., August 11.—(Special Correspondence.)—One of the most important transactions in the Boston coal trade in recent years has just been closed. Owing to a disagreement between the members of the firm of Pratt, Staples, Bell & Young, Incorporated, and certain New York interests, Staples and Bell have sold their interest in the concern to Pratt and Young.

The company was formed in the early part of 1914 and since then has been one of the most progressive middle houses in New England. The disagreement referred to arose over a difference of opinion as to whether or not certain stock of the company had voting power.

In a recent court decision, full account of which was given in THE BLACK DIAMOND, the master upheld the contention of Staples and Bell. In the agreement just reached by all parties, the master's decision was confirmed.

It is rumored among the trade that Pratt and Young will continue the business of the corporation under a new name, probably their own, and that a new corporation is being formed by Staples and Bell to handle several well known anthracite and bituminous coals throughout New England. Inasmuch as the suit above referred to was not decided as the New York interests of Pratt and Young contended, it is understood that a large sum of money was paid to Staples and Bell for their interest.

Dr. E. W. Parker Selected.

Edward W. Parker, who for a quarter of a century has prepared the annual reports of the United States Geological Survey on the production of anthracite and bituminous coal, has been selected to take charge of the Anthracite Bureau of Information supported by the anthracite coal mining operators, both the large companies and independents as well, for the entire region. The objects of this new bureau are to collect, compile and distribute information regarding the anthracite industry, and it is located at No. 1032 Miners' building, Wilkes Barre, Pa.

Much of this work has for a number of years been handled by the Bureau of Anthracite Coal Statistics, under the direction of the late W. W. Ruley, and since his death it has been in charge of A. H. Armstrong. But the scope of the new bureau will be considerably extended. The Bureau of Anthracite Coal Statistics will be merged with the new bureau and moved to Wilkes Barre, and it is understood that Mr. Armstrong will remain in charge of that portion of the work. Very accurate statistics have been kept in the past and various departments of the Federal Government have been in the habit of calling upon the bureau for much information because of the thoroughness and accuracy with which it has been prepared.

Mr. Parker has been selected because of his record during the past quarter of a century for accuracy in statistical matters and for intelligent discussion of causes and effects which have made the Geological Survey reports models of their kind. He was a member of the Anthracite Coal Strike Commission appointed by the President of the United States in 1902.

Charles Gallagher, general agent of the Pittsburgh Coal Company here, was called to Chipewewa Falls, Wis., this week by the death of his mother.

July Anthracite Output.

PHILADELPHIA, August 12.—(*Special Correspondence*).—According to the statement of the Bureau of Anthracite Coal Statistics for the month of July, only two of the hard coal carriers showed an increase in tonnage handled in anthracite over the corresponding period of the last year.

The total tonnage for the month showed a decrease of 542,348 tons as against the tonnage carried last year. This, with the decrease shown in the production during the month of June, shows the coal on hand at the present time to be considerably less than last year. In addition the bureau's figures show that the coal on hand at tidewater shipping points to be 636,384 tons on July 31 as compared with 739,729 tons on June 30.

The two roads that showed an increase were the Philadelphia & Reading and the Delaware & Hudson Company. These increases in the face of heavy decreases on the other roads have mostly gone into storage so that they can hardly be said to be an increase "on the wheels." The decrease in production of nearly two million tons on the year as compared with the amount of last, is also taken as an indication that a shortage can be expected if untoward demand developed with the fall buying.

The bureau's figures follow:

	Buckwheat No. 1 and Larger Sizes.	Sizes Below No. 1.	Total Shipments.
July, 1915—			
Philadelphia & Reading.	727,539	112,015	839,554
Lehigh Valley.....	907,611	117,000	1,024,611
Central of New Jersey.	472,477	125,515	597,992
Delaware, L. & W.....	471,812	70,963	542,775
Delaware & Hudson....	577,181	120,622	697,803
Pennsylvania	303,703	65,847	369,550
Erie	558,972	101,038	660,010
N. Y., O. & W. R. W....	183,385	18,525	201,910
Total	4,202,680	731,525	4,934,205
Year 1915—			
Philadelphia & Reading	5,498,658	754,167	6,252,825
Lehigh Valley.....	6,604,893	719,566	7,324,459
Central of New Jersey.	3,642,441	754,400	4,396,841
Delaware, L. & W.....	4,293,181	818,202	5,111,383
Delaware & Hudson....	3,872,267	629,328	4,501,595
Pennsylvania	2,838,390	501,114	3,339,504
Erie	3,722,328	684,764	4,407,092
N. Y., O. & W. R. W....	1,072,777	123,033	1,195,810
Total	31,544,935	4,984,574	36,529,509
July, 1914—			
Philadelphia & Reading	721,863	110,102	831,965
Lehigh Valley.....	911,237	114,988	1,026,225
Central of New Jersey.	570,718	138,173	708,891
Delaware, L. & W.....	704,343	122,428	826,771
Delaware & Hudson....	578,351	93,331	671,682
Pennsylvania	346,332	60,428	406,760
Erie	593,111	124,090	717,201
N. Y., O. & W. R. W....	180,081	22,281	202,362
Total	4,606,036	785,821	5,391,857
Year 1914—			
Philadelphia & Reading	5,995,116	868,497	6,863,613
Lehigh Valley.....	6,486,452	694,848	7,181,300
Central of New Jersey.	4,248,579	849,399	5,097,978
Delaware, L. & W.....	4,510,990	914,287	5,425,277
Delaware & Hudson....	4,510,990	914,287	5,425,277
Pennsylvania	3,149,706	474,142	3,623,848
Erie	3,966,194	741,034	4,707,228
N. Y., O. & W. R. W....	1,200,890	149,955	1,350,845
Total	33,066,434	5,271,212	38,337,646

New Coal Mining Companies.

OKMULGEE, OKLA.—The Okmulgee Coal Company, which was recently incorporated for \$20,000, has purchased the holdings of the Blackstone Collieries, Inc., and are now installing full electric equipment in the Blackstone mines for the cutting, hauling and preparation of their coal. This company has also acquired a considerable amount of additional acreage, and intends to develop a new slope in the next few months. When this is completed, the Okmulgee Coal Company will have three slopes in operation in the Henryetta field, tributary to both the Frisco and M. O. & G. railway systems. The officers of the company are: W. Thornburgh, president; W. H. Wigton, vice-president, and Harlan Read, secretary. The vice-president, Mr. Wigton, has entire charge of the development work and the operating department.

MISTLETOE, W. VA.—The Silush Coal Company was organized July 12, with a capital stock of \$50,000. The present capital paid in is \$13,000, and the balance is to be paid in four equal monthly installments. The officers are: E. B. Siler, president; A. O. Siler, secretary and treasurer, and C. C. Lovet, general manager. The general manager's address is at present Mistletoe, W. Va., though application has been made for a postoffice of the same name as the coal company. Work is progressing very rapidly, and the company ex-

pects to ship coal over a shaker screen in ninety days from date of organization. The grading of the siding, the machinery, and the building of a large storehouse and several knock-down miners' houses has already been contracted for and the company is in no need of material at the present time. The company has so far discounted all bills, and expects to continue to do so.

Theory of Kuhn Machine.

(Concluded from page 121.)

him long to decide that, if the lateral pressure of the exploding powder was to do any effective work, there must be a vertical cut in the face in the room center.

By placing the shot half way between the floor and the roof and by undercutting and center shearing he had two directions where the resistance was small. And, he had a buffer of coal between the shot and the roof. This allowed him to release a lot of coal from its solid cemented state; to save the roof; to use only half the powder the miners used, and to eliminate blow-out shots.

Mr. Kuhn knew too that because little of the force of the powder went into the roof, the roof material would not be broken by the explosive. There was lessened danger that it would come down. If it did come with the coal, the workman would be out of danger. If it came later, he could dodge under the machine and still be safe.

But this theory and method carried out to this point left the coal almost in the solid; some of the main cleavage lines were released or partially released, so that a small amount of power would mine the coal out of its native bed—but still it must be mined out and put into the pit wagons. Coal in this state was anything but a stock pile of coal that might be attacked by conveying apparatus and loaded into pit wagons.

It took some years to develop a method and machine to mine the coal from the semi-solid and place it in the pit wagons, and a long time to develop horizontal cutting, shearing and drilling apparatus that would do their part of the preparatory work quickly.

The specifications were:

A horizontal cut must be made in less than twenty minutes;

A shearing cut in less than 10 minutes;

Two or three holes must be drilled six to seven feet deep where wanted in five minutes;

Total time, thirty to thirty-five minutes.

The whole operation must be done with one machine, easily and instantly controlled, by any class of labor, must be "fool-proof," must not fill the working place but give plenty of clearance in three dimensions, must be flexible—move sideways or vertically at the will of the operator,—must not depend on tracks but must work with tracks, must travel short distances in a few minutes, must be strong and not break. And on top of this and in combination with the other apparatus, it must mine and load the merchantable coal out of the semi-solid at the rate of a ton a minute. And finally, the power consumption must not exceed a kilowatt hour to the ton, because the latter meant small capital expenditure for the machine. Small power consumption and large, simple parts several times too strong also meant a meager repair bill and small depreciation charge.

Having decided on a method and the necessary apparatus to carry it out, it is necessary to combine all in one machine. This proved easy, as it was built in steps, parts and apparatus were developed sometimes alone, and sometimes in combination in the same machine. Then complete machines were developed, re-designed and rebuilt until all co-operative parts acted as one well developed machine.

He now had all the devices which worked together quite naturally. A mechanical question was still to be answered: Was it to do all of this work and still keep down the power cost? Anyone who, in an automobile, has "ground" up a hill on low gear, can answer that question. On such a pull, the engine "races," but the gears in the transmission system work slowly. Mr. Kuhn employed that same principle in his machine. He uses only one motor, but it "turns over" fast. But the wheels of the truck—operating on the twin screw propeller principle—move very slowly. The coal loading apparatus does the same.

One short statement measures the result: It requires only five horse power to turn over the motor and its connected gearing. It requires only an additional one and a half horse power

to move the machine in any direction and only several more to mine out the coal.

It takes more power, of course, to undercut and to shear the coal because there the chains must move at high speed.

When he took the power readings on the first series of tests, Mr. Kuhn knew that he had at last perfected the machine on which he had been working for years. It actually cut the labor cost from fifty-three to eighteen cents a ton. In doing so, it added only one cent a ton for power and about three cents a ton for interest on investment and depreciation. His total cost of getting coal in the car was only twenty-two cents, with no dead work charges. He was thus able to put coal on the cars for less than half what hand and machine mining and loading had been costing.

With the design and the cost of production fixed, he had but one more problem. That was to make the machine so strong, no one and nothing ordinary could break it. He wanted to make it fool proof. To do that he kept adding weight to the parts. Some of the later machines had parts twice as heavy as the original. He could do that because, everywhere, there is plenty of room in which to make any part heavier. The machine now shown to visitors is so strong that it has resisted the impact of a fall of 200 tons of rock and slate. Not only did it not break, but backed from under the fall and loaded it out. It is, therefore, strong, but he still has room enough left to double the weight of parts without changing the design. If that were done he would make it sturdy enough to resist a dynamite explosion. And, to do it he need not change a single line.

If in any mine the floor is too soft to support so much weight or if there is a heaving bottom, all he has to do is to add breadth to the traction wheels. He can make the equivalent of a road roller out of it at will, for there are no low hanging gears to interfere with the breadth of his tread.

It was said at the start that *something* would be told about the man. Since this is an article about a machine, that something had to confine itself to his mechanical method of thinking and to the results which have followed. But that does not tell it all. As a matter of fact all of this—and much more—mechanical work was done in the time which some coal men devote to golf et cetera. It was a form of recreation.

His main work in the last ten years has been to take a coal mine which produced 400 tons a day and to expand it into a concern which produces 3,000,000 tons a year and which controls some of the best acreage of coal in the world. To tell about that commercial success demands more space than is allowed in the tailpiece of an article.

So, with a warning that there is another side to the man, we will let the mechanical genius pervade this article and write about the commercial phase of him in the next one.

July Coal Receipts.

During July 1,225,130 tons of coal were received at the head of the lakes, of which 230,620 was anthracite and 994,510 was bituminous. This gives a total of coal received for the season up to August 1st, compared with the same period a year ago, as follows:

	1915	1914
Anthracite	770,920	775,800
Bituminous	2,770,145	3,856,100
Totals	3,541,065	4,631,900

The receipts by the various companies with docks at Duluth and Superior were as follows in July:

	Anthracite	Bituminous	Total
Northwestern	90,350	172,000	262,350
Pittsburgh	43,500	132,700	176,200
Berwind .....	.....	82,500	82,500
Osborne	31,200	46,900	78,100
Lehigh Valley	8,070	.....	8,070
Sunday Creek .....	.....	2,500	2,500
Boston .....	.....	5,500	5,500
Island Creek	7,500	63,700	71,200
Clarkson	3,200	47,610	50,810
Carnegie	31,800	135,600	167,400
Reiss	10,000	51,500	61,500
Zenith furnace .....	.....	94,000	94,000
Hanna .....	.....	49,000	49,000
Reading	5,000	.....	5,000
Great Lakes .....	.....	39,000	39,000
Missabe .....	.....	72,000	72,000
Totals	230,620	994,510	1,225,130

C. M. Blanchard, local manager for Jeffrey Manufacturing Company, states that inquiries for machinery and equipment is being received from coal mining people, and business with this class of trade indicates increased business both for them and coal people.

Western Coal Rates Rise; Anthracite Rates Cut.

The Interstate Commerce Commission this week handed down two big decisions on coal rates.

In the western five per cent rate advance case, it decided against the coal men and said that the rates on coal, except those to South Dakota, have been justified and therefore, that the order suspending those rates is vacated. This means that the new tariffs, put out a good while ago, will become effective at once. The Commission says that the advance in some cases is only eight cents a ton, but in other cases is ten cents a ton. On the average, the increase is a fraction less than ten cents. The territory affected is that west from Chicago to the Rocky Mountains.

In the anthracite case the railways lost. They were not, in that case, petitioning for higher rates. Rather the Government was investigating those roads under an old charge that some violations of the law were evident in the careful supervision maintained over prices in recent years. The charge was that the railroads and coal companies were very close together. It was, in fact, declared by the Government, that the two were really one. The first effort was to prove a violation of the Sherman act. When this failed the Government proceeded to strike at the railroad rates. It was the belief that while the coal companies were not making money, the combination did make enormous amounts because of the high freight rates charged. The decision of the Commission is a clear effort to strip this "combination" of the profit it has been making. Therefore, rates on anthracite are reduced radically, especially between the mines and points on the roads which are called the "hard coal carriers." On the average, the reduction demanded ranges between fifteen and twenty-five cents a ton. In some cases it runs as high as seventy-five cents a ton. The annual loss to the railways is variously estimated at between \$8,000,000 and \$10,000,000.

It is believed in Washington that the decision of the Commission on the anthracite cases meets the approval of the president. It is known, however, that the decision in the western rate case does not come up to Mr. Wilson's idea. He had no particular point of view on western coal, but he did want the western roads to get more revenue for carrying the other commodities.

The Commission did the reverse in the whole five per cent advance case, of what it was expected to do and of what it really did in the eastern rate case. That is, it denied the advance on general commodities and granted the increase on coal.

The Western Coal Rate

In the western rate advance case there was one point in particular against which the coal men were fighting. The railroads serving the Indiana and Illinois mines by carrying coal to Minnesota points proposed to increase their rates ten cents a ton. The roads serving the docks into the same territory did not ask for any increase. The western coal men declared that if this unequal advance were to be sanctioned the effect would be to throw the western lines out of competition because there would be a differential of ten cents a ton, on Minnesota business, against them.

The Commission recognized this point and spoke of it in its decision. However, it said that the rates might go into effect just the same.

There was also, in the hearing, some discussion of the proposed rate to South Dakota. The western coal men could not see that this increase, which was to apply from the docks, as well as from western mines, could do any damage. It might, in fact, give the western coal some little advantage in that territory. The Commission looked at the matter differently. It said that the proposed rate from the docks to South Dakota was out of line with the rates from the docks to the Twin Cities. That is, the per ton mile rate to South Dakota would be higher than the per ton mile rate to the Twin Cities. This was against the accepted principle that the per ton mile rate should decrease as the length of haul increased. The Commission therefore refused

The Commission Hands Down Two Big Decisions by Which Western Operators Lose Territory and Anthracite Carriers Lose Money.

to allow the increased rate from the docks to South Dakota.

In both of these rulings the Commission struck hard at the western coal interests. Its decision will, no doubt, block, in large measure, all but the very best of the western coals out of the Twin Cities. At present the eastern and western coals are on as near a parity as it is possible to get them, everything considered. Under the new ruling the Illinois coal will be under a disadvantage amounting to about ten cents a ton. This must mean the throwing of much business to the docks that the western operators have had. If not that, then western operators must sell their coal there at cost or below.

In other than "ex-lake territory," the western operators did not care much what was done to the rates. That is, so long as the rates were horizontally advanced and so long as no one field was given an advantage over another, the coal men were willing that the carriers should have a larger revenue. There were a few points, however, where inequalities of rates in the proposed tariffs were suggested when the hearing of this case was held. The Commission brushed aside all protests of the coal men. It even closed its eyes to all consideration of what the operators considered an injustice to certain fields. It decided in favor of the railroads.

As nearly as it is possible to get at the commission's reasoning on this subject, it is as follows:

Coal is a low grade and low priced commodity. The railways have, for years, taken that into consideration in making their rates. But the situation has changed in recent years in certain particulars. That is, the slack coal used to be of no value. To help find a market for it, the railroads made low rates on this slack. This had the desired effect, and the market has grown steadily. As the market grew, the price has advanced. Therefore, the average price on coal must be more satisfactory. The railroads have, in a substantial way, favored the coal business long enough. It is about time that they began to get proper compensation.

That is not the way the Commission worded it, but that seems to be a correct statement of the spirit in which the decision was written. This attitude contrasts sharply with the opinion of the same commission on the same commodity in the eastern territory. The latter decision was made but a few months ago.

A Dissenting Opinion.

Commissioner Daniels dissented vigorously from the decision of the other members of the Commission on the whole western rate advance case. He suggests, in fact, that the question was not decided upon its merit, but that the major consideration was: What will be the political effect if we decide this way or that? Will the people be better pleased if we hit the railroads than if we advance the rates so that the average consumer will have to pay more, even though we thus aid a return of prosperity?

It is intimated in Washington that the railroads are far from satisfied with the decision of the Commission and will at once ask for a rehearing. It is hinted, even, that President Wilson may ask the Commission to grant a rehearing.

The Anthracite Decision

The anthracite case was decided on Thursday. The Commission was expected, at the same time, to hand down its decision in the proposed advance in rates to Chicago. Concerning this decision, an Associated Press Dispatch says:

"WASHINGTON, D. C., August 12th.—The interstate commerce commission today handed down its long expected rate decision in the case of the anthracite railroads.

"In addition to ordering a drastic reduction in the freight rates on anthracite coal which it is

estimated will cost the carriers close to \$10,000,000 annually in revenue, the commission urged the department of justice to prosecute several of the carriers for flagrant violations of the interstate commerce act.

"The commission charges the roads with stifling independent coal operators by making concessions in joint and through rates to coal companies wholly controlled by the railroads, as well as by loans at low interest rates, and leases of valuable properties at inadequate rentals.

"The decision today was the second in two days in which the railroads have been jolted severely by the commission.

"A third, in the case of the Rock Island investigation, is expected tomorrow or Saturday, and, according to authoritative sources, the Rock Island verdict will be even more severe than that in the case of the anthracite carriers.

"The cut in rates ordered by the commission today amounts to 15 cents a ton on shipments of the so-called prepared sizes—stove, chestnut and egg coal—from the mines to tidewater and 10 cents a ton on the smaller sizes of coal. These rates instead of being \$1.60 and \$1.45 a ton will now be \$1.45 and \$1.35.

"The reductions to interior points on the hard coal roads are much larger, ranging all the way from 15 to 80 cents a ton. The Delaware and Hudson Railroad Company's rate to Windsor, N. Y., for instance, is cut from \$1.65 to 85 cents a ton, while the rate of the Delaware, Lackawanna and Western to Syracuse is reduced from \$1.90 to \$1.40.

The Roads Hardest Hit.

"The railroads involved in today's decision were:

- The Central of New Jersey.
- The Philadelphia and Reading.
- The Delaware, Lackawanna and Western.
- The Lehigh Valley.
- The Erie.
- The Wilkes-Barre and Eastern.
- The New York, Susquehanna and Western.
- The New York, Ontario and Western.
- The Pennsylvania.
- The Northern Central.
- The Delaware and Hudson.

"Of these the Pennsylvania is the least affected. Its rates to tidewater and to interior points, which were lower than those of other roads, are not changed, except in some of the joint rates affecting the Northern Central.

"Opinions differed in Washington regarding the possible effect of the decision on the price of coal to the consumer. If the reduced rates are reflected fully in the retail prices of coal, the saving on the 71,000,000 tons that are mined each year would, of course, be a substantial item."

The documents on both of these cases came to hand on Friday morning, or within an hour of our press time. A complete analysis of the two decisions is, therefore, impossible in this issue. A full discussion of the two decisions will be made next week, together with a statement of what the change in rates will mean to certain coal consuming districts.

Representatives of the Italian government have been in correspondence with various coal producers in Cincinnati in reference to the submission of contracts for the furnishing of coal for government use, both in bunker and for delivery at Italian ports. One New River company has a large block of its production under option with the Government, the option expiring with the close of this week. It is practically certain that the option will be closed by acceptance of the product, and, if so, this company will likely go out of the market.

A large number of the men employed on the dock of the Northern Coal & Dock Company in Superior struck Monday morning after their demand for ten cents an hour extra for overtime had been refused. A compromise was reached on Tuesday morning and the men all went back work. The terms of the compromise were not given out, but it is understood that they will receive additional pay for overtime. They receive twenty-two and one-half cents an hour for regular time. Sixty men are employed at the dock.

Central Coal & Iron Company, with furnace and mines at Holt, Tuscaloosa county, Ala., has put in operation coal mines to full capacity.



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Public Cost Accounting.

The Federal Trade Commission is planning to introduce cost accounting as a means of relieving the difficulties of business. It is going to lend the services of public accountants to those who want to install a proper bookkeeping system and who want to learn how to use the information contained in books.

The coal trade is in such straits and is so in need of help a danger presents itself. Coal men are likely to accept public cost accounting without figuring what the consequences are sure to be if the system is carried to its logical conclusion. It is well, therefore, to let the imagination play upon the possibilities before plunging.

If government experts supervise coal cost accounting, they will know what the cost is. Then, if the Trade Commission, which puts out the cost accountants, supervises the selling arrangements, the commission will know what the profits are. That is, knowing the cost and knowing the selling price, it is easy to figure the profit.

Another point: It depends entirely upon who is on the Trades Commission at that time as to whether its rulings will be fair or unfair to business. For example, there are several theories as to what is a proper profit. One theory is that *the money invested should have a certain return*; we will say, ten per cent.

Another theory is that there should be a percentage of profit *on each trade*. That is, a man buys a carload of coal and

sells it. He has invested, we will say, \$200. Ten per cent of that would be \$20. He turns that money over, if he is a retailer, in about three months. Then he duplicates the operation and makes another ten per cent or another \$20. In the end he has made three turnovers of his money in the course of a year, making \$60 all told on his original investment, or a profit of 30 per cent in the course of that year. Which of these two theories would the Trade Commission adopt?

More particularly, would the Trade Commission make the same ruling on a mine that it made on a retail yard? Would it hold the retail yard to the same percentage of profit that it gave the operator? If it would, the retailer is out of business before the ruling is even put into effect. If the retailer had to make as little per ton as the operator does, to retail coal would be out of the question.

Also, how is the Trade Commission going to look at a proposition of this sort: The steel business today is, because of its tariff protection, making a profit of fifty per cent. The coal business is making about one to one and one-half per cent, or none at all. Will the Trade Commission try to level up the coal profits to the steel profits, or will it try to level the steel profits down to the coal profits? Will it try by cost accountants on one side and public regulators on the other to level one up and the other down?

Will this apply to big business and to little business alike? Will it give the small coal retailer ten per cent on \$5,000 worth of business and then give the big department store in Chicago ten per cent of \$50,000,000 of business?

Under the circumstances, what would be the natural result to business? Will not the little fellow cease to exist and the big fellow hog it all because he has greater funds upon which to grow?

We could go on with suggestions of the possibilities of public cost accounting to almost an unlimited extent. The point is that the government is trying something new. It will be well not to plunge before we know what the consequences are going to be.

Helping the Mines.

For two or three years, much has been said about helping the coal mines out of their difficulties. The expression commonly used does not convey the idea exactly. That is, the coal mines are not asking the government to lend them any money, or to extend to them any special consideration. All they want is that the government shall get out of the way and let them do what is needed.

If the government should consent to extend practical help to coal mines, it would probably be the kind that the majority customarily gives to the minority. The majority looks out for self first. If anything is left over, the minority eats at the second table. Interference with coal mining by politicians as they are now disposed, would be mainly to give a greater number of voters—meaning the miners—a greater amount of consideration—meaning more money. The coal mines do not need that. They are getting plenty of it from the department of labor.

There is serious need that something be done to keep most mining companies alive. What the government can do is to

stand aside and let the operators do for themselves what they know how to do, and what they know must be done.

We need not put into words, presumably, what the operators would decide upon. The people may rest assured, however, that the result would not be the riotous and wasteful competition and the foolish dissipation of investments which is going on today.

In other words, coal would sell for what it is worth. And it is worth more than a cent a ton in the ground.

Understanding Your Subject.

Our good friends the Christian Scientists have a way of saying that your mental attitude toward a thing is all there is to it. Consequently they are always keen to find the proper mental attitude. Their most valuable first aid is to use the English language properly. As a rule, not one of them will employ a phrase unless he knows its meaning exactly. They are all terrific students of the dictionary and of the books on English.

It seems a far cry from religious philosophy to retailing in coal. But the two things are mighty closely related in one respect at least. You can not do a successful business unless you have a proper mental attitude toward it. You can not have a proper mental attitude if you are constantly using phrases which you do not understand. Our suggestion is that if you want to understand the coal business, you must understand its terms.

There is one word in particular which will bear close study. We speak very often of the "responsibility" for coal at certain stages in its passage from the producer to the consumer. Responsibility for anything generally attaches itself most intimately to ownership and, after that, to agency. Therefore the main question is: Who owned the coal at the time the thing in question happened?

In ordinary business procedure, an operator sells coal "f. o. b. the mines." That being the case, the coal becomes the property of the purchaser when it was put on board the car. With that passage of ownership, responsibility also shifts. Responsibility for it therefore is not with the producer but with the buyer.

Then arises instantly another question. The coal is not in the possession of the buyer while it is in transit. He owns it and is responsible for it, but it is not in his possession. In such an event the owner has entrusted it to a second party with instructions to carry it to a given point. The responsibility there changes again from the man who owns the coal to the agent. But this is a transfer of responsibility through an agency rather than through a change of ownership. Under those circumstances the agent is responsible to the principal—the owner—for the coal.

Of course if the coal is sold f. o. b., such and such a point—meaning a certain destination—the situation is reversed. In that case the operator retains possession of the coal and retains responsibility for it until it gets to that destination and is accepted.

This is one definition among many which will help to emphasize the principle. The principle is that if you want to understand a subject thoroughly you

must understand the words and phrases in which that subject naturally is couched. If you cannot think without words, you cannot think straight unless you understand the words.

Idle Car Statement.

For some time the railways have not made public that enlightening document of the American Railway Association called the "idle car statement." There are, no doubt, good and sufficient reasons for its non-appearance. It may be that so many cars have been lying idle the railways do not care to make an exhibition of the fact.

Presumably, now that the car situation is tightening, the publication of this report will be resumed. If this vivacious publication is again circulated some information might be added that would increase its value. There might, for example, be a footnote to the effect that the average number of cars hauled to a train is such-and-such, and that the number of engines, in good order, available is so-and-so. This would indicate whether the idle engines are capable of hauling the idle cars. It does no good, you know, to have cars if there is no motive power to haul them.

Of course such information really cannot be part of such a report. But it would be of value to the shippers if they could know that track facilities were ample, that engines enough are on hand to haul the trains and whether terminal facilities are equal to the task of maneuvering these trains.

We are getting around to a point where the railroads are likely to be hard put to move the commerce offered to them. This need not arise from the fact that commerce has actually developed a stupendous volume; it might very well mean that the railroads are not physically equipped to take care of even ordinary business.

If the American Railway Association could prepare a document of the sort here suggested it would prove enlightening to shippers, even though it might not encourage them.

Russia's Back Door.

Even German thoroughness in material preparation for military eventualities, amazing as it has been, does not seem to have been able to reach to what may prove to be a vital factor in the ultimate decision of the titanic struggle now raging in Poland. That factor is what may be termed "Russia's back door."

An Associated Press correspondent's letter from Vladivostok under date of June 25 calls attention to it. Students of our foreign trade returns had suspected its rapid widening, now related in detail. They had noted that while our exports to European Russia in the ten months ending with last April had fallen to less than \$17,000,000 from over \$26,000,000 in the same months a year earlier, exports to Asiatic Russia had jumped from around \$1,000,000 to nearly \$19,000,000. The *Herald* noted this weeks ago as showing how the "blockades" and "war zones" had changed trade channels rather than acted as trade stoppers.

Of course, this is not the only country

from which Russia is drawing supplies through her back door. While the correspondent speaks of cargoes of cotton coming through the Panama Canal, of the 400 locomotives and 20,000 freight cars due before the end of August from America, he also speaks of shiploads of rifles and cartridges already arrived from Japan and of naval guns from England for ships building on the Black Sea. He tells of a great harbor already crowded with shipping and of the swift building of more docks and wharves at which to unload the more and more ships that are coming.

That truly amazing German thoroughness stopped Russia's front door on the Baltic and has so far barred the side door at the Dardanelles. Undoubtedly it took into account this back door, though not able to stop it. And so it may come about that the decision on the plains of Poland will be made not so much on the firing line as on the wharves of Vladivostok and on the railway line that connects the battle front with Russia's back door.—*The Chicago Herald*.

Discussion and Action.

Accurate cost accounting has two purposes. One is to suggest the price which should be charged, the cost having been determined. The other is to show where the cost can be cut when study has proved that it is too high.

In all the coal trade discussions of cost accounting, most attention has been directed to the problem: How can we get the price up to a point where it will cover the cost? Very little attention has been paid to the question: "How can we cut the cost down to where it meets that of our neighbor or to where it should be? Concentration has been upon the less important factor; we have neglected the most important end of all accounting.

It does no man any good to know merely what it costs him to do business. If he is a coal man and if the figures prove that it costs him \$1.00 a ton to handle coal, and if he accepts that as a proper cost, laying the report aside, he might better have saved the money which he paid the accountant to make the report. But if the figures prove that it cost \$1.00 to handle coal and if he had been charging seventy-five cents, and if as a result, he begins at once to charge more than \$1.00, he begins to use the report of the cost accountant and thus to realize its value. He has turned the information to good account.

If a coal man finds that his cost of doing business is \$1.00 a ton and lets it rest there, he is out of pocket the money he paid the accountant. He has had a loss for his pains. But if he finds that it costs him \$1.00 to handle coal while it is costing somebody else sixty-five cents, and if he studies how he may cut his cost down to meet that competitor, then his outlay for the cost accounting system was the best possible investment he could have made.

Of the two advantages of cost accounting, the most difficult one to realize is that which finds expression in an advance of the selling price. The sale price of coal is determined by the competition of all producers or dealers of a community. Prices are not fixed alone by individual action. Even if all competitors should unite to advance the selling price to cover a re-

cently discovered but extravagant cost of handling, they would not dissolve their difficulties. They would do nothing more than invite an increase of competition as others would want to participate in their assured profit. Therefore, to advance the price is to invite the destruction of their own arrangement.

However, the man who learns the present cost of doing business and uses it as a guide by which to improve his methods is in a way to occupy a class by himself. He soon learns to outdistance competition.

What is more to the point, he thus learns to keep out of the trade all others except those who conform to his efficient method of doing business and who, therefore, have a low cost of handling coal.

The purpose of cost accounting which expresses itself in a reduction of that cost is best, all things considered.

Although some persons may think differently, the coal mines of America are not run merely for the purpose of giving jobs to the miners, freight revenue to the carriers and cheap coal to the people. The man who is doing a lot of work and taking all of the risk should get some pay for it. That is the purpose for which most coal companies are organized.

A Suggested Experiment.

We would like to suggest as an experiment to some daring coal operators that they enter an ironclad agreement to do these things:

First, to employ high-grade accountants to arrive at what is the actual average cost of production in their field.

Second, to work co-operatively to find what is the average cost of making sales over their territory.

Third, not to sell their coal for less than the cost of production plus the cost of making sales.

We suggest that the operators enter a trust agreement purposely made stronger than any which has ever been framed in America. The sole purpose of it should be not to sell a ton of coal for less than what it costs at the market.

This done, we suggest that the operators make a frank statement of their program to the officials of the United States Government. This should not be done as a banter or in a spirit of braggadocio, but with firmness as one stands on his rights. Their defense should be:

"It is no restraint of trade for the producers to agree not to do business at a loss."

Elton Buckley said recently that the laws were not framed to force men to do business at a loss, but to prevent them from combining to get an exorbitant margin. We believe that the operators can combine to get at least the cost of production. If they can, the laws of trade fluctuation will enable them to get a fair profit on the long run. This idea seems to be upheld by the rule of reason introduced by the Supreme Court of the United States in several of the anti-trust cases.

Who can fathom the mind of the Interstate Commerce Commission. Today it advances coal and holds other rates down. Yesterday it did exactly the opposite.

News Local to Chicago.

One of the week's visitors was Fred Scherer of Ottawa.

Andrew I. Cochran, president of the Cochran Coal Company, of Indianapolis, was calling on the trade this week.

Mr. Fyke of the Marion County Coal Company of Centralia, Ill., was in Chicago the early part of this week.

Kuper Hood, general sales agent of the Houston Company of Cincinnati, was a Chicago visitor within the week.

E. F. Pierce, vice-president of the Shelby Coal Mining Company, Shelbyana, Kentucky, was in Chicago last week getting a line on the gas coal market.

C. C. Nash, formerly with the Harrisburg-Franklin Coal Company, has been added to the city sales force of the Buchanan Coal Company.

F. Gascoigne, Chicago manager of the Edwards & Bradford Lumber Company, left this week for the coast. Mr. Gascoigne is making it a business and pleasure trip.

Miss Cummings, who is now in charge of the Chicago office of C. G. Blake Coal & Coke Company, is spending a two weeks' vacation at Colorado, and the Chicago office temporarily is closed.

J. B. Hilton, purchasing agent for C. M. Moderwell & Co., will leave the middle of August for a two weeks' vacation. Mr. Hilton will spend his time on the New Brunswick shore, where fishing is always good.

Wm. Leckie, president of the West Virginia Pocahontas Coal Sales Corporation, passed through Chicago this week on his return from the Pacific Coast. Mr. Leckie and his family have spent the past month visiting the exposition and other points of interest.

W. S. Taylor, western agent for the West Virginia Pocahontas Coal Sales Corporation with headquarters at Detroit, Michigan, was a Chicago visitor this week. Mr. Taylor reports a notable improvement in business and that July was the record month for their Panther mine.

Harry Trester, who has been manager of sales for the A. B. Currie Company of Omaha, has recently resigned his position and is spending the month in Chicago. He says that he has been in the harness for a good long time and needs a rest, so he is going to take about a month before he makes another connection.

The picnic of the Chicago Coal Merchants' Association will be held on Saturday of this week at Fox River Park, on the line of the Aurora, Elgin & Chicago railway. The sale of tickets has been very heavy and the expectations are that there will be an unusually large attendance—weather permitting, of course.

Ten years ago the Chicago coal trade held a picnic, which resulted in a profit of over \$400. Shortly afterward at the suggestion of George Merry, \$300 of the amount realized was used to purchase a bed in St. Luke's Hospital. The balance and accrued interest amounting to \$245.60 was turned over this week by the trustees, F. J. Browning and D. W. Buchanan, to St. Luke's Hospital.

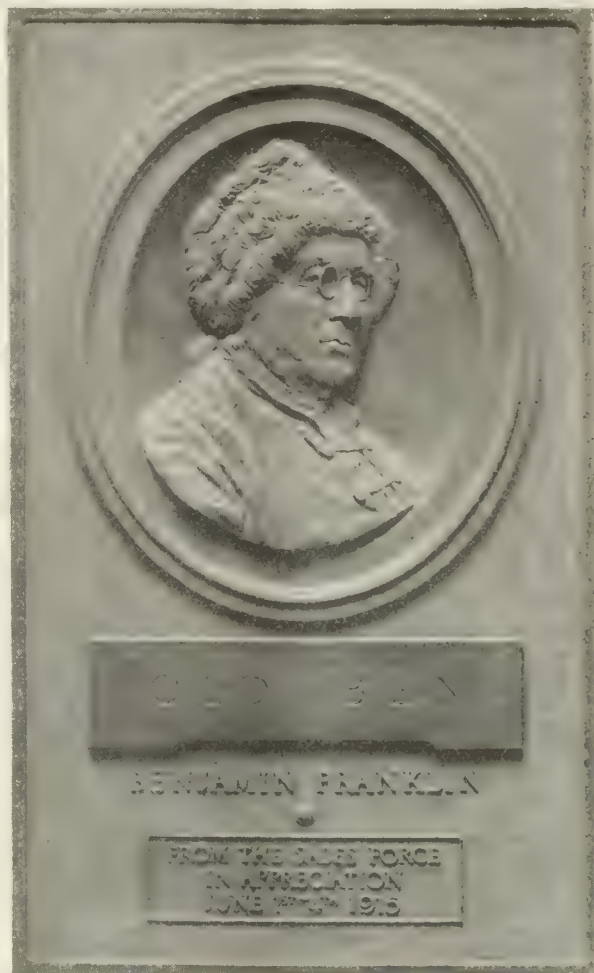
Among the week's visitors was W. W. Broughton, president of the Pittsburgh Coal Company of Minneapolis. He was here studying the situation with regard to supplies and said incidentally that most of the consumers in the northwest had been doing the same thing as had the consumers in other parts of the country; namely, they have not been putting in much coal.

The offices of the Old Ben Mining Corporation in the McCormick building, are being enlarged and generally done over. The new arrangement will include six private offices and a very large workroom, with a general entrance and a rather long hallway. The office is, in fact, to occupy the major portion of the south side of the eleventh floor of the McCormick building.

The Springfield operators have recently been making a very careful survey of the situation. They found that the demand for domestic coal had been increasing and they believe that the business for the next 2½ months is going to be extraordinarily strong. This arises from the fact that the retailers have

been expecting low prices and have not bought any coal up to now. Therefore, the market is quite strong and it would not be surprising if on the 15th of the month some of them should put out a new circular of \$1.65 for the lump, egg and nut coal.

The officers of the Old Ben Mining Corporation a short time ago took their salesmen on a trip to the mines and made quite an event of it. The salesmen in return wanted to show their appreciation of the courtesy and took up a subscription, which was turned over



The Old Ben Tablet.

to Dr. J. E. Beebe. He in turn had a bronze tablet struck off, a photograph of which is reproduced herewith. As can be seen, this carries a first-rate likeness of Old Ben, which has become the trademark of the company, and an inscription commemorating the trip to the mines.

A rather curious situation has prevailed in the local coke market for the last three or four months. The growth of by-product plants has been so great that about all the western needs for foundry coke can be taken care of by production of western ovens. In fact, when the iron and steel market went off, there was more coke available than the market needed. In consequence the production ran down to about sixty per cent of normal in May and June. Then the demand for furnace and foundry coke improved. Instead of this influencing the price as is customarily the case, the producer simply put more ovens into operation. Thus in July the ovens were running to seventy or seventy-five per cent of capacity and the further improvement in demand has made necessary running the ovens to about eighty or ninety per cent of capacity. Meanwhile there has been a rather overcrowded market on the crushed or domestic sizes. Recently, however, the domestic demand improved enough to take up the increased production and to warrant a rise of ten cents per ton in price.

While in Chicago this week, George Barker, vice-president, Maynard Coal Company, spoke of the difficult condition, under which the Ohio operator is trying to work his mines, due to the shortsightedness of the officials of the Miners' Union. Some of the mining towns in the Hocking have been practically abandoned by the operators making it impossible for men to make a livelihood of any kind as the mines were their only source of employment. From the operator's standpoint the only ray of hope was to secure a tonnage from neighboring states, which were not dominated by the United Workers of America. Mr. Barker's company was particularly fortunate in this respect as it had a property at Hazard,

Perry county, Kentucky, which is developing rapidly. The coal is known to the trade as the famous Daniel Boone coal. The preparation is standard consisting of the following sizes: four-inch shaker screened block, 2x4 inch shaker screened egg and two-inch nut and slack. While the Maynard Company will continue to run their Ohio properties if market conditions permit it is their intention to make a specialty of their Kentucky product at this time.

The anthracite trade in Chicago is in a peculiar and interesting situation, as the result of the attitude of the Interstate Commerce toward the proposed advance in anthracite rates. Quite a while ago the Pennsylvania Railroad announced an increase of twenty-five cents a ton in anthracite rates to Chicago. It was compelled to equalize the Chicago rates with those to points east, and it had an option either of lowering those rates or advancing the Chicago rate. It decided upon the latter course. Incidentally, formal protests against the increase were filed with the commission. Accordingly, the proposed increase was suspended for 180 days. At the expiration of that time it was again suspended for 120 days. That was as far as the commission could go under the law. Meanwhile the commission had taken testimony and briefs were filed by the protestants and by the defendant carriers. These were in the hands of the commission, which was able to reach no decision before the summer vacation, which started on August 1st. As a consequence, the proposed increase went into effect on July 17, by the mere fact of the expiration of the time allowed the commission for suspending rates. Now Chairman McChord of the commission says that the rates going into effect now have the same force as though they were sanctioned by the commission. This makes the anthracite rate to Chicago twenty-five cents a ton higher than it has been. Protests were filed by the Chicago Coal Merchants' Association and others, but these were known to have no effect under the circumstances. The Pennsylvania Railroad finally, to simplify matters, had put out a new tariff, which combined and explained several preceding tariffs on this subject. One member of the Chicago Association instantly seized upon this as a technicality, which might be of use to the retailers. Therefore, a formal protest was filed against this new tariff because it proposed a new increase in rates. In view of the fact that the subject matter is still under consideration by the commission, it is doubtful whether this additional protest will have any effect. The only explanation which is obtainable from the commission comes in a letter from Chairman McChord, who says that the commission did not decide the Chicago rate case, because it is really part of the government's investigation of the anthracite industry and anthracite rates which has been going on for about two years, and upon which a report is soon to be forthcoming. Other than that, the commission offers no information. The assumption therefore is that presently, or after the commission's vacation, there will be put out jointly the decision on the anthracite case as a whole and on the proposed advance of rates to Chicago. Meanwhile, locally the rates are twenty-five cents a ton higher, but this increase is being absorbed by the coal companies rather than any higher prices being made temporarily for anthracite in the western trade.

President Howe of the Cincinnati Coal Exchange is receiving a stack of letters complimenting him and the publication committee of the exchange on the publication of the recent booklet gotten out by the exchange, explaining the relations between buyer and seller, shipper and receiver of coal, and giving decisions of courts, commissions and other authorities on puzzling points in the relationship which exists between the railroad companies and shippers, along with other points of interest to coal dealers. Managers of all the large railroads have sent their congratulations together with requests for consignments of the booklets for circulation among the agents of the companies as well as among their coal shippers. The booklet was a happy idea and has been received with pleasure by coal men everywhere, as well as by the railroad managers. A very large edition was printed, but it begins to look as though a second edition will have to be placed on the presses.

Facts Which Determine Our Export Prospects.

The Export Situation.

July exports of bituminous over the Atlantic seaboard, ran very near 1,100,000 tons. This was the second month when shipments were over 1,000,000 tons. Below are details of exports by the principal ports. Some unreported cargoes from Philadelphia will likely swell the figures from that port by some 15,000 or 25,000 tons.

Negotiations are now being conducted by European coal people with American shippers, that would indicate that the foreign coal importer is now much exercised over England's latest order restricting exports.

THE BLACK DIAMOND learns from most authoritative sources that some very large deals are now pending. There is every indication that our exports for August will make a new record, and that a further increase will be shown in September, should shippers find it possible to secure ample bottoms for the tonnage they can sell.

A statement of coal exported in July by ports and destinations follows:

July Bituminous Exports.

Country—	Phila- delphia.*	Hampton Roads.	Baltimore.	Total.
Italy	9,421	374,270	80,768	464,459
Argentina	3,519	68,893	23,038	100,450
Egypt	5,001	17,685	22,686	27,372
Greece	4,404	10,220	14,624	29,248
Cuba	51,197	13,889	34,333	99,419
France	21,637	7,282	26,191	55,110
Spain	30,044	2,970	14,077	47,091
Sweden	12,910	13,850	31,760	57,520
Venezuela	988	988	988	2,976
Netherlands	12,027	3,002	15,029	29,058
Peru	371	371	371	1,113
Norway	2,907	2,907	2,907	8,721
Montevideo	3,953	3,953	3,953	11,860
Costa Rica	3,000	3,000	3,000	9,000
Chile	7,651	7,651	7,651	22,953
Denmark	2,677	2,677	2,677	8,031
Jamaica	7,439	7,439	7,439	22,317
French West Africa	13,451	13,451	13,451	40,353
Brazil	63,502	78,772	78,772	220,046
Grand Canaries	7,604	7,604	7,604	22,812
Azores	1,088	1,088	1,088	3,264
Uruguay	21,772	21,772	21,772	65,316
Danish West Indies	6,546	6,546	6,546	19,638
San Domingo	736	736	736	2,208
Portugal	1,189	1,189	1,189	3,567
Panama	52,800	52,800	52,800	158,400
Porto Rico	2,274	8,883	11,157	22,314
British West Indies	12,641	12,641	12,641	37,923
Algiers	3,388	3,388	3,388	10,164
Dutch Guiana	805	805	805	2,415
Totals	137,555	712,955	234,380	1,084,890

*Incomplete; some cargoes yet not reported.

The Welsh Coal Situation.

Latest mail advices from Cardiff, under date of July 30th, show that the coal market had not by any means, recovered from the effect of the week of idleness caused by the strike of the Welsh miners. Following the settlement of the strike, there was a resumption of work, but not more than seventy per cent of the men returned to work immediately. Therefore, with outputs below normal, and the needs of the admiralty large, there has not been much surplus coal of the favored grades, for commercial sale. While production was improving each day, the trade was faced with a serious shortage of coal, making it difficult for sellers to negotiate ahead for shipments.

Since the date of these advices, a new restriction order relating to exports has been announced by the government. According to this, no exports can be made to the allied countries except by special license.

This will make it very unsatisfactory for sellers to do business, and this will no doubt cause the diversion of orders to America, where purchases can be made with assurance of regular shipments. Prices have advanced, second admiralty grades being quoted at 27 to 29s, against 25 to 26s as formerly. Ordinary qualities are quoted at 26s. Black Veins are said to have sold at 31s, with 27s as the nominal quotation. Western Valleys are 28 to 30s. Best bunkers are 22 to 23s; ordinaries 19 to 20s. Patent fuel (briquet) firm at 35s for best brands.

Foreign Vessel Rates.

Latest mail advices from Cardiff show fixtures for coal as follows: To Alexandria, 20s 6d; Algiers, 17 francs; Buenos Aires, 26s to 27s 6d; Bordeaux, 15 francs; Genoa, 16s 6d to 20s 6d; Gibraltar, 14s 6d; Lisbon, 12s 6d; Marseilles, 20 francs; Naples, 15s 3d to 15s 9d;

Palermo, 21s 6d; Savona, 16s 6d to 20s 6d; Rouen, 10s to 12s 6d.

From the Tyne to Algiers, 18s 6d; Bordeaux, 18s; Copenhagen, 12s; Genoa, 25s; Gibraltar, 18s; Marseilles, 24s 6d; Naples 15s 3d to 15s 9d; Port Said, 24s; Rotterdam, 12s 6d.

Hampton Roads Exports.

Exports from Hampton Roads by ports for July, 1915, as compared with July, 1914, were as follows:

Destination—	1914		
	Lambert's Point.	Newport News.	Sewall's Point.
Antofagasta, Chile.....	.....	.....	.....
Buenos Aires, A. R.....	.....	.....	.....
Bridgetown, Barbados.....	2,150	5,444	.....
Bahia, Brazil.....	.....	.....	.....
Branto, Italy.....	.....	.....	.....
Cristobal, C. Z.....	17,450	.....	.....
Civita Vecchia, Italy.....	.....	.....	.....
Curacao, D. W. I.....	5,624	.....	.....
Cienfuegos, Cuba.....	.....	6,209	.....
Cardenas, Cuba.....	.....	.....	.....
Cadiz, Spain.....	.....	.....	.....
Catania, Italy.....	.....	.....	.....
Casa Blanca, Morocco.....	.....	.....	.....
Copenhagen, Denmark.....	.....	.....	.....
Castries, St. Lucia.....	.....	.....	.....
Genoa, Italy.....	32,930	6,584	.....
Gaeta, Italy.....	.....	.....	.....
Dakar, French West Africa.....	5,400	.....	.....
Havana, Cuba.....	.....	7,680	3,943
Italian port.....	.....	.....	.....
Kingston, Jamaica.....	3,096	.....	.....
Leghorn, Italy.....	.....	.....	.....
Las Palmas, G. C. I.....	.....	.....	.....
Lisbon, Portugal.....	.....	.....	.....
Maceio, Brazil.....	.....	.....	.....
Montevideo, Uruguay.....	.....	.....	.....
Messina, Sicily.....	.....	.....	.....
Maddalena, Italy.....	.....	.....	.....
Marseilles, France.....	.....	.....	.....
Naples, Italy.....	11,650	.....	.....
Puerto Ferrao, Italy.....	.....	.....	.....
Puerto Plata, S. D.....	.....	.....	.....
Port Antonio, Jamaica.....	.....	.....	.....
Port Said, Egypt.....	.....	.....	.....
Palermo, Italy.....	.....	.....	.....
Para, Brazil.....	.....	2,189	1,107
Pernambuco, Brazil.....	.....	.....	.....
Rio de Janeiro, Brazil.....	.....	.....	.....
Rosario, A. R.....	.....	.....	.....
Piraeus, Greece.....	.....	.....	.....
Rotterdam, Holland.....	.....	.....	.....
San Juan, P. R.....	.....	1,287	.....
Stockholm, Sweden.....	.....	.....	.....
Spezia, Italy.....	.....	.....	.....
Savona, Italy.....	.....	.....	.....
Santa Liberata, Italy.....	.....	.....	.....
Siracusa, Italy.....	.....	.....	.....
Santiago, Cuba.....	.....	4,001	.....
St. Michaels, Azores.....	.....	.....	.....
St. Thomas, D. W. I.....	.....	9,093	.....
Torre Annunziata, Italy.....	.....	.....	.....
Zarata, A. R.....	.....	.....	.....
Demerara, B. G.....	2,347	.....	.....
Hamilton, Bermuda.....	597	.....	.....
Santo Domingo City, S. D.....	1,270	.....	.....
La Plata, A. R.....	2,988	.....	.....
Coronel, Chile, F. O.....	3,188	.....	.....
Venice, Italy.....	20,450	.....	.....
Brindisi, Italy.....	6,000	.....	.....
Trapani, Italy.....	2,005	.....	.....
Cavite, P. I.....	8,443	.....	.....
Gunatanamo, Cuba.....	.....	1,298	.....
Vera Cruz, Mexico.....	.....	6,392	.....
St. Lucia, B. W. I.....	.....	4,524	.....
Totals	125,588	48,177	11,634

Destination—	1915		
	Lambert's Point.	Newport News.	Sewall's Point.
Antofagasta, Chile.....	7,651	.....	.....
Buenos Aires, A. R.....	47,103	.....	10,135
Bridgetown, Barbados.....	5,396	.....	.....
Bahia, Brazil.....	2,975	3,980	.....
Branto, Italy.....	.....	28,580	.....
Cristobal, C. Z.....	52,800	.....	.....
Civita Vecchia, Italy.....	10,202	4,633	.....
Curacao, D. W. I.....	4,460	.....	.....
Cienfuegos, Cuba.....	1,516	.....	.....
Cardenas, Cuba.....	1,915	.....	.....
Cadiz, Spain.....	2,970	.....	.....
Catania, Italy.....	5,435	.....	.....
Casa Blanca, Morocco.....	.....	4,110	.....
Copenhagen, Denmark.....	.....	2,677	.....
Castries, St. Lucia.....	.....	2,731	4,514
Genoa, Italy.....	86,346	11,119	.....
Gaeta, Italy.....	.....	4,921	.....
Dakar, French West Africa.....	13,451	.....	.....
Havana, Cuba.....	.....	.....	.....
Italian port.....	14,454	1,630	3,382
Kingston, Jamaica.....	3,785	.....	.....
Leghorn, Italy.....	17,889	.....	.....
Las Palmas, G. C. I.....	7,004	.....	.....
Lisbon, Portugal.....	1,889	.....	.....
Maceio, Brazil.....	1,098	.....	.....
Montevideo, Uruguay.....	11,008	10,764	.....
Messina, Sicily.....	12,581	.....	.....
Maddalena, Italy.....	.....	24,430	.....
Marseilles, France.....	.....	7,282	.....
Naples, Italy.....	17,235	6,218	.....
Puerto Ferrajo, Italy.....	9,046	.....	.....
Puerto Plata, S. D.....	736	.....	.....
Port Antonio, Jamaica.....	3,654	.....	.....
Port Said, Egypt.....	5,001	.....	.....
Palermo, Italy.....	7,850	.....	.....
Para, Brazil.....	.....	4,000	.....
Pernambuco, Brazil.....	4,840	2,400	647
Rio de Janeiro, Brazil.....	20,982	16,875	5,705
Rosario, A. R.....	4,309	4,228	.....
Piraeus, Greece.....	4,404	.....	.....
Rotterdam, Holland.....	.....	12,027	.....
San Juan, P. R.....	7,145	1,738	.....
Stockholm, Sweden.....	12,910	.....	.....
Spezia, Italy.....	5,187	42,498	24,795

Savonia, Italy.....	5,000	.....	.....
Santa Liberata, Italy.....	5,900	.....	.....
Siracusa, Italy.....	4,830	.....	.....
Santiago, Cuba.....	.....	5,446	.....
St. Michaels, Azores.....	.....	.....	1,088
St. Thomas, D. W. I.....	.....	.....	2,086
Torre Annunziata, Italy.....	5,197	.....	.....
Zarata, A. R.....	.....	3,118	.....
Demerara, B. G.....	.....	.....	.....
Hamilton, Bermuda.....	.....	.....	.....
Santo Domingo City, S. D.....	.....	.....	.....
La Plata, A. R.....	.....	.....	.....
Coronel, Chile, F. O.....	.....	.....	.....
Venice, Italy.....	.....	.....	.....
Brindisi, Italy.....	.....	.....	.....
Trapani, Italy.....	.....	.....	.....
Cavite, P. I.....	.....	.....	.....
Gunatanamo, Cuba.....	.....	.....	.....
Vera Cruz, Mexico.....	.....	.....	.....
St. Lucia, B. W. I.....	.....	.....	.....
Totals	435,454	213,556	63,945

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, report as follows under date of August 9:

Plate freights are practically the same as a week ago, and a number of charters were effected during this interval at or about recent quotations. Mediterranean freights are firmer owing to the increased demand for steamers for grain, and Cuban and West Indian freights are also firmer on account of the scarcity of tonnage available for this business.

We would quote freight rates on coal by steamer as follows:

West Coast of Italy.....	39s. @ 40s.
Marseilles	37s. @ 38s.
Barcelona or other good Spanish port.....	36s. @ 37s.
(Spanish dues for account of cargo.)	
NOTE.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge, 1s. per net register ton per day demurrage."	
Montevideo, about.....	34s.
Buenos Aires or La Plata.....	34s. @ 34s. 6d.
(Above quotations on Plate coal by British steamers. Neutral steamers are more difficult to obtain and the rates are always higher.)	
Rosario	35s. @ 36s.
Santos	35s. @ 37s.
(Consignees paying docas dues.)	
Valparaiso or Callao.....	\$6.50 @ 7.00
Havana	2.75 @ 3.25
Cardenas or Sagua.....	3.00 @ 3.50
Cienfuegos	3.25 @ 3.50
Port of Spain, Trinidad, about.....	3.50
St. Lucia	3.25 @ 3.50
St. Thomas, about.....	3.00
Barbados, about.....	3.50
Kingston	3.00 @ 3.50
Curacao	3.25 and p. c.
Santiago	3.25 @ 3.50
Guantanamo	3.25 @ 3.50
Demerara	4.50 @ 5.00
Bermuda, about.....	3.00
Vera Cruz.....	3.25 @ 3.75
Tampico	3.25 @ 3.75

Recent Coal Freight Charters.

Schooner Ed. E. Briry, Philadelphia to Fort de France, coal, p. t.

Schooner Theoline, Philadelphia to Cay Francis, coal, p. t.

Schooner Ann J. Trainer, Philadelphia to St. John, N. B., coal, p. t.

Steamer J. A. Hooper, Baltimore to San Diego, coal, p. t.

Steamer Titania (Ital.), Baltimore to west coast of Italy, coal, p. t.

Steamer Nordland (Dan.), Philadelphia to Cardenas, coal, p. t.

Steamer Lexie (Br.), Virginia to Montevideo, coal, 34s, August.

Steamer Siljerstad (Nor.), Virginia port to River Plata, coal, 34s 6d, August.

Steamer Corby (Br.), Virginia port to River Plata, coal, p. t., August.

Steamer Orion (Greek), Atlantic Range to west coast Italy, coal, 38s, August.

Steamer Tancred (Nor.), Newport News to St. Lucia, coal, p. t.

Steamer Nicholaos (Greek), Atlantic Range to Marseilles, coal, 37s, August.

Schooner Daisy Farlin, Philadelphia to St. John, N. B., 600 tons coal, \$1.90.

Schooner A. and M. Carlisle, Philadelphia to St. John, N. B., 500 tons, \$1.90.

Schooner Crescent, Philadelphia to St. John, N. B., coal, \$1.90.

Steamer Calimeris (Br.), Virginia or Baltimore to west coast of Italy, coal, 30s.

Steamer Ludgate (Br.), Virginia to Campana or Villa Constitucion, coal, 34s 6d.

Steamer Nea Helles (Greek), Baltimore to Virginia to Piraeus or Eyra, coal, 30s, August.

Schooner L. H. Goward, Baltimore to Porto Rico, coal, p. t.

Steamer Nordbotten (Swed.), Philadelphia to Narvik, 8,000 tons coal, p. t. prompt.

Steamer Commonwealth (Br.), Baltimore or a Virginia port to River Plata, coal, 34s 6d.

Steamer Camlake (Br.), Baltimore to west coast of Italy, coal, 36s, August.

Steamer Mar Mediterraneo (Span.), Baltimore to Spanish port, coal, p. t. spot.

Steamer Llongwen (Br.), Baltimore to west coast Italy, coal, p. t.

Steamer Georgios (Greek.), Baltimore to west coast Italy, coal, p. t.

Steamer Falk (Nor.), Philadelphia to Manzanilla, coal, p. t.

General Review.

Buying Has Been Delayed, Exports Increase and Car Shortage Is Inevitable.

For the first time in almost a year the national coal trade has a definite drift. Everything considered, it may be said that the producers are in control and will soon be able to dictate prices.

To understand the present national market in all its moods and tenses, one must take many commonplace things into consideration, but make a new arrangement of them. That is, one must take stock of transportation facilities, mine development, mine working force and facilities for ultimate distribution.

Thus, the production capacity of American mines is not far from 500,000,000 tons of coal per year. More has been produced and sold in a few years of record, but it was only made possible by extraordinary activity on the part of the railroads. While the mines evidently can, in ordinary times, produce more, it is not safe to count on much more than 500,000,000 tons of coal without increasing facilities, and hence investment. Even to get out so much demands the importation yearly of at least 25,000 miners from Europe.

This volume of coal had to satisfy all home demands and also the export and bunker demands. At present, exports are more than 100 per cent above normal; the railroads are beginning to take almost normal amounts; factories are in some districts taking more than they took this time last year. The question demanding to be answered is whether the possible supply of coal will satisfy the demand in other directions. Candidly, it seems that it will not.

Anthracite is a first rate example. Last year the operators in a studied campaign practically forced the coal on the retailers; they, in turn, hounded the consumers until they took in coal on credit. This year both operators and retailers have reversed their programs; production has been curtailed when consumers were backward with orders. As a result, production has fallen off nearly 2,000,000 tons for the first seven months of the year and tidewater stocks have been all but wiped out. Upper lake stocks also are low. Now, the storage period for anthracite is about over. Thus, the shortage will have to be made up at the exact time when, normally, the direct movement from the mines to the consumer is largest.

The bituminous situation also is exactly the reverse of what it was last year. Then, the retailer expected and got cheap coal. They stored much. This year, the operators knew they were going to lose tonnage and did not care to compound the loss by losing money also on the coal sold. Therefore they held for and got a good figure. Buyers expected this situation to change from day to day and delayed buying. In the west, particularly, not to exceed twenty-five per cent of the normal amount of coal has gone into storage.

More coal than normal is going into export and hence is subtracting from the volume available for the interior use. Also, storage coal and coal for current use must be shipped at the same time. This is going to throw an extraordinary burden upon both mines and railroads. The question is whether they can respond satisfactorily. Recent reports from the mining districts are not encouraging. The mines have obtained no new miners from Europe, but instead actually have lost workers. If they need at least 25,000 new men yearly to get out their regular production and got none but lost some, the mines are, at least, 25,000 miners short.

In addition, we are running into a period of transportation difficulty. Railroad cars and engines have not been maintained in good order. What is more, the railroads have not the money to spend to put them in shape.

Thus, there is a real possibility of a coal shortage. Everything depends upon the weather. If the weather is cold, there must be a coal shortage.

Particular attention must be called to the situation in the northwest. Most of the docks had quantities of coal left over. Some assumed that this was nearly enough to carry them through this year. Consequently they bought little. When the people inland took no coal, the docks were confirmed in their opinion. The action of the northwest is natural enough. Still, it does not relieve the northwestern situation any. It does not assure plenty of coal for a hard winter.

Chicago Market.

Technically the Market Is Strong, But Actually Buying Is Still Below Normal.

Office of THE BLACK DIAMOND,
CHICAGO, August 12.

The Chicago coal market is in one of the most curious positions it has occupied in a number of months. Technically every coal is strong to the point of being buoyant. That is, the operators have done the uncommon thing this year and have refused to load up their order books with cheap coal; the retailers and householders, being accustomed to ridiculously low prices in summer, have been holding off expecting every minute that the market would break. Thus they delayed buying in May, again in June, and again in July. The result is a complete reversal of the situation common early in August. Heretofore the operators have entered that month with their order books full for lump coal sold at \$1 or a little better. This year they enter August with their books clear of orders, but practically no coal in the hands of the retailers or the consumers.

As one of the operators expressed it, about the only domestic business that has been done this summer has been the selling of coal to schools and the public utilities companies. This means that not much more than twenty-five per cent of the normal amount of summer coal has been moved. Naturally, with the storage movement and the regular fall buying to be taken care of in the next two and a half months, and with transportation difficulties disturbing, the market is exceptionally strong with the operators in command of the situation.

The anthracite situation has not been changed to the same extent as some of the others. Anthracite coal has not been subjected to any extraordinary price influence this summer.

The smokeless situation has not changed much in the last week. Some differences, mainly among the operators, over the question of policy, has disturbed prices a little in Chicago on mine run. The disturbance has had no effect outside of Chicago. On spot sales mine run is firm at \$1.40. Both on spot sales and on contract, lump and egg is firm at circular price of \$2.25. Prices up to Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run	\$3.45	\$1.40
Lump and egg	4.30	2.25

The market on Somerset county coal is practically unchanged. The operators are not loading their books with cheap coal because they expect higher prices later. Prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run	\$3.30	\$1.25
Lump and egg	3.75@3.95	1.70@1.90

Hocking coal has shown a little improvement in the last week. Business is not up to normal because the weather has been so wet that harvesting has been delayed. There is very little movement to the farmers now and this is curtailing the demand. However, retailers realize that the harvest movement will have to start soon and they are buying a little coal to be ready for the demand when it comes. Prices up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump	\$3.15	\$1.50

The splint situation has improved a little, first, because operators are more disposed to keep unsold coal off the market and, second, because the expected demand for harvest purposes is causing retailers to buy a little heavier. Prices up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump	\$3.05@3.15	\$1.15@1.25

The eastern Kentucky situation is just about as reported last week. That is, all kind of Kentucky coal is being offered at all kind of prices, but the carefully prepared and well advertised coals are having no difficulty to find a market at around \$1.90 a ton for lump and block combined. Prices up to Thursday were:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump	\$3.25@3.80	\$1.35@1.90
Egg	3.05@3.25	1.15@1.35

In Franklin county the situation is peculiar. The retailers expected that orders placed early in August would carry the July circular. They were disappointed and did not buy for a few days. Mainly, however, they have been buying more freely and the market is in consequence fairly strong. However, the operators appreciate that the wet weather has interfered with deliv-

eries and out of sympathy with the retail situation they have decided to continue the new circular price of \$1.60 in effect during the month. It would not be surprising, however, if the regular circular price of \$1.75 were to apply on and after September 1st. The finer sizes have been rather strong lately. The operators for a time were selling this coal at rather low figures, but lately have been insisting upon seventy cents as the minimum on two-inch. Prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65	\$1.60
Egg	2.65	1.60
No. 1 nut	2.65	1.60
No. 2 nut	2.45	1.40
Mine run	2.15	1.10
2-inch screenings	1.75	.70

Two prices have ruled in Williamson county. The better grades and better known coals have brought \$1.60, while on the lump and egg and No. 1 washed other producers have been holding for \$1.50. Prices have been firm at these figures throughout the week, with a fair amount of buying. Tonnage in fact increases about every day. Prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65	\$1.60
Egg	2.65	1.60
No. 1 washed	2.65	1.60
No. 2 washed	2.50	1.45

Saline county operators have been in about the same position as other mines in the southern part of the state. That is, fifty per cent of capacity of active mines is about the rule in that district. In addition, some mines are not running at all. However, the operators are letting market conditions and not the mine situation govern the prices and as a consequence the market is firm at prices quoted heretofore, the market up to Thursday being:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.55	\$1.50
Mine run	2.15	1.10
Screenings	1.75	.70
1½-inch lump	2.30	1.25

The demand for Springfield coal has been improving enough to warrant the suggestion that in a few days there will be an advance in price on the lump coal of about fifteen cents, bringing the circular up to \$1.65. Meanwhile the market is quite strong at \$1.50. Screenings were a trifle easy, but have strengthened in the last week because lump production has been small. Prices up to Thursday were:

Springfield—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.32	\$1.50
Egg	2.32	1.50
Nut	2.17	1.35
Mine run	1.87	1.05
Screenings	1.47	.55

Clinton county coal is unchanged from last week, namely, most of the coal is being consumed in Indiana and very little coming to Chicago. Prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump	\$2.27	\$1.50
Egg	2.07	1.30
Nut	2.07	1.30
Mine run	1.87	1.10
Screenings	1.47	.70

Knox county operators have been running mostly on steam business and as a consequence the market for screenings and mine run coal has been the one to which most attention has been paid. The domestic business is picking up just a little. In the Chicago market proper, screenings have had to meet the competition of other fine coal and consequently have had to sell at sixty to sixty-five cents, but in Indiana prices have been decidedly better, ranging from seventy to eighty cents, with some companies refusing to sell below the latter figure. Prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run	1.87	1.05
Screenings	1.47	.60

There is a better demand for coke, but rather than this influencing the price it has simply enabled some of the operators to increase their production. The ovens are now running eighty to eighty-five per cent of capacity, whereas two months ago they were doing no better than sixty per cent. Prices in consequence are unchanged with the exception that the crushed sizes of by-product coke are about ten cents above the figures recently quoted. Prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville	\$4.75
By-product, foundry	4.85@5.10
By-product, egg and stove	4.60@4.70
By-product, nut	4.60@4.70
Gas house	3.75@3.90

Pittsburgh Trade.

Big Tonnages Are Placed, But Small Orders Are Needed—Still, Low Prices Are Refused.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., August 12.

There is a large amount of optimism in the coal trade of Pittsburgh today, based on actual conditions as they exist, and the vague possibilities of the future. And yet, careful observers utter words of caution and predictions as to the market's course are hazarded with reserve. Many of the optimists admit they are sailing an uncharted sea, with unknown "trade winds" and unprecedented weather conditions.

The big steel mills and the big coal producers report business as good and increasing, while the operators of smaller coal and manufacturing plants are not nearly so well satisfied with the situation or the outlook. The plants, working largely on war munitions, are taking near their normal supply of coal under existing contracts, but the sewer pipe industries, brick making, and other domestic industries are not taking more than fifty per cent of their usual requirements. There is little or no spot demand for coal among miscellaneous manufacturing plants.

The lake trade continues a puzzling feature. Shipments are not increasing and little or no new inquiry is developing. It is freely stated by operators that much longer delay will place consumers in a bad position later as reviving industrial demand will make it impossible to effect deliveries to the lakes and northwest trade. The export factor will have to be figured on more and more. All these circumstances have a tendency to advance prices above what the market calls for today and producers show a determination to resist attempts shown by buyers to force the market to a still lower level.

Offers of fifty cents and fifty-two and one-half cents for Pittsburgh slack were turned down by leading coal operators here this week, and sixty cents does not look inviting, as there is little accumulated slack of any grade at mines or on wheels.

There seems to be snags developing in the way of export trade in the shape of increasing ocean freight rates, and where some large inquiry was being made a week ago, by eastern exporters, report today says the placing of orders is being delayed until more satisfactory freight rates can be negotiated.

The general appearance of trade is very quiet, no activity of note being noticeable at plant or offices. The vacation season accounts for many empty desks, and the splendid condition of the golf links, with ideal weather conditions, explains the vacancy of numerous office chairs.

The market might be quoted as follows, though it is hardly safe to hazard quotations at all under existing circumstances:

Pittsburgh slack	\$0.55@ .60
Mine run	1.00@1.10
¾ screened	1.20@1.25
5/4 screened	1.30@1.35

Coke seems to be undergoing a somewhat similar experience to that which coal has been passing through, an element of uncertainty effecting the market and causing a halt in the upward trend that seemed to be in sight. Jobbing foundries have not been doing more than fifty per cent of capacity, but prospects seem to be brightening, and some are showing a disposition to buy coke ahead, at least inquiry would suggest that, and prices are holding well at \$2.40 to \$2.60 with some asking \$2.65. Prompt foundry can be had at 2.10 to \$2.40.

Report says that should the demand for steel continue to increase the steel works' ovens will have to turn to the merchant ovens for additional supply of furnace coke, but this point has not yet developed; however, any further increases in the steel business must soon affect independent plants, and this will create a demand for merchant coke that is not now being felt to any extent, and help to maintain the \$1.75 to \$2 quotation for which producers are standing pat.

The pig iron situation favors a hardening of coke prices, for while the current sales have not been large, considerably increased tonnages of both steel making and foundry grades are said to be under negotiation in the various producing centers east and west, and an ad-

vance of twenty-five to fifty cents a ton for this year's delivery is generally being asked.

All told the strength of the coal and coke market in this district has not weakened, and might be said to have hardened. Buyers for future delivery are lagging and sellers are more firm. One large coal operator voiced the opinion yesterday in conversation with the writer that by the middle of September everything would be at normal and the labor situation making it hard to meet demands in this locality.

"Want" advertisements are appearing quite frequently in the Pittsburgh papers for coal miners for various parts of West Virginia and for Kentucky mining regions. Export business in those localities is said to be increasing very considerably.

Personal and News Items.

A. F. Syroth, of the Keystone Coal & Coke Company, Pittsburgh office, is absent on a vacation.

Mr. Harris, inspector for the Cleveland & Western Coal Company, was a Pittsburgh visitor last week.

H. A. Andrews of the Pittsburgh and West Moreland Coal Company has departed for a summer vacation of some weeks' duration.

J. H. Hillman, of J. H. Hillman & Sons, iron brokers and coal experts, has gone to Beaumaris, Canada, to join the colony of Pittsburgh bankers and iron and steel men.

H. R. Hyndman, of the Washington Coal Company, is recuperating at Algonquin Park. John H. Jones, of the Pittsburgh-Buffalo Company, is on a business trip to the lakes and the northwest points.

Louisville Market.

LOUISVILLE, KY., August 12.—(Special Correspondence.)—There is considerable evidence of improving business in a number of lines in this section, but as yet the coal trade has lagged behind and August business has not come up to expectations entertained by shippers a month ago. It is true that there is not a great deal of steam coal either on demurrage or being sold at cut-rate prices, but demand for the domestic sizes continues phenomenally light, considering the near approach of the fall season, and shippers are wondering if they will ever get any higher prices for their block and egg sizes during the balance of the year.

The best advised coal men seem sure that there will be a very heavy demand for coal beginning about the middle of September, and continuing well into the winter. They figure that supplies in the hands of dealers and consumers are undoubtedly far lighter than during any previous season, that the amount of coal required for the growing population of the country, in view of the continuous depletion of wood, will be considerably increased, and that the facilities, both of producers and carriers, will be less than normal, due to the long period of dull business we have passed, or are passing through.

Coal men in this section have freely expressed their desire that the Interstate Commerce Commission grant advances in rates to the western roads, and were therefore glad to see that the increase requested on bituminous coal was held to be justified. Coal men in general are anxious to see the railroads get their share of such prosperity as there is to pass around. Whenever industrial conditions are inactive the great importance of railroads as coal consumers becomes more manifest to the coal trade.

Conditions with the retailers in Louisville are somewhat more promising as to outlooks, though current demand is not up to normal, but country dealers are still extremely backward and are wholly occupied with their splendid crops, to the detriment of coal deliveries. Road building, which is epidemic all over Kentucky at the present time, is also interfering to some extent with the hauling and storing of domestic coal. The farmers are almost altogether unsupplied with any future stock of coal and when the first cool weather comes this buying should start with a rush.

There has been a continuance of labor trouble in southeastern Kentucky, due to failure of several mining companies to restore wages that were cut some months ago, and due to refusal by other mining companies to recognize the union, particularly in the Harlan county field. Producers are confident, however, that there will be no serious disturbance or shut-down, as the national organization does not seem disposed to come to

the assistance of the Kentucky miners at the present time.

Toledo Market.

TOLEDO, OHIO, August 11.—The coal situation remains about the same as it has been and there will probably be no further general improvement noticed until the farmers have got their crops in and are ready to take their winter supply of coal. The harvest was extremely late in this section this season owing to the heavy rains and this has of course held the coal buying back, as farmers would hardly stop now to haul gold, much less coal. It is predicted by those in a position to know that within ten days there will be a noticeable improvement. The farmers will be in good shape by that time and it is believed the general movement, including hard coal, will be much better by that time. There are some more inquiries than formerly and some contracts are now being made. The commissioners are now in the market for nearly 10,000 tons of coal and bids are being called for on Pittsburgh No. 8 and West Virginia products.

There has been a decided and unexplained weakening in the Pocahontas prepared sizes within the past week or so, although the mine run is holding very firm. Prices are quoted as follows:

	F. O. B. Toledo	F. O. B. Mines
Smokeless—		
Lump and egg.....	\$3.70	\$2.25
Mine run	2.85	1.40

The demand for Hocking is not specially strong although there has been a fair call for threshing coal recently. Farmers will be buying more heavily later on than at present, however. Prices are holding as quoted:

	F. O. B. Toledo	F. O. B. Mines
Hocking—		
3-inch lump	\$2.50	\$1.50
1½-inch lump	2.40	1.40
¾-inch lump	2.35	1.35
Egg	2.25	1.25
Nut	2.15	1.15
Mine run	2.10	1.10

Practically no movement of Massillon and prices unchanged:

	F. O. B. Toledo	F. O. B. Mines
Massillon—		
Lump	\$3.25	\$2.50
Washed nut	3.25	2.50

The demand for Pomeroy is light and prices are the same:

	F. O. B. Toledo	F. O. B. Mines
Pomeroy—		
Domestic	\$2.60	\$1.60
Egg and nut	2.35	1.35

The West Virginia product continues to move about as it has been for some time past. The lake movement, while not heavy, has not weakened much. Prices have been very low and remain the same:

	F. O. B. Toledo	F. O. B. Mines
Kanawha Gas—		
¾-inch lump	2.30	1.05
Mine run	2.20	.95
Fairmont—		
1½-inch lump	2.30	1.05
¾-inch lump	2.20	.95
Mine run	2.10	.85
Kanawha Splint—		
4-inch lump	\$2.75	\$1.50
2-inch lump	2.65	1.40
¾-inch lump	2.40	1.15
Mine run	2.25	1.00

Few of the Pittsburgh No. 8 mines are now in operation and the movement of this coal in this market is extremely light, although an occasional contract is signed or fair sized order placed.

	F. O. B. Toledo	F. O. B. Mines
Pittsburgh No. 8—		
1½-inch lump	2.40	1.40
¾-inch lump	2.20	1.20
Mine run	2.10	1.10

Youghiogheny coal is used very slightly here and remains just as it has been for weeks past.

	F. O. B. Toledo	F. O. B. Mines
Youghiogheny—		
Mine run	2.45	1.20
¾-inch steam lump	2.55	1.30
Blossburg Smithing—		
Prepared size	3.20	1.75
Lilly smithing, prepared size.....	3.20	1.75

Kentucky seems to be holding its own quite well and prospects are favorable.

	F. O. B. Toledo	F. O. B. Mines
Kentucky—		
4-inch lump	\$2.90	\$1.65
Egg	2.50	1.25
Nut, pea and slack.....	open	open

Cambridge movement is light and prices unchanged.

	F. O. B. Toledo	F. O. B. Mines
Cambridge—		
Mine run	\$2.10	\$1.10
¾-inch lump	2.20	1.20
1½-inch lump	2.40	1.40

Cannel continues with about the same degree of activity as formerly. Prices follow:

	F. O. B. Toledo	F. O. B. Mines
Cannel—		
Kentucky Cannel lump	\$4.60	\$2.75
Pennsylvania Cannel, egg.....	3.60	2.15
Pennsylvania Cannel, lump.....	4.20	2.75
Ohio Cannel	3.85	3.00

Cincinnati Trade.

Bigger Export Demand and Rush Orders From Retailers are Improving the Market's Tone.

CINCINNATI, OHIO, August 12.—Conflicting ideas are expressed this week by many operators in this market, but in a general way the sentiment prevails that the nightmare of the trade here is about over. The nightmare has been the jobber who has seen only the ten cents commission he is getting from handling the output of mines.

Splint is improving, although the improvement is slow. Almost everybody believes that it will be permanent. Considerable exportation to South America, especially Brazil and Argentina, is relieving the market. One of the results of the large and continuous demand at seaboard and in the east, especially in New England, is the tendency of prices to hold.

Another bright light in the horizon is the fact that many dealers who have given orders, say for shipment about August 25, have been writing, telegraphing and telephoning to the operators to hasten the order, or to ship immediately, or to restore certain orders cancelled last week. This indicates that farmers and other consumers are beginning to come in for supplies. Threshing is on and but for the rainy weather there would now be a big demand for small lots.

One peculiar matter is showing up in the splint field, and that is that some of the jobbers and wholesalers have been so occupied with their run of mine shipments, lake and seaward, that they have neglected their nut and slack contracts and have run behind with some of them.

Coke business is picking up, not rapidly or lucratively, but moderately and in a paying manner. Many of the coke men will not take orders further than the last quarter of the year and many of them are up to capacity for the year. A few orders have been placed for the first quarter of 1916 but they have been accepted with fear and trembling and for speculative purposes.

Quotations on good four-inch splint lump this week shows firmer price of \$1.50 and several orders have been taken at \$1.60, with one or two heard of at \$1.70, the latter, however, being smaller than the others. Operators see but ninety cents for run of mine this week because of slack demand for the larger sizes, or some of them, and as a result two-inch lump is now easily quoted at \$1.35 on the average. Nut and slack of inferior grades are still burdening the market at sixty-five cents, and in some cases lower, but the better steam grades are in better demand, as stated.

Smokeless grades are in smooth seas and some of the European governments are sending representatives to the ground to talk up contracts for their governments. Italy has some options on New River products and perhaps some Pocahontas outputs, but the latter have been sold to capacity, reserving domestic products for the better local prices.

Cincinnati Trade News.

W. M. Puckett, vice-president of the Cabin Creek Consolidated Coal Company, was in the city this week in consultation with C. R. Moriarty, western sales agent of the company, with headquarters in this city.

Among the visitors in the coal district this week was F. J. Baxter, manager of the Welch Coal & Coke Company, Welch, W. Va. Also a noted visitor was Byron Smith, secretary of the Foster Lumber & Coal Company of Valparaiso, Ind.

Frank S. Easley, formerly manager of the Pocahontas Coal Company at Bluefield, W. Va., has resigned his position with that company to accept a similar position with the Bluefield Coal & Coke Company of Bluefield. Mr. Easley is well known in coal circles of this city.

Colonel S. W. Patterson, formerly on the staff of Governor Hatfield of West Virginia, president of the Bottom Creek Coal & Coke Company of Vivian, W. Va., and also president of the Sycamore Coal Company of Cinderella, W. Va., was a visitor in the city this week, spending most of his time with F. B. Raines of the Castner, Curran & Bullitt Company.

The harbor towboat Fulton, which has just been raised from the bottom of the river, is being temporarily repaired so she will be able to float to the Queen City Coal Company's marine ways for caulking and fixing, so she can be towed to Pittsburgh to be rebuilt. The boat

careened in the middle of the river during a cyclone, June 7th.

Captain Charles J. Menges, formerly harbor master for the Monongahela River Consolidated Coal & Coke Company in this city, but later harbor master for the company and the Queen City Coal Company of this city at New Orleans, was a visitor in the city this week on a short vacation visit with Mrs. Menges to their old home here. Captain Menges has a host of friends all along the river.

Twin Cities Trade.

MINNEAPOLIS AND ST. PAUL, August 12.—(Special Correspondence.)—Northwestern coal men are more cheerful over the prospects than they have been at any time this year. The tremendous crop which is being harvested and which will shortly be threshed is the source of this optimism, and indications emphatically point to a much better business situation. While optimism prevails it is not being realized upon to any great extent. Dealers recognize that if the harvest is as bountiful as expected their business will be very large, but they are not prepared yet to purchase much coal for threshing purposes. As a matter of fact, the volume of present business with most all the factors in the trade, wholesale, as well as retail, is less than a year ago at this time. There is a hesitancy in taking on business obligations that will not disappear until the demand from consumers of coal is being realized. Possibly the foreign war has something to do with this, but dealers who placed loans with banks a year ago and were obliged to pay high interest rates or could not renew them later, are not anxious to be placed in the same position again.

As a consequence of the conservatism that prevails, the coal business thirty or sixty days from now may be very good. Undoubtedly it will require an immense number of cars to move the crop. North Dakota farmers who are heavily mortgaged on account of two bad crops in previous years in succession, will realize on their crop as soon as possible to meet these obligations, and a very large amount of grain may be thrown onto the market at one time, requiring all the available resources of the railroads to move the crop. The coal movement and merchandise shipping to date has been less than a year ago. Transportation facilities are almost certain to come under a tremendous strain, and for thirty or sixty days, while these conditions continue, undoubtedly the demand for fuel will be keen. On the other hand, this will not constitute the entire winter's business. The real market conditions after the first of December will depend upon the climate. Dealers are likely to follow a hand to mouth buying policy until about that date, owing to the fact that for several years they have accumulated stocks of coal which could be replaced later in the season at less cost than the original purchases.

Current car lot quotations on all grades of coal sold in this market are as follows:

	F. O. B.		F. O. B.	
	Duluth and Superior	Minneapolis and St. Paul	Duluth and Superior	Minneapolis and St. Paul
Grate	\$6.60	\$7.80		
Egg	6.85	8.05		
Stove	6.85	8.05		
Nut	7.10	8.30		
Pea	5.50	6.70		
Buckwheat	4.00	5.20		
During August a discount of ten cents per ton is allowed on all anthracite except pea and buckwheat, which prices are net.				
BITUMINOUS.				
Splint, screened lump and stove....	\$3.40	\$4.36		
Splint, dock run	3.10	4.06		
Hocking, screened lump and stove...	3.40	4.36		
Hocking, dock run	3.00	3.96		
Youghiogheny, gas, lump and stove..	3.40	4.36		
Youghiogheny, gas, dock run.....	3.10	4.06		
Pittsburgh vein, lump	3.40	4.36		
Pittsburgh vein, dock run.....	3.00	3.96		
Pocahontas, screened lump or egg....	4.75	5.71		
Pocahontas screened lump and egg mixed	4.50	5.46		
Pocahontas, mine-run	3.25	4.21		
Cannel, lump	5.25	6.21		
Smithing, bulk	4.25	5.21		
Smithing, in 100-lb. sacks.....	6.00	6.96		
Briquets, anthracite	5.00	5.96		
Briquets, smokeless	5.00	5.96		

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois ch-nks.....	\$1.50@1.60	\$3.70@3.80
Southern Illinois egg.....	1.50@1.60	3.70@3.80
Southern Illinois No. 1 nut.....	1.50@1.60	3.70@3.80
Southern Illinois No. 2 nut.....	1.25@1.40	3.45@3.60
Southern Illinois No. 3 nut.....	1.20@1.25	3.40@3.45
Southern Illinois run of mine....	1.15@1.25	3.35@3.45
Southern Illinois 2-in. screenings	.70@.75	2.95@3.00

Southern Illinois coal includes Franklin county, Harrisburg and Williamson county.

Duluth Trade.

DULUTH, MINN., August 12.—(Special Correspondence.)—While conditions are brisking up in the coal trade, they are far from normal. The fact that not a great deal of coal—comparatively speaking—is being brought up from the east, is actually no hardship here, for the demand from the northwest, fed from the Duluth docks, as a usual thing, is of no such proportions that the shortage of eastern supply for this point cuts much of a figure.

Coal men say that there is a better inquiry for coal, starting with about two weeks ago, but that it is nothing like that of former years. The fact that threshing demand looms up ahead is what is bringing the inquiry and which is expected to bring more. However, as is quite well known, Illinois coal, placed in northwestern towns on a much cheaper F. O. B. basis than eastern coal, cuts into the demand from here, and the further fact that lignite is being more generally used, even though admitted of a inestimably poorer quality, is another factor in the slowness of the trade at this point. However, hope is held out that the fact that the crops this year are very much larger than in former years and that consequently more threshing will have to be done, will help overcome militating influences.

As to coal shipments from this point to points in the northwest, figures for July are not yet available, but those up to the end of June show pretty well the general trend. It is a fact that more boats have been bringing up coal since that time, but the increase in number is not so very great over a year ago. However, the figures of the weighing bureau show the following shipments, in car circulations, this year up to the end of June:

	Duluth.	Superior.	Total.
January	6,259	18,737	24,996
February	5,476	14,803	20,279
March	5,113	11,747	16,860
April	4,005	8,624	12,629
May	4,245	7,156	11,401
June	4,808	7,160	11,468
Totals	29,406	68,227	97,633

The figures up to the end of June of each of the past three years, compared with the current year, 1912 being the banner year in shipments from this point, indicate pretty well the falling off that has been taking place:

	Duluth.	Superior.	Total.
1912	75,868	200,519	276,387
1913	80,872	176,411	257,283
1914	31,384	74,547	105,931
1915	29,406	68,227	97,633

The government figures of coal receipts here are issued only every two months, for there are always delinquents in making reports, so the latest figures that can be obtained as yet concerning receipts here are up to the end of May. As has been said, a few more boats have been carrying coal, but coal cargoes are notoriously short, and that fact is furnishing one of the problems of Great Lakes vessel owners at this time. Receipts up to the end of May, compared with the same period last year, were as follows:

Tons—	1915.	1914.
Soft	781,789	1,341,233
Hard	275,800	131,721
Totals	1,057,589	1,472,954

The following markets prevail:

Anthracite—		Duluth
Egg		\$6.85
Stove		6.85
Nut		7.10
Pea		5.55
In bituminous:		
Youghiogheny—		
Screened lump		3.40
Screened nut or stove		3.40
Dock run		3.10
Screenings		2.40
Hocking—		
Screened lump		3.40
Screened nut or stove		3.40
Dock run		3.05
Screenings		2.25
Splint—		
West Virginia lump		3.40
West Virginia stove or nut.....		3.40
West Virginia dock run		3.10
West Virginia screenings		2.40
Pocahontas Smokeless—		
Lump, egg or nut		4.75
Lump and egg, mixed		4.50
Mine run		3.25
Screenings		2.75
Cannel—		
Screened lump		5.25
Smithing—		
Pittsburgh selected		4.25
Georges Creek		4.25

C. E. Tweed, city agent of the Pittsburgh Coal Company, spent the first week of this month in Minneapolis, taking part in the state golf tournament at the Minikahda links. He was a member of the Duluth team.

Indianapolis Trade.

INDIANAPOLIS, IND., August 12.—(*Special Correspondence*).—A slight improvement is apparent in the demand for Indiana coal. It isn't sufficient to cause a bulge in the prices, but it helps some. Indiana operators with headquarters here say that the demand for domestic is picking up nicely. They say that the retailers are beginning to buy domestic for the early fall trade. The retailers have not been very generous with their orders lately. They are buying now for the school houses and the flats where coal is being put in for the winter. There is still a demand for domestic coal for wheat threshing purposes, but that season is drawing to a close. The demand for steam coal is better than it was. One operator says that he sold 1,000 tons more during the last half of July than during the first half which he regards as a good omen.

There is an increased demand for steam coal in all of the iron and steel industries of the state. Operators here with contracts for coal with malleable iron and steel concerns in the Chicago district say that their trade in steam coal is picking up and that it will be normal within a short time. However, the demand for steam coal from those sources are better than they are elsewhere.

Screenings are a little off. No. 4 screenings are selling from seventy-five to eighty cents a ton at the mines. Nos. 5 and 6 screenings are running from sixty-five to seventy cents at the mines, with the demand only fair. No. 4 domestic lump is selling at \$1.50 at the mines. Nos. 5 and 6 domestic lump is about ten cents lower than No. 4. The tonnage for August promises to be quite a fair margin above that of July.

The following prices are being quoted by the Indiana wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
No. 4 mine run	\$1.10@1.20	\$1.60@1.80
Nos. 5 and 6 mine run	1.00@1.05	1.50@1.55
No. 4, 1¼-inch steam lump	1.25@1.35	1.75@1.85
Nos. 5 and 6, 1¼-inch steam lump	1.15@1.25	1.65@1.75
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
No. 4 domestic lump	1.50	2.00
Nos. 5 and 6 domestic lump	1.40	1.90
No. 4 screenings .....	.75@.80	1.25@1.30
Nos. 5 and 6 screenings .....	.60@.70	1.10@1.20
No. 1 washed coal	1.75	2.25
No. 2 washed coal	1.65	2.15
Brazil block domestic	2.00	2.50
Southern Indiana Field—		
Domestic lump	1.40	....
Mine run	1.00@1.05	....
Screenings .....	.60@.70	....

Indianapolis retail prices are: Linton No. 4 forked, \$3 per ton; Indiana lump, forked, \$2.75; Indiana lump and egg, shoveled, \$2.50; Kanawha lump, forked, \$4.20; Ohio Hocking lump, forked, \$4.35; Ohio Hocking washed egg, \$4.15; Kentucky lump, \$4.10; Ohio Jackson lump, forked, \$5.50; Blossburg smelting, \$5; Cannel lump, \$5.50; Pocahontas forked lump, \$6; Pocahontas shoveled lump, \$5.50; Pocahontas mine run, \$5; Pocahontas nut and slack, \$4; anthracite chestnut, \$7.50; anthracite stove and egg, \$7.75; anthracite grate, \$7.25; Connellsville coke, \$6; Indianapolis by-product coke, all sizes, \$5.50. Extra delivery charge: Bags, fifty cents a ton extra, ground floor or dumped in cellar. Bags, seventy-five cents a ton extra, carried into cellar. Charge for chute or wheelbarrow, twenty-five cents a ton. Coke bags, sixty cents; bags in cellar, eighty cents.

Denver Trade.

DENVER, August 12.—(*Special Correspondence*).—Continued dullness rules the market this week and there seems to be little encouragement for the immediate future. The lignite situation is particularly quiet, the whole northern district not averaging two days a week actual running time. Lignite operators are expecting a little threshing business within the next three weeks from Colorado points, and Texas threshing orders now being received are relieving the stagnation.

Trinidad mines are all busy, especially the Colorado Fuel & Iron mines. There is a heavy production at the Pueblo steel mills, nearly every department making record breaking outputs.

Routt county and Walsenburg are making a fair tonnage, the former leading with about eighty per cent of normal tonnage. Dull business is said to be responsible for closing down two mines in the latter district a few days ago.

As an indifference of country operators, one of the largest operating concerns in the state is understood to have called in their entire force of traveling salesmen this week. There is a decided slump in the volume of storage business, con-

trary to general expectations. It is said that dealers are anticipating on rock bottom prices this winter—probably an advance of twenty-five cents over August storage quotations, and that they are willing to take a chance of being able to secure coal at those prices than to tie up their money now.

There is neither a scarcity or surplus of lignite slack, but bituminous is very plentiful. As a consequence there has been considerable price cutting, Denver prices ranging around thirty to forty cents. This same price cutting has also affected, to a less extent, lignite coal, but the following prices, f. o. b. mines, are still ruling: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. Points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

	Lump	Nut
Canon City District—		
For shipment May and June	\$2.50	\$2.00
For shipment July and August	2.75	2.25
Add 25 cents to above prices for washed nut.		
Walsenburg District—		
For shipment May and June	2.50	2.00
For shipment July and August	2.75	2.25
Washed nut 25 cents per ton additional.		
Chestnut, \$1.25 for entire season.		
Trinidad District—		
For shipment May and June	2.00	1.75
For shipment July and August	2.00	1.75
Routt County District—		
For shipment May and June	2.50	2.00
For shipment July and August	2.75	2.25
Western Slope District—		
For shipment May and June	2.25	....
For shipment July and August	2.50	....
From Baldwin, shipments for points east of Denver are 75 cents per ton less than Walsenburg prices.		

Detroit Trade.

DETROIT, MICH., August 12.—(*Special Correspondence*).—Though developments of the week appear to have brought about no change of special importance in conditions affecting the coal trade in Detroit, the situation remains rather more encouraging than otherwise due to the continuance of the booking of small orders which in the aggregate amount to considerable tonnage.

While shippers seem disinclined to regard this feature as an indication of larger activity they express the belief that it portends more substantial improvement later, if only the mines will refrain from flooding the market with consignment stock for a period long enough for the consumers to awaken to a realization that coal at cut prices cannot always be obtainable.

The quantity of coal now on tracks and nearing forced sale is described as being far below the amount of consignment stock on hand a few weeks ago and reports of sacrifice sales are more infrequent. The influence of the consignment stock is not, however, wholly eliminated as a factor in market conditions, even though its potentiality is reduced.

There is a fairly active demand for all steam coal, but little business seems to be done in egg sizes. The market for domestic coal continues sluggish, while anthracite appears not to be attracting the attention that it should and orders are not of large volume.

Shippers who, in previous seasons have sent large quantities of coal over the lake route in August, are holding back their stock this year, because of lack of room on docks at the head of the lakes. The reduction in shipments is shown by the statistical report of the St. Mary's canals for the month of July.

Shipments of soft coal carried through the canals aggregated 1,759,178 tons, against 1,868,150 tons in July last year, a decrease of 108,972 tons. In July, 1913, the movement of soft coal was 2,494,790 tons or 1,735,692 tons more than last month. Hard coal shipments were 315,374 tons, compared with 431,193 a year ago, a reduction of 115,819 tons. In July, 1913, the hard coal shipments made a total of 421,526 tons.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump	\$0.95@1.00	\$2.35@2.40
Mine run .....	.80	2.20
Slack .....	.55	1.95
West Virginia Splint—		
Four-inch lump	1.35	2.75
Two-inch lump	1.15	2.55
Three-quarter	1.10	2.50
Mine run .....	.85	2.25
Nut, pea and slack .....	.55@.65	1.95@3.05
Smokeless—		
Lump and egg	2.25	3.85
Nut	1.75	3.35
Slack	Open	Open
Mine run	1.25	2.85
Kentucky Splint—		
Lump	1.30	2.70
Egg	1.10	2.50
Nut, pea and slack	Open	Open
Fairmount—		
Three-quarter steam lump .....	.85@.95	2.25@2.35
Mine run .....	.70@.80	2.10@2.20
Slack	Open	Open

Hocking Valley—		
Shaker three-inch lump	1.50	2.65
Shaker egg and nut	1.15	2.30
Domestic lump	1.35	2.50
Three-quarter lump	1.25@1.30	2.40@2.45
Mine run	1.00@1.10	2.15@2.25
Nut, pea and slack	Open	Open
Pittsburgh No. 8—		
Three-quarter lump	1.15	2.30
Mine run	1.05	2.20
Slack	Open	Open
Jackson Hill—		
Domestic lump	2.50	3.65
Cambridge—		
Three-quarter lump	1.20	2.35
Mine run	1.10	2.25
Pomeroy—		
Two and three-inch lump	1.60	2.75
Egg	1.35	2.50
Slack	Open	Open

St. Louis Trade.

ST. LOUIS, Mo., August 11, 1915.—(*Special Correspondence*).—Business this week has been quite brisk, owing to the fact that the first of the month everyone does not like to buy very heavy and waits until the 10th of the month. Prices have advanced from five to ten cents per ton on all grades of coal. This is of course due partly on account of the screening market being a little weak and the price must be gotten out of the other sizes.

Of course, with fall approaching and manufacturing plants starting up, there has been quite a demand for standard coal in the city. Also, a number of plants, realizing that prices will remain about the same from now on, are contracting for their requirements up until April 1st and some have contracted up for one year.

Country business as a whole has picked up quite a bit and a fairly good tonnage has been received. Prices are being maintained especially good in the country and one is able to realize a fair margin of profit.

Anthracite is also moving very good now that the price is fixed and nearly all the dealers in St. Louis raised their circular thirty-five cents per ton on August 1st. The country business on anthracite is fairly good as dealers are now beginning to take the coal they ordered earlier.

	F. O. B. Mines	F. O. B. St. Louis
Standard—		
6-inch lump	\$1.20	\$1.77½
2-inch lump	1.10	1.67½
Nut	1.00	1.57½
Mine run	1.00	1.57½
Screenings .....	.85	1.42½
Staunton or Mt. Olive—		
6-inch lump	1.30	1.87½
2-inch lump	1.20	1.77½
Franklin County—		
6-inch lump	1.35	2.07½
6x3 egg	1.35	2.07½
3x2 nut	1.35	2.07½
Williamson County—		
6-inch lump	1.15	1.87½
6x3 egg	1.15	1.87½
3x2 nut	1.10	1.82½
Screenings .....	.90	1.62½
Smokeless—		
Lump or egg	1.60	4.10
Mine run	1.25	3.75
Smithing coal	1.75	4.25
Coke—		
Gas house lump or egg .....	....	4.00
By-Product, all sizes .....	....	4.50
Anthracite—		
Chestnut .....	....	7.05
Stove or egg .....	....	6.80
Grate .....	....	6.55

The prices on Illinois soft coal f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 25½ cents less per ton than the above named prices to St. Louis, Mo.

Omaha Trade.

OMAHA, NEB., August 12.—(*Special Correspondence*).—A few days of sunshine has had a tendency to create a better feeling in all trades, resulting in a tendency on the part of buyers to place orders.

Threshing has started in some localities; the wheat, however, varies in quality, some of it starting to sprout. Corn as a general proposition is growing rapidly and with a couple of weeks more of hot weather business conditions will become normal.

The market is firm, refused and consignment coal being pretty well cleaned up.

The following prices prevail:

	Mines.	Omaha.
Southern Kansas—		
Nut	\$1.85	\$3.20
Slack	1.35	2.70
Franklin County—		
Lump	1.45@1.60	3.75@4.00
Egg	1.45@1.60	3.75@4.00
Nut	1.45@1.60	3.75@4.00
Williamson County—		
Lump	1.25@1.35	3.65@3.75
Egg	1.25@1.35	3.65@3.75
Rock Springs—		
Lump	2.15	5.85
Nut	1.60	5.35
Arkansas Anthracite—		
Lump	3.70	6.60
Broken sizes	3.95	6.85

New York Trade.

Anthracite Production Still Low—Bituminous Improvement More Noticeable.

Office of THE BLACK DIAMOND,
New York, August 12.

So far this month no improvement is to be found in the anthracite trade. Most of the wholesale houses report business just as dull as it was in July, and they see very little prospect of improvement before early in September. Mines are working about half time, which means that less than 5,000,000 tons per month is being produced. It should be borne in mind that when it is announced that operators are doing short time mining, that it is not to be taken for granted that they will in three days per week mine only fifty per cent of what is considered capacity. As is shown by the table of shipments of anthracite for July, appearing elsewhere in this issue, 4,934,205 tons of anthracite coal were shipped during the month when no few operations worked much better than three days per week. The banner month in the anthracite industry has shown production around 6,000,000 tons. This does not mean that the mines cannot produce more than 6,000,000 tons a month, but does mean that it was never found possible to have labor, car supply and other things upon which production is contingent, harmonize so closely that maximum capacity could be reached. For instance, if the trade are plentifully supplied with orders so that they could run the mines every day, it is usually found impossible to secure the co-operation of the miners to work the full six days or to obtain an adequate car supply.

As above stated, shipments for July were 4,934,205 tons, as against 5,391,857 tons in July, 1914, a decrease of 457,652. From January 1st to July 31st, shipments were 36,529,509 tons, as compared with 38,337,646 tons for the same period of 1914, a decrease of 1,808,137 tons. This means that we have now but four and a half months remaining of the present calendar year with a shortage of anthracite approximately 2,000,000 tons to be made up. This would augur that the anthracite trade will have to be very active from September 1st on, unless many consumers go without coal during the coming winter.

The New England trade is inactive, as is the tidewater trade in all directions. There is a fair volume of coal going westward for lake shipment, but not as heavy as is believed the western needs require. Shipments to the maritime provinces have also eased off, and trade in all directions is slow.

Buyers who are looking for concessions on egg and chestnut coal find that these concessions are not as marked as individuals were giving earlier in the coal year. Individuals have been practicing the restriction policy more closely during the past month than heretofore, and consequently not so much unsold coal is pressing for sale as was formerly the case.

In the steam sizes, there is a shortage of good grades of both rice and barley, and buyers are now looking for these coals where formerly they were pressing for buyers. Quotations at the upper ports range from \$2.50 to \$2.80 for No. 1 buckwheat; \$2.05 to \$2.30 for No. 2, and \$1.75 to \$1.80 for No. 3. Quotation on pea is from \$3 to \$3.25. At the lower ports, No. 1 buckwheat is quoted at \$2.25, No. 2 at \$1.80 to \$2.15, and barley from \$1.50 to \$1.75.

The Bituminous Situation.

The bituminous trade is improving in spots. Most of the improvement is to be found in the better contract demand, many of the large consumers calling for larger shipments. In the spot trade, the demand is still restricted, and shippers of unsold coal at tidewater, of which there are quite a few at this time, do not find a ready sale for their surplus coal at satisfactory prices. In the tidewater trade, the export markets continue to be the dominating feature. There is considerable more inquiry this week, due no doubt to the restriction that England is placing now on exports, and some good business is said to be at the point of closing. Most of the large export shippers have good orders now unfilled that will mean heavy shipments throughout this month and well along into the fall.

Added to this, a good many purchasers of cargo lots coming to hand from day to day. Also, the bunker business is improving, at the lower ports especially, and this will grow as the grain and cotton season advances.

In the central Pennsylvania fields, operations are running at about fifty to sixty per cent capacity. Labor is growing scarce in nearly all sections, while some fear is being felt as to car supply. Most of the trade are optimistic, and believe that September will see some important development in the bituminous industry that will bring about much better prices than are prevailing at present. Already there is some talk about labor troubles, and it has been reported that some of the big railway lines will stock coal very heavily this fall and winter in anticipation of the suspension next spring. At the moment large consumers do not appear to be much concerned about strike talk, but it is expected that this will have its effect later on.

At the New York harbor ports there is not the accumulation of unsold coal as was the case during June and July, but the market is still oversupplied, and prices are just about easy at former quotations.

The Vessel Situation.

There is no appreciable change in the coastwise vessel situation. Boats seem to be ample for present requirements. The weather indications have been good for the past week and prompt schedules are being made.

We quote current rates on freight as follows:

From Hampton Roads to Boston, seventy-five to eighty-five cents; to the Sound, seventy to eighty cents.

From New York rates to New Haven are thirty cents. New London, forty cents, and Providence and New Bedford, fifty cents; to Boston, fifty-five to seventy cents; Portsmouth and Portland, fifty-five to seventy cents; to Bangor, seventy cents. Harbor rates are from eighteen to twenty cents.

Prices on gross tons of bituminous coals are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.85	\$1.30
Medium grades	2.60	1.10
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein.....	3.00	1.40
Medium grades	2.55	1.15
Cheaper grades	2.60	1.05
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.50	1.00
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.50	.95
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.75
Best gas, ¾-inch lump.....	2.65	1.10
Best grade, run of mine.....	2.65	.90
Gas slack .....		.55@ .70

New York Trade Briefs.

D. W. Kuhn, of the Pittsburgh-Westmoreland Coal Company at Pittsburgh, was in New York on Tuesday.

C. L. Smith, of the sales force of Whitney & Kemmerer, No. 143 Liberty street, is now away on his vacation.

C. Law Watkins, president of the Watkins Coal Company, is visiting the mines in central Pennsylvania this week.

W. B. McQueen, of the Alden Coal Mining Company, No. 1 Broadway, took in several New England points this week.

Lucien Hill, New York manager for the Merchants Coal Company of Pennsylvania, has taken a residence at Short Hills, N. J.

J. A. Hill, president of the Knickerbocker Fuel Company, No. 1 Broadway, leaves on Monday for Maine for a brief vacation.

O. H. Chellborg, of the firm of Robinson, Haydon & Company, No. 1 Broadway, is spending his vacation on his houseboat.

J. W. Whiteley, general sales agent for Whitney & Kemmerer, No. 143 Liberty street, left on Tuesday for a two or three days' yachting cruise.

Edward Aspinwall, of Frederic A. Russell's office, No. 1 Broadway, is on his vacation, which is being spent at Hamilton and other points in Canada.

M. R. Hellbut, of Robinson, Haydon & Company, No. 1 Broadway, will be one of the many coal men to visit the Panama-Pacific exposition at San Francisco this year,

Mr. Hellbut leaving for the coast at the end of August.

E. H. Sanborn visited the New York offices of his company, the Berwind-White Coal Mining Company, last Tuesday, coming over from Philadelphia.

J. H. Davison, New York manager for Weston Dodson & Company, Inc., left on Saturday for a visit to Frisco and other points on the Pacific coast.

Willett H. Brown has resigned as vice-president of the Skeele Coal Company, of No. 90 West street. His future plans have not yet been announced.

W. F. Armstrong, of the firm of Robinson, Haydon & Company, No. 1 Broadway, leaves on the 21st for a vacation to be spent up in the Pocono mountains.

F. A. Taylor, sales agent for the Maryland Coal & Coke Company, with headquarters in Philadelphia, paid a Tuesday visit to the New York offices of his company this week.

W. A. Marshall, of W. A. Marshall & Company, No. 1 Broadway, left last Thursday for a trip up to Maine. It will be principally a pleasure trip, and Mr. Marshall expects to return in about a week.

R. C. Gillespie, Boston manager for the Consolidation Coal Company, came over Tuesday and took in the tournament of the New York Coal Trade Golf Association at the Greenwich Country Club.

The anthracite tonnage of the Lehigh & New England Railroad, which was not reported in the railroad shipments furnished by the anthracite statistical bureau in July, amounted to 257,070 tons, an increase of 23,792 tons over July, 1914.

The Skeele Coal Company announce the appointment of Frank J. Honan as vice-president, to fill the vacancy caused by the resignation of W. J. Brown. Mr. Honan was for several years Buffalo manager of the company, coming to New York six months ago to become assistant to the president.

The *Wall Street Journal* states that at least one-third of the estimated earnings of the Bethlehem Steel Corporation over the next two years will go into new construction. This will mean an expenditure of at least \$25,000,000. Some of the new construction work is already under way. The plans call for new blast furnaces, sheet and tin plate mills, wire mills, steel plates and various other forms of commercial steel. It is said that the corporation is now employing between 31,000 and 32,000, and that it would not be surprising if it had 50,000 men employed a year or two hence. This corporation is said to have unfilled orders on its books now to the extent of \$250,000,000.

The Sackett Coal Company, at Sackett street and Gowanus canal, Brooklyn, N. Y., has awarded the contract for the erection of a new pocket to be built entirely of reinforced concrete, and of 4,000 ton capacity. It will be equipped with a steel hoisting tower, one-man operation, of the Mead-Morrison type. The Guarantee Construction Company of New York have the contract, and work has already commenced. The same company have also another contract for erecting a 2,500-ton capacity pocket for F. A. & D. R. Alling of New Haven, Conn., to be equipped with a mast and gaff hoist, clam shell bucket, and modern conveying appliances for economical coal handling. This pocket will be of tiple construction on a pile and concrete foundation.

Last week an announcement was made of the incorporation of the Haaren-Dartt Coal Company, of Manhattan, to engage in the fuel, stevedoring and trucking business. The capital stock is named at \$20,000. The incorporators are E. F. and C. W. Haaren and W. H. Dartt, No. 552 West 24th street. This is a merging of the two retail coal companies, D. O. Haaren & Sons, for many years in business at 14th street and North river, and Dartt & Co., of No. 552 West 24th street. About two years ago D. O. Haaren died, and the business that he founded has since been run by his sons. The new company will continue to operate the two plants at 30th street and North river and the Dartt plant in West 24th street, while they will extend the business in the stevedoring line, commenced by the Dartt people some years ago. The 14th street plant of the Haaren Company was abandoned some time ago.

Philadelphia Trade.

Current Business Is Light, But Orders for Future Delivery at Present Prices Are Rejected.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, August 12.

Trade conditions have neither improved nor otherwise within the week. Here and there a growl against the condition in the hard coal trade is heard, but on the average the soft coal men have been holding their own.

Touching the future there has been a decided change. Some business that was offered at the beginning of the week in bituminous for September delivery at the prevailing prices has been turned down, and some members of the local trade who have not been backward in declaring for a ten-cent advance within the next month. Quite a healthy sign is noted in the inquiries that are being made for future delivery and this feeling about on the price question is always indicative that the consumers are getting ready for a stocking up.

At the piers there is quite an adequate supply of coal, though none of these points report that any of it is in distress. Quite an amount of coal that was nearing the demurrage point has been disposed of early this week. That relieved the pressure. Loading for export has not been as heavy during the past seven days as marked the closing of July, though charters from this port indicate that the next ten days may see a number of boats here for coal. New England business, which was fairly heavy during the latter part of July, has fallen off to quite an appreciable degree.

Prices on the various grades of Pennsylvania coal and Western Maryland have not changed in the past week. Fairmont slack has not lost the strength that has been shown for the last three weeks. Quotations range from fifty-five to sixty cents a ton.

Anthracite Situation.

Hard coal dealers have anticipated a dull August, but the condition of trade has been away below even that which had been discounted. Chestnut and egg sizes have been soft to the full meaning of the word. From reliable sources it has been learned that sales of chestnut have been made at the April price, tax off, during the week and even concessions of this latitude have not moved any great amount of it. Two reasons were offered as to the cause. One was that the warm April of the last spring caused a strong selling movement that stocked up the dealers and allowed them to get their customers supplied earlier than for many years past. The other is the effect of the motor truck on modern retailing business. Where, in former years, the retailer with a couple of two-horse wagons puttered about all summer getting his deliveries made, the auto truck has cut down the length of time of delivery to a great degree. To this must be added the fact that retailers have not extended credit this year in many places where formerly they would take a chance.

A survey of the retail yards made by a salesman old in the anthracite game shows that there is not an inordinate amount of coal on hand and once the buying for the fall starts in it will soon make the dullness now at hand forgotten.

Pea coal has not been so bad off for the week. The heavy buying by the householder is still some ways off, but quite a number of the retailers are taking on this "poor man's fuel" in anticipation of the demand that will open soon.

Philadelphia Trade Notes.

George Foedisch, of the Whitney & Kemmerer forces, is spending his vacation on the Jersey coast.

John C. Lynch, office man for the Emmons Coal Mining Company, is spending his vacation at Atlantic City.

Fred W. Foedisch, of the company bearing his name, made a mid-week visit to the Arrow mine near Windber, Pa.

S. C. Hetherington, of Hetherington & Co., put in several days in New York attending

to export business which has been offered his company.

C. C. Fredricks, who has retail yards at Wayne Junction, left the early part of the week with his wife for a trip to Niagara Falls and Canada.

Gucker Bros. are rebuilding and improving their pockets and when completed will have as modern a trackage equipment as is in Chestnut Hill.

J. Howard Keeley, who kept a retail yard in Manyunk for several years, died after a short illness of a couple of weeks and was buried on Saturday last.

H. C. Pearson left on Wednesday evening for a tour of Lake Ontario and the St. Lawrence river. The itinerary of the party will take in two weeks of travel.

L. A. Hickley, of the Island Creek Coal Sales Company, left with his family early this week for a two-weeks vacation, which will be spent on the Great lakes.

W. A. Perry, of the Greensburg-Connelsville Coal & Coke Company, with headquarters at Ligonier, Pa., paid a business visit to the Philadelphia trade early this week.

Martin F. Connor, retailer, with yards at Germantown, with his wife returned this week from a trans-continental trip which concluded with a visit to the San Francisco exposition.

Harry Stauffer, of the local office of B. Nicoll & Co., and E. Kelly Rothstein, from New York, started for Latrobe, Pa., early this week, where they will inspect a new property of that company.

Robert P. Magee, local manager for the Knickerbocker Fuel Company, is away on his vacation—somewhere. The "somewhere" is used advisedly, for no one but his stenographer knows, and she won't tell.

D. B. Zimmerman, president of the Quemahoning Coal Company, was in Philadelphia the latter part of last week. He had been elected a member of the Union League Club and while here he was initiated.

Frank Taylor, of the Maryland Coal & Coke Company, was away from the office for a day this week. The occasion was the celebration of his wife's birthday, which was held at their summer home in Ocean City.

Philadelphia Bituminous Exports.

Exports of bituminous coal from Philadelphia during July (yet incomplete), as compared with July of last year, were as follows:

Country—	1915	1914
Brazil	15,270	.....
Cuba	51,197	32,108
Italy	9,421	.....
Spain	30,044	.....
France	21,637	.....
Argentina	3,519	5,690
Porto Rico	2,274	.....
Algiers	3,388	.....
Dutch Guiana	805	.....
Mexico .....	.....	1,504
British West Indies .....	.....	746
French West Indies .....	.....	5,690
	137,555	49,704*

New England Trade

BOSTON, August 12.—(*Special Correspondence.*)—The New England coal situation is somewhat mixed. That is to say, the demand for anthracite holds up well, while that for bituminous is somewhat disappointing.

The unsatisfactory condition of the bituminous market is generally credited to the fact that a great many manufacturers in this section of the country are well supplied with water power and naturally are consuming as little bituminous as possible. Indications are, also, that water power will be plentiful for the next two months at least, and many of the local wholesale bituminous agents look for no general improvement in the demand for supplies during that period. The local market, however, appears quieter than it really is for many manufacturers, machine shops, etc., which are busily engaged in making war materials for the allies are consuming large amounts of coal and are constantly in the market for fresh supplies.

Contract New River and Pocahontas are coming into New England in about the same volume as last week. The local July receipts were smaller than generally anticipated and since then have been even smaller it is understood. The spot market for these coals at Mystic Wharf is practically at a standstill. Occasionally a sale is reported at that place at

or close to \$3.60 per ton f. o. b. cars. Because of the unsatisfactory conditions at Mystic Wharf comparatively little spot coal is being offered. Georges Creek at Mystic Wharf is dull, but firm at \$3.90 per ton on cars. Pennsylvania bituminous is weak, although not openly quoted lower. Because of conditions here, shippers are giving more attention to the western field for distribution. Locally, Pennsylvanias are generally quoted at ninety cents to \$1.50 per ton on cars at the mines, but some have been offered at slight concessions in the hopes of reducing the accumulation at shipping points.

So far this month the demand for anthracite has exceeded general expectations and many of the local dealers firmly believe that greater activity will rule during the last half of August. The big company agents claim to be holding strongly to regular circular prices. Many, however, appear to have more nut than they want and slight concessions are rumored to have been made on this size. Independent shippers have openly offered prepared sizes throughout New England at concessions, but with the exception of nut, the amounts reported as having been sold have been so small that they have failed to influence big company prices.

The bulk of the business transacted since last reports has been for delivery at all rail points. New contract orders have been comparatively few and far between, but fortunately weather conditions outside have been decidedly unfavorable for water shipping and as a result there has been no accumulation anywhere. Stove coal at Mystic Wharf is generally quoted at or close to \$6.10 per ton on cars screened, and nut at \$6.35, but it is not at all improbable but that some nut has sold for five cents per ton less when prompt payment has been guaranteed. Broken has sold there quite recently at \$5.65 per ton on cars, but the demand for this size has fallen off materially.

The movement of hard coal to the provinces also has fallen off, but should pick up within the near future owing to the fact that exports from England have practically been forbidden and these Canadian possessions will have to depend more or less upon us for supplies. A considerable tonnage has been unloaded at Maine ports during the past week, especially at Kennebeck river points. Everybody in Boston this week is commenting on the improvement in collections which is taken as an indication that business interests in general have more confidence in the future of this country.

The leading feature of the marine freight rate market is the large tonnage of return freights being obtained by owners of anthracite as well as bituminous barges. Large quantities of ice are being carried from Maine points to New York, and ore, lumber and fertilizer to more southern ports. The demand for bituminous space from Hampton Roads to Boston is quieter, but rates are unchanged at seventy-five to eighty cents per ton. From Baltimore to Boston rates range from seven to ten cents per ton more. Space for anthracite from New York to Boston remain unchanged at fifty to fifty-five cents per ton.

Boston Trade Notes.

The Searls Coal Company, of Portland, with a capital of \$250,000, has been granted a Maine charter. The company proposes to operate coal mines, coal lands, mineral and mining rights and to develop the same. The names of the incorporators are: A. B. Farnham, George S. Soule, and J. P. O'Donnell, all of Portland, Maine.

Following are the receipts of anthracite and bituminous coal at Boston during July and those from January 1 to July 31, together with comparisons (in tons):

JULY			
Anthracite—	1915	1914	Decrease
By sea, domestic	131,169	145,208	14,039
By rail	9,372	15,810	6,438
Total	140,541	161,018	20,477
Bituminous—			
By sea, domestic	328,740	383,520	54,780
By sea, foreign	20,086	13,976	*6,110
By rail	12,159	2,602	*9,557
Total	360,985	400,098	39,113
JANUARY 1 TO JULY 31			
Anthracite—			
By sea, domestic	841,108	987,296	146,188
By rail	99,217	93,674	*5,543
Total	940,325	1,080,970	140,645
Bituminous—			
By sea, domestic	2,748,797	2,875,254	126,457
By sea, foreign	257,135	104,788	*152,347
By rail	47,728	34,995	*12,733
Total	3,053,675	3,015,037	*38,638

*Increase.

Baltimore Trade.

BALTIMORE, Aug. 12.—(Special Correspondence.)—That the coal trade is expecting a period of better times is evident on every hand. Throughout the mining districts of Maryland, West Virginia and Pennsylvania, while production is as yet greater than demand in many cases, preparations are being made for increased output with the coming of fall. Wherever possible the trade is arranging affairs so that the best results will be secured from labor and other elements of production and prompt removal of coal. A number of mines are being arranged for increased output, while several companies are busy sinking new shafts.

That the railroads too are working to prepare is self-evident. Following the recent order of the Baltimore & Ohio for 2,000 new steel hopper cars and the announcement that the shops of the company are busy bringing all motive power up to standard and parking it pending an increased tonnage movement, the Pennsylvania Railroad has decided to build ninety-four more locomotives at the Altoona shops, making 194 arranged for in 1915.

Expecting a continuance of its increasing export coal movement, the Western Maryland Railroad has been busy improving its yard facilities around the big Port Covington piers. The coming week will probably see an award by the Pennsylvania Railroad for its new coal pier and yards here, to cost about \$2,000,000; while the Baltimore & Ohio is also about ready to give a contract for a giant new steel and concrete coal pier to cost \$1,000,000, and supplement the work of the present big pier at Curtis Bay.

Of the immediate situation there is certainly an increasing demand for fuel on contract and some new business developing in scattered sections. Prices have not responded as yet, and probably there will not be any big move in that direction until demand assumes a proportion where the output is more easily absorbed than at present. That tonnage movement is on the increase, however, is undoubted.

Prices to the trade at the mines may be quoted as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.80 @ .85	\$2.23 @ 2.28
Run of mine .....	.75 @ .80	2.18 @ 2.23
Slack .....	.50 @ .60	1.93 @ 2.03
Somerset—		
Best	1.25 @ 1.30	2.43 @ 2.48
Good	1.10 @ 1.15	2.28 @ 2.33
W. M. R. R.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
B. & O.—		
Freeport .....	.75 @ .80	1.93 @ 1.98
P. R. R.—		
Best South Fork	1.30 @ 1.35	2.48 @ 2.53
Miller Vein	1.10 @ 1.15	2.78 @ 2.83
Ordinary .....	.85 @ .95	2.03 @ 2.13

The export movement continues excellent from this port. Following the movement of more than 251,000 tons for July, the first week in August saw a shipment on foreign account of 54,856 tons.

Anthracite men here report that there is a slow gain in orders coming in for late summer and early fall deliveries. Next month, however, will see many orders go on the books, and the fall trade is expected to be exceptionally prosperous from many angles, although the call for industrial coal may not be up to the proper mark at the outset.

The coal trade is figuring on what effect the British order against shipment of any British coal to other than British dependencies will have. That Britain's allies will now turn to America seems assured.

Buffalo Trade.

BUFFALO, N. Y., August 12.—There is only a fair movement of anthracite by lake from this port, as shippers are obliged to obtain assurance that there is dock room at the various ports before sending cargoes there. Midsummer buying was never lighter and it is not expected to improve right away, unless there is a small spurt near the end of the month to take advantage of the last ten-cent reduction. The shipments for the week were only moderate, though not so small as during some weeks late in July. The amount for the week is 96,150 tons, distributed as follows: Duluth-Superior, 37,350 tons; Chicago, 25,000 tons; Milwaukee, 12,300 tons; Green Bay, 8,500 tons; Sheboygan, 7,000 tons; Port Arthur, 3,500 tons; Fort William, 2,500 tons.

It has not been often in late seasons that the midsummer shipments have run below 100,000 tons a week.

There is no life to the local trade yet and not much is expected till there is some hint of the approach of winter. The city consumer is engaged in other occupations than laying in coal. It is expected that the total consumption of anthracite this year will fall off some, as there are so many men out of work that families are doubling up some.

All mines, anthracite as well as bituminous, are running at a slow rate, as it has been hard to find room even to store a normal amount of coal and bituminous consumers are as much against stocking up as they ever were. Then the mines have not stocked much slack and the move has obliged them to sell it at a low price most of the summer. It has improved in price steadily for some weeks and it is expected that it will be back to normal in early fall, though what this means to the shipper is hard to tell. If cars are plenty the price cannot be so much higher than it is now, for the mine capacity is so great that it will be easy to keep the production ahead of the demand. If cars run short the price will advance at a good rate, as shippers will be quick to take advantage of it.

So much of all business activity depends on the movement of iron that the improvement in that trade is held to be a sure sign of good advances in coal this fall. All that is needed in this market is a greater activity in Canada, which it is feared will not take place. The war has tied up the industries there in a way not approached on this side of the line.

Buffalo Trade Briefs.

The Philadelphia & Reading Company is receiving more coal for lake shipment of late and appears to be getting ready for a brisker fall movement.

H. J. Huntsinger, of the Frick Coal & Coke Company, has bought a small farm a short distance from Hamburg village, where he will spend his summers hereafter.

Seymour Whitley, sales agent of the Pittsburgh Coal Company, has returned from a Canadian trip, during which he took account of the coal trade here, finding it as a rule pretty dull.

Vice President W. H. Hufstader, of the J. B. Jenkins Coal & Coke Company, is somewhat recovered from his serious illness. The business is in charge of General Sales Agent Charles A. Storck.

The small size of some of the coal cargoes lately cleared shows that a few of the smaller craft are going out. The laid-up fleet at the breakwater begins to dwindle. It has sometimes numbered about twenty-five steamers.

A Canadian coal firm sends letters to the trade here with this legend on the reverse of the envelope: "Business as usual during the alterations to the map of Europe." A bursting shell in red tells the rest of the story. But Canada is not doing much business for all that.

With the opening of the bids to supply 2,000 tons of slack coal to the Tonawanda waterworks on the 23rd, practically the last of the season's contracts will be history. The prices have been a trifle lower than last year, but were perhaps as satisfactory to the trade as the single orders have been.

The manufacturing census of Buffalo promises to show that an increase of twenty-five per cent has been made in the past five years, as against only three per cent in the previous five years. Only a semi-official report has been made as yet. Buffalo has in late years become a very smoky city, causing the people both to congratulate themselves and to wish for the smoke consumer to come along.

A representative of the Union Carbide Company of Canada, which has a very large factory at Welland, was in Buffalo this week, looking after business. He states that the war has given the factories of that sort, of which there are others in this country, a big trade. The use of limestone by them is so great that the port of Calcite on Lake Huron will ship a matter of 2,000,000 tons of it this season. The carbide companies have dropped anthracite screenings, of which they used to use a large amount, and are now taking a special grade of coke instead.

Birmingham Trade.

BIRMINGHAM, ALA., August 12.—(Special Correspondence.)—There is hardly an existing doubt but that a better feeling and a more cheerful view of the general trade conditions in coal mining is being felt. A slow but gradual improvement is beginning to show up. This feeling exists more with the iron making people who mine their own coal, than with strictly commercial coal concerns.

The heavy iron sales at some advance in prices has caused more demand for coal to be produced for the production of iron caused by increasing demand. Within the next two or three weeks an increased number of furnaces will be in operation, sufficient to bring the number up to twenty-one or twenty-two in blast out of thirty-two in the district. And, of course, this means more coal and larger tonnage to be mined, and such condition is enough for a more cheerful view to be taken of the coal situation.

The commercial people are out hustling for trade and with the approaching of fall it is expected that a better trade will soon be had with the retail yard men, and a better condition of domestic coal is expected to begin soon.

The bunker business at Mobile and New Orleans moves along nicely and some fair business is going to the ports. Operators who make a specialty of blacksmith coal say that they are still having a good show of business for that kind of coal.

No change has yet been made in regard to prices—for fall. The following prices prevail, but are not strictly carried out:

	F. O. B. Mine	F. O. B. Birmingham
Bibb County Domestic Coal—		
Bibb County domestic coal..	\$2.10	\$2.40
Cahaba Fancy Lump.....	2.10	2.40
Cahaba No. 2.....	1.85	2.15
Jefferson County—		
Fancy Steam Pratt.....	1.70	2.10
Run-of-mine	1.15	Freight rate .30
Jefferson Seam—		
Mine-run	1.15 @ 1.25	Freight rate .30
Horse Creek mine-run .....	.90 @ 1.10	Freight rate .40
Carbon Hill lump, Walker		
County domestic	1.60	2.00
Most all coals based on this classification.		
Shelby County Domestic Coal—		
Montevallo fancy lump.....	2.00 @ 2.25	Freight rate .30
Blacksmith coal, washed and screened per ton \$2.00 to \$2.25 at mines, with different rates to various points.		

Within another thirty days the big benzol plant of the Tennessee Coal, Iron & Railroad Company at Fairfield, attached to the by-product coke ovens, will be nearing completion and probably will be ready for operation.

This plant, according to the plans, will have a daily output of 13,000 gallons of benzol per day, and the statement comes from Fairfield that contracts have been offered to take every gallon of the product that can be turned out.

The new plant is being built in a most substantial manner, and the industry will give employment to a number of men.

It has been figured the progress on the construction will be such that during this month some of the machinery will be in position and being tried out. Around Fairfield there appears to be an impression that officials are anxious to get the works completed at the earliest possible moment, and to that end everything is being done.

The little benzol plant of the Thomas A. Edison Company at the by-product coke ovens of the Woodward Iron Company, manufacturing about 2,000 gallons of the product daily, has been coming up to all expectations. The progress on the larger benzol works at the Woodward plant, to manufacture about three or four times as much as the smaller industry, is steady and before another sixty days the plant will be in operation. There is a strong demand for all the by-products of coal, and coke ovens are being worked to their capacity.

Reports are that the Gilmore mines on the Warrior river, above Tuscaloosa, will reopen the 15th of August, after having been closed several months. The coal from the mines will be barged to Mobile and New Orleans for use on ocean going vessels. The coal was recently tested and is said to be excellent for this purpose.

C. H. McFarlane, who has been with the Jeffrey Company at the Birmingham office some months, has resigned to become superintendent of the Montevallo Mining Company at Aldrich, Shelby county. New machinery will be put in and general improvements made under supervision of McFarlane and enlargement of capacity is being considered.

The Aetna Powder people report that business is increasing with coal mining companies.

L. E. Patton of Southern Fuel & Iron Company has a chemically treated bag which is being used largely in this district for shipping blacksmith coal and coke.

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Anthracite Rates Reduced by the Commission.

The Interstate Commerce Commission last week made public its report and findings "in the matter of rates, practices, rules and regulations governing the transportation of anthracite coal." The report covers 235 printed pages. It sums up an investigation which covered about three years. The order to begin the investigation was issued June 10, 1912; the case was submitted on February 1, 1915, and was decided on July 30.

In essence, the commission decides that the railways used primarily a wrong basis of charging for their early service to coal shippers. This resulted in a steady increase in carrying charges. At the climax of the rise the rates were embalmed in a tariff. These rates are now unreasonably high. Because of certain practices, which are detailed, these rates are discriminatory in favor of shippers of anthracite coal owned by the railway companies. In accordance, the commission orders the rates reduced radically.

The average reduction is between fifteen and twenty-five cents per ton; the reductions in some cases range in excess of seventy-five cents a ton. These reductions apply mainly to points local to the roads on which anthracite is originated and to tidewater ports where the coal is transshipped by vessels to other destinations.

The Commission's Conclusions.

Reversing the customary order of procedure, we give first the conclusion of the commission, the data which supports the conclusion being given later. The commission in deciding the case says:

"The importance of this case cannot easily be overstated. The record is so extensive as to forbid a review in detail of the character of much of the evidence introduced. After a careful review of the record, we are impressed with the inherent unlawfulness of the rates and practices established by these carriers, which clearly are the outgrowth of past conditions wherein the carriers were producers, shippers, transporters and vendors of the commodity.

"If the rates they established for transportation were excessive, it resulted in no hardship to their mining and selling operations because the excessive profits from the transportation services offset the absence of profits in their mining and selling operations, and high rates eliminated the competing shipper from the markets.

"If the record in this case were barren of evidence as to income, revenues, and low operating costs, resulting from the transportation of this commodity, the mandatory language of the act to regulate commerce would require removal of the unlawful discriminations, preferences, and advantages which have, for many years, been extended by these carriers to their allied and controlled coal companies and which operate to the prejudice of the individual shippers of this commodity. The conduct of these carriers, extending over a long period of years, in granting to their allied coal companies concessions from, and offsets against their established tariff rates, presents very strong evidence that the rates on anthracite coal which these carriers established are excessive.

"Their coal companies ship eighty per cent of the total production, and if a substantial reduction is made in the tariff rates, its full effect will fall upon but twenty per cent of the tonnage shipped. If the great purpose of the act to regulate commerce is to be carried out, we must require that such tariff rates on this commodity shall be established as can be maintained on the shipments of all shippers.

"The operations of several of these carriers have for many years produced a very large income for their stockholders. Having these results before us in the Five Per Cent case, 31 I. C. C., 384, we hold:

"The financial condition of the various railroads, comprising the thirty-five systems varies greatly, as disclosed by their net corporate income as well as by their net operating income. The condition of some of them is so prosperous

Discrimination in Favor of Controlled Coal Companies Is Found and Becomes the Ruling Factor in Effecting a Reduction in Charges.

that they clearly do not need a higher net income; the condition of others is such as to preclude the expectation of a return upon outstanding capital stock or the possibility of raising much additional capital without a thorough reorganization.

Rates Are Prescribed.

"Upon consideration of all the facts and circumstances disclosed by the record we are of the opinion and find that the respondent carriers' rates per ton of 2,240 pounds on anthracite coal

Effect of the Decision.

The new rates on anthracite coal will go into effect on October 1, 1915.

This first decision has to do only with the rates east of Buffalo and Pittsburgh. The reductions range between fifteen and twenty-five cents a ton.

Whether prices in that territory will be reduced has not yet been decided. The commission reduced the rates, palpably to give the independent operators a chance to make money. Some operators say that a small decrease in price must come in obedience to laws of commerce.

The commission allowed the old rates to apply to the lakes. This means unchanged lake prices. It granted an increase of twenty-five cents a ton in the Chicago rate and to points beyond. Chicago shippers cannot increase prices unless the lake price also is advanced. Also the competition of bituminous coal and coke will work against an increase.

in carloads from the Wyoming, Lehigh and Schuylkill regions in the state of Pennsylvania to the following named points:

[These rates are to become effective on or before October 1, 1915.]

		Pea size	Pre- and pared smaller sizes sizes
TABLE A.			
Rates for transportation by The Central Railroad Company of New Jersey from all collieries, washeries, and points named on page 2 in The Central Railroad Company's tariff I. C. C. number 332, to—			
Elizabethport Pier (Elizabethport), N. J.	\$1.40	\$1.30	
Port Johnson, N. J.	1.40	1.30	
Communipaw Pier (Jersey City), N. J.	1.45	1.35	
Port Liberty, N. J.	1.45	1.35	
Rates for transportation by the Philadelphia & Reading Railway Company from all collieries, washeries, and points named in the Philadelphia & Reading Railway Company's tariff I. C. C. number A-518, to Port Reading, N. J.			
	1.40	1.30	
Rates for transportation by the Lehigh Valley Railroad Company from all collieries, washeries, and points named on the second page in the Lehigh Valley Railroad Company's tariff I. C. C. number D-701, to Perth Amboy, N. J.			
	1.40	1.30	
Rates for transportation by the Erie Railroad Company from all collieries, washeries, and points on the Erie Railroad specified on the second page in the Erie Railroad Company's tariff I. C. C. number D-662, to Weehawken, N. J.			
	1.45	1.35	
Joint rates for transportation by the Erie Railroad Company and the New York, Susquehanna & Western Railroad Company from			

all collieries, washeries, and points on the Erie Railroad specified on the second page in the Erie Railroad Company's tariff I. C. C. number D-662, to Undercliff, N. J.	1.45	1.35
Joint rates for transportation by the Wilkes-Barre & Eastern Railroad Company and the New York, Susquehanna & Western Railroad Company from all collieries, washeries, and points on the Wilkes-Barre & Eastern Railroad specified in the Erie Railroad Company's tariff I. C. C. number D-662, to Undercliff, N. J.		
	1.45	1.35
Rates for transportation by The Delaware, Lackawanna & Western Railroad Company from all points named on page 1 (title-page) in The Delaware, Lackawanna & Western Railroad Company's tariff I. C. C. number 8088, to New York Lighterage Station, N. J.		
	1.45	1.35
Rates for transportation by the New York, Ontario & Western Railway Company from all points on the New York, Ontario & Western Railway specified on page 3 in the New York, Ontario & Western Railway Company's tariff I. C. C. number 5155, to Weehawken, N. J.		
	1.45	1.35
Joint rates for transportation by The Delaware and Hudson Company, the Erie Railroad Company, and the New York, Susquehanna & Western Railroad Company, from all collieries and washeries at points and stations on The Delaware and Hudson Company specified on the second page in the Erie Railroad Company's tariff I. C. C. number D-662, to Weehawken, N. J., and Undercliff, N. J.		
	1.45	1.35
Joint rates for transportation by The Delaware and Hudson Company and the New York, Ontario & Western Railway Company, from all collieries and washeries at points and stations on The Delaware and Hudson Company specified on the second page in The Delaware and Hudson Company's tariff I. C. C. number 12077, to Weehawken, N. J.		
	1.45	1.35
Joint rates for transportation by The Delaware and Hudson Company, The Delaware, Lackawanna & Western Railroad Company, The Pennsylvania Railroad Company, and The Northern Central Railway Company, from all collieries, washeries, and points on The Delaware and Hudson Company and The Delaware, Lackawanna & Western Railroad specified on page 2 in The Pennsylvania Railroad Company's tariff AA-I, C. C. number 551, to South Amboy, N. J.		
	1.40	1.30
Pea and Pre- and pared smaller sizes sizes		
TABLE B.		
Rates for transportation by The Delaware, Lackawanna & Western Railroad Company from all points named on page (title-page) 1 in The Delaware, Lackawanna & Western Railroad Company's tariff I. C. C. number 8088, to—		
Hoboken City, N. J.	\$1.45	\$1.35
Paterson, N. J.	1.35	1.22
Newark, N. J.	1.40	1.30
Boonton, N. J.	1.20	1.09
Washington, N. J.	.95	.86
Binghamton, N. Y.	.90	.82
Waverly, N. Y.-Pa.	1.15	1.05
Elmira, N. Y.	1.25	1.14
Corning, N. Y.	1.35	1.17
Bath, N. Y.	1.45	1.27
Dansville, N. Y.	1.60	1.40
East Bethany, N. Y.	1.75	1.53
East Lancaster, N. Y.	1.90	1.66
Syracuse, N. Y.	1.40	1.22
Utica, N. Y.	1.50	1.31
Rates for transportation by the Lehigh Valley Railroad Company from all collieries, washeries, and points named on the second page in the Lehigh Valley Railroad Company's tariff I. C. C. number D-701, to—		
Jersey City, N. J.	1.45	1.35
Newark, N. J.	1.40	1.30
Bound Brook, N. J.	1.25	1.13
Phillipsburg, N. J.—		
From Wyoming region	.95	.75
From Lehigh and Schuylkill regions	.85	.68
Waverly, N. Y.	1.15	1.05
Van Etten, N. Y.	1.30	1.18
Ithaca, N. Y.	1.45	1.32
Bardett, N. Y.	1.45	1.32
Hyatt's Corners, N. Y.	1.55	1.35
Kendaia, N. Y.	1.55	1.35
Geneva, N. Y.	1.60	1.39
Caledonia, N. Y.	1.80	1.56
Depew, N. Y.	1.95	1.71
Rochester, N. Y.	1.85	1.61
Rates for transportation by the Erie Railroad Company from all collieries, washeries, and points on the Erie Railroad specified on page 3 in the Erie Railroad Company's tariff I. C. C. number D-619, to—		
Jersey City, N. J.	1.45	1.35
Paterson, N. J.	1.35	1.22
Newark, N. J.	1.40	1.30
Middletown, N. Y.	1.05	.95
Port Jervis, N. Y.	.90	.82
Binghamton, N. Y.	.90	.82
Waverly, N. Y.	1.15	1.05
Elmira, N. Y.	1.25	1.14
Corning, N. Y.	1.35	1.17
Hornell, N. Y.	1.60	1.40

Castile, N. Y.....	1.75	1.53
Attica, N. Y.....	1.85	1.62
Depew, N. Y.....	1.95	1.71
Rochester, N. Y.....	1.85	1.61
Rates for transportation by The Central Railroad Company of New Jersey from all collieries, washeries, and points named on page 2 in The Central Railroad Company of New Jersey tariff I. C. C. A. number 284, to—		
Jersey City, N. J.....	1.45	1.35
Newark, N. J.....	1.40	1.30
Elizabeth, N. J.....	1.40	1.30
Somerville, N. J.....	1.20	1.09
Phillipsburg, N. J.—		
From Wyoming region.....	.95	.75
From Lehigh region.....	.85	.68
Rates for transportation by The Delaware and Hudson Company from all points and stations specified on page 2 in The Delaware and Hudson Company's tariff I. C. C. number 11170, to—		
Windsor, N. Y.....	.85	.72
Nineveh, N. Y.....	.90	.76
Sidney, N. Y.....	1.00	.88
Well's Bridge, N. Y.....	1.10	.97
Otego, N. Y.....	1.10	.97
Oneonta, N. Y.....	1.20	1.03
Colliers, N. Y.....	1.20	1.03
Schenevus, N. Y.....	1.25	1.07
Worcester, N. Y.....	1.25	1.07
Cobleskill, N. Y.....	1.35	1.16
Central Bridge, N. Y.....	1.45	1.25
Albany, N. Y.....	1.60	1.31
Troy, N. Y.....	1.60	1.31
Mechanicville, N. Y.....	1.60	1.31

The Bone of Contention.

The essence of the opinions of both sides is contained in a brief statement found on page 282 of the report. Counsel for one railroad said that when cost accounting has been carried far enough "it will be found that the cost of handling anthracite coal is so low that the rates are remunerative" and not only sufficient to take care of the anthracite business itself but to make up the loss sustained by handling other commodities. In fact this attorney told his clients he would not take the case if they proposed to "justify the rates on the ground of cost because I said it is true of this company as well as other companies that their heavy traffic which moves in large volume is, generally speaking, traffic which enabled them to pay the cost which highly competitive traffic cannot pay. Therefore I did not think we could get anywhere with that line of argument."

The commission on the same page says:

"The transportation of this low grade commodity, anthracite coal, has been termed by these carriers their 'backbone traffic.' They are engaged in producing and selling as well as transporting it. We cannot overlook the fact that some force has brought the production and sale of most of the tonnage of this commodity under their control. If they establish excessive rates on anthracite they become beneficiaries of conditions which were prejudicial to the business of the individual operator or shipper. The power to fix freight rates on this commodity was the opportunity to confiscate property if the carrier so willed."

A little further on the commission says:

"A number of these coal companies, in whose stocks the carriers had invested large sums of money, have never paid to the carriers dividends on these stocks. * * * Manifestly the return on such investment accrues to the carrier on extra profits from the freight rates charged on the tonnage shipped by the coal company. But the individual operator or shipper who must compete with the coal company so financed by the carrier obtains none of the profits that are in the freight rates and freight rates established to produce such extra elements of profit in addition to legitimate transportation costs and profits, are fatal to the successful conduct of the business of the individual operator or shipper."

The defense of the operators clearly was that the rates may be too high on anthracite coal but they are justified by the fact they make possible lower rates on other commodities.

The commission, without assailing this principle, views as predominant another matter. It says that there is discrimination in the attitude of the railways toward the controlled coal companies.

The Commission's Struggle.

The report was written by Chairman McChord. It starts out by explaining the old method of assessing charges which it condemns. It struggles to find a proper new basis. The proceeding is labored and, candidly, if a new basis is found, the public is not taken into the commission's confidence.

In detail it tries out, first, the railroad suggestion that a fair return be allowed on the value of the property. It is unable to agree with the railway's method of arriving at what is a proper valuation.

Then it tries to compare the earnings per ton mile on anthracite and other commodities and thus find a proper basis. This effort seems to

have been abandoned so soon as it became clear that anthracite rates were higher than others. Next, it figures what are the earnings of anthracite carriers per mile of line per year. It compares these with those of other railways. Still no basis is found.

The report arrives ultimately at what the commission thinks is a fair basis. This basis is not stated in explicit terms. Rather the report names a schedule of rates which are the embodiment of an unnamed idea.

Original Rate Basis.

According to the report, the railways on anthracite coal originally had no tariff rates. Instead, the operator was given a percentage of the selling price at tidewater. The remainder went to the railway to compensate it for carrying, for storing and for selling the coal and to offset any waste due to degradation. The operator, at first, was given forty per cent of the selling price of his coal. The commission says: "It gradually increased in later years, reaching fifty and fifty-five per cent in the eighties, sixty per cent in 1892, and sixty-five per cent on November 1, 1900. The contracts were commonly designated as sixty per cent contracts, sixty-five per cent contracts, etc. The remaining portion of the selling price of coal, forty or thirty-five per cent, in more recent years was the freight rate which the carriers charged to the individual operators who elected to ship their own coal production to tidewater."

The report then shows that since the selling price of anthracite increased from year to year, the freight rate per ton likewise increased. It then says:

"While the adoption of a flat basis of rates in 1901 and 1903 arrested the progressive increase in the rates, the evidence clearly shows that the percentage rates of which the flat or tariff rates were an adaptation were excessive rates.

"There is here presented a condition wherein carriers who were also dealers, not in their capacity as carriers but as dealers in the commodity, through the agency of the Temple Iron Company, established rates on anthracite coal for all shippers to tidewater."

Thus the commission, before it came to the point of considering any other matter, had concluded that the rates were too high, if for no other reason than that they were on the percentage basis for a number of years and that percentage basis was yielding an ever higher rate.

Commission's Point of View.

In one short paragraph the commission discloses its point of view on the whole question. It says:

"It has been the policy, for many years, of these carriers to gain a monopoly of the production and sale of anthracite coal. Those whose property they coveted were at their mercy as they must either pay the toll in freight rates which these carriers chose to exact or accept the price for their product which the carriers or their coal companies elected to pay."

As proving the existence of this policy, the commission goes on to cite certain things which it says the established railways did to kill prospective competition. A lengthy section is devoted to this subject. The ground work for the recitation of much scandal is the belief that the independent operators were not satisfied with the rates or the prices and hence were trying to build independent railroads. It leaves out of consideration that in those days nearly everyone wanted to build a railroad. The omission was vital.

It mentions three in particular. One was the New York, Wyoming & Western. The most influential independent operators behind it were Simpson & Watkins. The latter, the report said, were bought off at approximately a premium of \$5,000,000.

In 1899, the Pennsylvania Coal Company, principally, proposed to extend the Erie & Wyoming railroad to Lackawaxen, Pa., and because of construction from that point of a railway line to Kingston on the Hudson river there was organized the Delaware Valley & Kingston Railway Company, in November, 1899. On this subject the commission says:

"In payment for these securities, which had a par value of \$6,010,000, the Erie Railroad issued in March, 1911, to J. P. Morgan & Company, \$5,000,000 of its preferred stock and \$32,000,000 Erie Railway Company Pennsylvania collateral four per cent gold bonds. The Erie paid a premium of approximately \$30,000,000 for this property and it charged the premium to its cost of road."

The third case to which it calls attention is

the Delaware, Susquehanna & Schuylkill Railroad, owned mainly by Coxe Brothers & Company.

These and other cases are cited by the commission to bring out the point that the established anthracite carriers were willing to go to an elaborate extent to kill off prospective competition and thus to maintain a monopoly over the business.

An Indication of Guilt.

On page 249 it quotes section five of article seventeen of the constitution of Pennsylvania, adopted in 1873. This clause of the constitution might be called the first draft of the commodities' clause of the Hepburn act. The commission says:

"It appears that the stock of most of the large anthracite companies, which are owned by the carriers respondent in this case, were acquired by these companies subsequent to the year 1873."

This it considers a sort of binding argument which clinches the guilt of the carriers. That is, they not only did wrong, but knew they were doing it.

Rewards of Monopoly.

Having established, as it believes, both the intention and the fact of the monopoly, the commission goes on to show what are the rewards of monopoly as measured in freight rates. This is brought out in the table of rates quoted at the top of page 258, which is as follows:

Distance hauled (miles)—	Revenue per loaded car-mile (Cents)
6 to 10.....	169.57
11 to 15.....	109.44
16 to 20.....	81.88
21 to 25.....	66.95
26 to 50.....	49.91
51 to 75.....	67.45
76 to 100.....	52.79
101 to 125.....	48.49
126 to 150.....	43.51
151 to 175.....	40.50
176 to 200.....	31.82
201 to 250.....	28.37
251 to 300.....	27.44
301 to 350.....	26.70
351 to 400.....	25.12
401 to 500.....	18.88
501 to 600.....	16.30
601 to 700.....	13.65
701 to 800.....	16.08
801 to 900.....	12.29
901 to 1,000.....	11.30
1,001 to 1,100.....	10.64
1,101 to 1,200.....	
1,201 to 1,300.....	9.86

It then says:

"The remunerative character of the rates on anthracite coal is well illustrated by a comparison of the foregoing revenue per loaded car mile with the revenue per loaded car mile on various commodities reported by sixty-five carriers in the five per cent rate case and with the average revenue per loaded car mile earned on all of the freight traffic of 1900 by carriers for the year ended June 30, 1913.

TABLE A.
Net revenue on representative carload shipments of various commodities during October, 1913, averaged, for 69 carriers, arranged in order of length of haul.

Commodities—	Carloads	Average haul (Miles)	Average net revenue per loaded car-mile (Cents)
Hemlock lumber.....	144	59	28
Hides, leather, etc.....	41	65	24
Brick, stone, etc.....	304	66	22
Iron ores.....	29,521	87	20
Cement (building), in sacks.....	3,496	88	22
Pulp wood.....	2,481	90	13
Fruit and vegetables.....	325	109	16
Oak lumber.....	64	120	16
Coke.....	19,261	122	21
Sand, gravel, etc.....	57	132	13
Miscellaneous forest products....	158	144	12
Plaster, sewer pipe, etc.....	380	146	14
Pig iron.....	2,486	147	17
Pine lumber.....	215	150	14
Corn, shelled, in bulk.....	1,050	151	11
Wood pulp, etc.....	670	151	9
Bituminous coal, run of mine.....	64,430	159	16
Iron and Steel billets, blooms and ingots.....	2,437	160	20
Manufactured iron and steel articles.....	5,081	170	19
Paper, etc.....	590	181	9
Hay, in bales.....	1,348	183	9
Salt, in sacks.....	1,005	184	11
Sheep.....	759	186	7
Lumber, not otherwise specified..	3,301	187	13
Steel rails.....	1,236	190	21
Spruce lumber.....	17	199	13
Petroleum products, in tank cars..	478	210	16
Agricultural implements.....	229	214	10
Petroleum products, in barrels..	443	227	10
Pig lead, spelter, etc.....	245	228	11
Feed, in sacks or barrels.....	637	229	8
Beer and empty bottles.....	112	249	8
Cotton and Tobacco.....	46	258	7
Packing-house products.....	1,264	262	11
Wheat, in bulk.....	535	264	13
Flour (wheat, buckwheat, or rye) ..	1,376	272	9
Soda ash and bleach.....	85	273	11
Sugar, in barrels.....	1,392	307	10
Corn sirup.....	13	314	6
Oats, in bulk.....	1,402	335	8
Cattle.....	2,889	391	6

Dried, smoked, or salted meats..	208	416	10
Dressed fresh meats, in refrigera-			
tor cars.....	2,247	419	10
Copper bullion, bar, ingots, pig			
and slab.....	676	464	11
Hogs.....	1,453	475	7
		Average freight revenue per loaded car-mile, all	
		Carrier—	
		Average Haul (Miles)	Average freight traffic (Cents)
N. Y. C. & H. R. R. Co.....	203.52	11.10	
B. & O. R. R. Co.....	197.53	14.24	
B., R. & P. Ry. Co.....	163.35	15.96	
B. & M. R. R.....	106.82	16.56	
M. C. R. R. Co.....	158.46	11.09	
P., C., C. & St. L. Ry. Co.....	123.51	12.97	
C. & A. R. R. Co.....	165.51	12.52	
I. C. R. R. Co.....	242.56	11.11	
L. & N. R. R. Co.....	171.00	15.78	
Virginian Ry. Co.....	353.47	15.46	
C. & O. Ry. Co.....	265.94	12.25	
N. & W. Ry. Co.....	270.81	12.98	
Reading.....	99.59	19.43	
D. & H. Co.....	148.03	17.30	
Lackawanna.....	172.23	15.91	
Erie.....	166.42	12.93	
Lehigh Valley.....	179.57	15.43	
Pennsylvania.....	160.02	16.11	
N. Y., O. & W. Ry.....	145.58	18.78	

What Is a Fair Rate?

In an effort to find out what is a reasonable rate, the commission then takes up the study of the freight revenue per train mile on the anthracite carriers and on other groups of roads. It calls attention to the fact that anthracite is carried in full train loads and says:

"At the present effective rates, the revenue per train mile on anthracite to tidewater is for the Jersey Central \$19.30, for the Lehigh Valley \$16.14, and for the Lackawanna \$16.43. These revenues are substantially higher than the average train mile revenue as here shown.

TABLE B

	Freight Revenue per Train-Mile.
A. C. L. R. R. Co.....	\$2.696
B. & O. R. R. Co.....	3.474
B. & M. R. R.....	3.074
B., R. & P. Ry. Co.....	3.275
C. & O. Ry. Co.....	3.471
C. & A. R. R. Co.....	2.709
C., I. & S. Ry. Co.....	2.821
I. C. R. R. Co.....	2.347
H. V. Ry. Co.....	4.326
M. C. R. R. Co.....	3.012
L. & N. R. R. Co.....	2.295
N. Y. C. & H. R. R. R. Co.....	3.028
N. & W. Ry. Co.....	3.242
P., C., C. & St. L. Ry. Co.....	2.770
Virginian Ry. Co.....	4.567
Eastern district, 1912.....	3.12891
Southern district, 1912.....	2.48888
Western district, 1912.....	3.17357
United States, 1912.....	3.02284
1911.....	2.89548
1910.....	2.86218
1909.....	2.76450
1908.....	2.65307

"In comparisons of average car-mile and train-mile revenues, the revenue derived by these carriers from the transportation of bituminous coal, being considerably lower than the anthracite revenue, reduces the average revenue to which anthracite coal is compared. With the exception of the Pennsylvania, and to a limited extent the Erie, the bituminous coal tonnage of these respondents is received from their connecting lines and their haul is but part of a long interline haul. The average receipts per ton-mile derived by these respondents and five other carriers from coal are herewith shown.

TABLE C

Carrier—	Mills		Miles	
	Anthracite.*	Bituminous.*	Anthracite.†	Bituminous.†
C. R. R. Co. of N. J..	8.37	5.23	111.68	49.38
P. & R. Ry. Co.....	8.82	3.67	105.14	131.18
D., L. & W. R. R. Co.	7.40	5.80	191.36	66.96
D. & H. Co.....	7.54	...	142.42	...
L. C. R. R. Co.....	7.11	6.03	177.15	158.35
P. R. R. Co.....	5.99	4.27	129.57	218.22
N. C. Ry. Co.....	6.02	3.88	63.05	80.78
Erie R. R. Co.....	5.96	...	212.51	...
N. Y., O. & W. Ry. Co.	6.47	4.64	159.80	81.57
N.Y.C.&H.R.R.R.Co...	4.59	3.63	159.37	212.55
B. & O. R. R. Co.....	5.01	3.97	171.66	206.60
B., R. & P. Ry. Co....	4.94	4.15	95.07	176.68
M. C. R. R. Co.....	3.80	6.22	184.03	70.31
C., I. & S. Ry. Co....	2.84	3.88	93.03	104.18

*Average receipts per ton-mile. †Average haul of one ton.

Empty Car Haul.

The railways had explained their rates largely on the fact of a burdensome empty car haul. The commission admits that this should be considered and adds:

"It is therefore apparent that these various elements of extraordinary expense, attributed to the transportation of certain commodities, must be considered from the standpoint of cost of service and not by adjustments of average revenue."

Cost of Carrying Coal.

This led the commission into a consideration

of what is the cost of service. The report, on page 264, says:

"Briefly stated, the examiners found that the operating cost of transporting anthracite coal to tidewater by the Central Railroad Company of New Jersey was 59.26 cents per long ton from the Lehigh region (average haul, 120 miles), and 49.04 cents per long ton from the Upper Lehigh region (average haul, 140 miles), making a weighted average of 3.3 mills per short ton-mile to the three tidewater termini of this carrier."

"The Central Railroad of New Jersey costs were computed for a railway line whose average distance to tidewater is shorter than the average haul of the other carriers. We have frequently held that cost of service per ton-mile properly decreases as the length of the haul increases. In the short haul of the Central Railroad of New Jersey there are included the assembling costs and the terminal costs, which necessarily result in causing a higher cost per ton-mile than would result under similar operating conditions for the longer haul to tidewater of the other carriers."

The carriers objected to the commission's basis, which brought out the following statement from Chairman McChord:

"The margin of profit on tidewater anthracite is indicated by a comparison of the cost of transportation, 3.3 mills per ton (2,000 pounds) per mile, with the average revenue here shown:

Carrier—	
C. R. R. Co. of N. J.....	
L. V. R. R. Co.....	
N. Y., O. & W. Ry. Co.....	
Erie R. R. Co. (including N. Y., S. & W. R. R. Co. and W.-B. & E. R. R. Co.).....	
P. & R. Ry. Co.....	
D., L. & W. R. R. Co.....	
P. R. R. Co. (including N. C. Ry. Co.).....	

"The revenues per ton (2,000 pounds) per mile on anthracite coal transported to Buffalo via the various routes are here shown:

To Buffalo, Via Direct Route—	
Lackawanna.....	
Lehigh Valley.....	
Erie (from Pittston group).....	
Via Circuitous Routes—	
Pennsylvania (from Wyoming region).....	
Reading via Newberry Junction and New York Central.....	
Ontario & Western (via Oneida and N. Y. C. & H. R. R. R.)	
Delaware & Hudson (via Schenectady and New York Central)	

Investments of Carriers.

In further pursuit of a proper basis for rates, the commission went into the suggestion of the carriers that the investments in the roads should be allowed a proper return. An elaborate discussion of the point resulted in two paragraphs summing the conclusions as follows:

"Property costs deduced from the old books of these carriers are not reliable. The fault is back of the books. This is well illustrated by the cost of construction of the Port Reading Railroad, which the carriers' expert has ascertained from its books to have been \$3,025,000. This railroad is of recent construction, being completed in the year 1894. The commission's examiners found that the actual cost of constructing this railroad was \$1,525,000, and that the book cost includes \$1,500,000 representing a bonus payment in securities to the construction company. Such practices were so prevalent in railroad construction in former years that we must regard property costs deduced from the old books as very unreliable.

"The property costs per mile of line shown for the Erie Railroad are \$199,832, and for the New York, Susquehanna & Western Railroad, \$200,213, while for the Reading they are \$157,732, and for the Pennsylvania \$180,543. Such property costs for the New York, Susquehanna & Western, whose terminal properties are very limited in comparison with the other lines mentioned, clearly indicate the unreliability of book costs as representative of actual cost of property. Counsel for the carriers frankly admits the dubious character of Erie property costs arising from the book entries of such costs in 1895."

Unproductive Betterments.

In this same connection, the commission has a savage word to say about unproductive betterments. It calls particular attention to the Pennsylvania terminal in New York City, which cost \$114,000,000. This was supposed to be paid for in part by the "Lines West of Pittsburgh," which is a joint beneficiary with "Lines East." The western lines have never paid either any part of the cost of construction, nor have they done anything to make up the annual deficit of \$2,000,000 on its operation. On the contrary, this deficit

is made up out of eastern freight revenue and hence largely out of earnings on anthracite coal.

The commission says, on page 277:

"The net corporate income of these carriers has enabled them not only to pay the very substantial dividends shown by these figures, but also to set aside large amounts for the purchase of considerable property, and still have considerable amounts remaining to add to their surplus. The aggregate of the items are here shown for the ten years from 1904 to 1913:

Carrier—	Dividends.	Additions to Property.	Surplus.\$
C. R. R. Co. of N. J..	\$26,335,828	\$23,094,820	\$10,043,883
P. & R. Ry. Co.....	52,144,510	20,729,598	8,022,929
D., L. & W. R. R. Co.	79,336,586	30,782,739	10,355,253
L. V. R. R. Co.....	37,744,668	13,288,935	21,828,238
D. & H. Co.*.....	11,475,657	.....	5,791,381
P. R. R. Co.†.....	100,848,116	42,777,196	9,464,852
N. C. Ry. Co.....	16,562,733	8,106,464	13,147,047
Erie R. R. Co.....	9,582,784	10,180,566	23,521,017
N. Y., S. & W. R. R.			
Co.		883,337	572,495
W.-B. & E. R. R. Co.			
N. Y., O. & W. Ry. Co.	10,754,448	1,048,397	212,356

*Figures are for three years, 1911 to 1913.

†Figures are for four years, 1910 to 1913.

‡Represents excess of dividends and additions to property over net corporate income.

\$Remainder of net corporate income added to surplus.

Average Haul Miles.	Aver. Rev. per Ton 2,240 Pounds.		Aver. Rev. per Ton-Mile 2,240 Pounds.	
	2,240 Pounds.	2,000 Pounds.	2,240 Pounds.	2,000 Pounds.
140.58	\$1.489	\$1.329	10.59	9.45
157	1.484	1.325	9.45	8.44
209	1.447	1.292	6.92	6.18
169.90	1.407	1.256	8.28	7.39
185.70	1.338	1.195	7.21	6.44
147	1.300	1.161	8.84	7.90
221.43	1.347	1.203	6.08	5.43

Miles.	Prepared Sizes—Revenue per Ton-Mile.		Pea and Smaller—Revenue per Ton-Mile.	
	Rate.	Rate.	Rate.	Rate.
276	\$1.7857	\$0.00647	\$1.5625	\$0.00566
301	1.7857	.00593	1.5625	.00519
295	1.7857	.00603	1.5625	.00528
326	1.7857	.00548	1.5625	.00479
397	1.7857	.00449	1.5625	.00394
332	1.7857	.00539	1.5625	.00472
456	1.7857	.00393	1.6964	.00373

Lawson's New Trial.

DENVER, COLO., August 17.—The United Mine Workers of America today won two victories in the legal war which has succeeded the strike of Colorado coal miners. The state supreme court granted a writ of supersedeas, preliminary to a review of the John R. Lawson case, and at the same time barred Judge Granby Hillyer from presiding at future trials growing out of strike disorders.

The Lawson supersedeas stays the execution of the sentence of life imprisonment pronounced by Judge Hillyer upon the labor leader after his conviction of first degree murder at Trinidad last May. Lawson still is in jail, the court having deferred settlement of the question of admitting him to bail.

By granting a writ of prohibition barring Judge Hillyer from hearing three strike trials at Walsenberg, attorneys believe the court has in effect ended Hillyer's connection with strike cases, as the motion decided today was admitted to be a test of the supreme court's attitude toward the jurist, who was charged with bias by reason of having been an attorney for coal mining companies. Several hundred cases still are to be tried in the Third judicial district, which includes the coal mining fields.

Hillyer was appointed to the bench last spring by Governor George A. Carlson, in compliance with a law enacted at the last session of the legislature providing for an additional judge in the Third district.

In barring Judge Hillyer from hearing further coal strike cases, the court said:

"We are certain, from the facts alleged, that a reasonable person might very properly conclude that because of Judge Hillyer's interest and activity in a cause of similar character against active associates of relators for similar offenses growing out of the same alleged controversies . . . that he has, within the meaning of the law, a bias or prejudice that would in all probability prevent him from dealing fairly with the relators as defendants."

During the past week Ray Elder and E. C. McKelvey opened up a new store at Pomeroy, Ohio, for the Essex Coal Company. Mr. Elder was formerly with the sales force of the Hocking Valley Products Company.

Western Coal Rate Ruling of the Commission.

As outlined briefly in last week's issue, the Interstate Commerce Commission has handed down its decision in the matter of "the proposed increase in rates in the western classification territory."

The railroads, in 1910, asked certain increases in rates. The commission refused to allow them. In 1914 the request was repeated and the commission after an investigation has made two reports, of which the one here analyzed is the second. The first report covered all railroads east of Chicago and north of the Ohio and Potomac river. The current decision embraces lines west of Chicago and practically east of the Rocky Mountains, extending from the northern to the southern border.

The proposed increase in rates as suggested by the railroads covered practically all classes of rates and therefore practically all commodities. The commission, as in the eastern case, granted an increase in some rates but denied increases on others.

Rate Changes Made.

The commission justified the increase proposed by the carriers in the following instances:

In the minimum weight on carloads of grain from 30,000 to 40,000 pounds.

On bituminous coal, except to South Dakota points, and all rates on coke.

On brewers' rice.

On carload minima from Gulf ports.

On carload rates on fruit.

On hay and straw not in excess of class "C" rates.

The commission found not to be justified the proposed increase in rates in the following cases:

Carload rates on grain.

Carload rates on live stock.

Carload rates on packing house products.

Carload rates on fertilizer and fertilizing material.

Carload rates on broom corn.

Rates on cotton piece goods, and carload rates from points in Texas.

Scope of the Report.

The report of the commission covers in all 185 pages of print. It takes into consideration, first, the general financial situation of the railroads as to relation between investment and gross revenue, operating cost and net revenue. This considers the subject on the broad base of general average rather than as a temporary matter. It compares the average of western lines with the average of eastern lines as to financial status and general profitability.

Then it comes down from the big to the smaller questions and takes into consideration the relation of each commodity to the total volume of freight. Also, it takes into consideration the revenue from each commodity and its relation to the total revenue of the road. The commission even stops to consider all phases of the particular commercial condition of those who produce and ship or buy and sell these various commodities.

Next it takes into consideration the history of the rates on each one of these commodities and hence the commission's previous rulings on certain rates in certain of the territories involved.

It even considers the delicate point whether the railroads by proper management and by introducing proper economies could have avoided the admitted loss in net revenue.

In a word, this voluminous and pretentious report of the commission has tried to comprehend the whole railroad situation and to set right that which is wrong. It has tried to conform its opinion to what under the disclosed circumstances would be good public policy.

Since trained experts of the commission spent more than a year in painstaking inquiry and since those contributing to that report included the best minds in the railroad service, in the employ of shippers, and in the legal profession, it is no simple task here undertaken when it is attempted to reduce even so little as the conclusion of the commission on coal down to a short and understandable statement.

However, by attacking the problem a little at a time, subdivisions of the report can so be stated that the attitude of the commission can easily be understood.

A Fundamental Difference.

For example, one of the first tasks of the commission was to come to understand the relative positions and hence the relative earning power of the lines in the eastern group and the lines in

It Was Proved the Carriers Need More Money—Rather Than Tax Foodstuffs to Supply It, Coal Is Given the Burden to Carry.

the western group. In a general way, the difference between these roads is simple and can be thus expressed:

The center of population of the United States is at a point about in the middle of Indiana. That is, at a point about one-fourth the distance across the continent there is the center of population. This means that by far the greater percentage of America's 100,000,000 live in the eastern district—most of them north of the Ohio and Potomac. Naturally the eastern group of railroads have

Western Rates.

This increase in rates will take effect on September 30th.

The increase is, in some places, ten cents a ton and in others five. The average increase is 5.36 per cent, or a little less than eight cents a ton.

The operators are organizing a popular movement against the increase. The railroads are seriously considering whether it is advisable to take advantage of the increase which the commission allowed. It will not be possible for another week to say definitely what effect this will have on coal prices in the west.

more people to serve, therefore more things to carry, hence a greater density of traffic and naturally larger gross earnings per mile.

The lines in the western territory operate in a district where the population begins to thin out; therefore they have longer hauls, less people to serve, less things to carry, higher operating expenses, lower density of traffic and, as a consequence, lower gross earnings per mile.

The commission expresses all this in a graphic way when it says that on a group of eleven eastern coal carriers the average freight revenue per mile of road is \$21,625; while on twenty-two so-

The commission found itself confronting a need to allow the western railroads, which have great operating difficulties and rising cost, to get enough revenue to offset the facts of sparse population, of long hauls and therefore of naturally high operating costs.

Bases of the Opinion.

Even so, and granting that the basic principles of its inquiry were sound, it is difficult to understand why the commission, instead of granting a general increase in rates, allowed the increase only on a small number of commodities. Perhaps—and this is an assumption—that can be explained only by taking up a few commodities, as the commission has done, and by trying to find why the commission decided to place a big burden upon one commodity such as coal and none upon another, such as grain and packing house products.

In this connection the commission's decision on grain is enlightening. It allowed the railroads to increase the minimum carload on grain from 30,000 to 40,000 pounds. That is, the commission believes it is easy to load a car so that it will carry 40,000 pounds of grain. The permitted increase in the minimum weight strove therefore to compel the shippers to load cars to their capacity. This relieves the railroads from pulling a car which is only partially loaded.

The commission, however, refused to allow the railroads to increase rates on grain. The reason given by the commission for its decision on grain rates is not convincing. That is, it stresses inequalities in rates on wheat from Kansas City to Chicago, Denver and Gulf ports. This is a controversy of twenty-five years standing. It says, which is true enough, that the rates are not well proportioned in that particular.

Also, the commission says that in the eastern territory corn and wheat move at the same rate while in the western territory each cereal has a separate rate. The commission complains about the double basis of cereal rates in the west. It says it is not justified in continuing two objectionable practices which it would, in effect, do if it granted an increase.

What appears to be the real reason, which is not brought out in the report at all, is very probably as follows:

The known fact is that the nation depends mainly for its supply of food upon this western territory. The center of wheat and corn production for years has been gradually moving westward. To allow an increase in the rates on

The commission inserts the following table in its report, which shows representative rates, including both those at present and those proposed:

REPRESENTATIVE BITUMINOUS COAL RATES ON WHICH INCREASES ARE PROPOSED.

From—	To—	Distance, Miles.	Present Rate per Ton.	Proposed Rate—	
				Per Ton.	Per Net Ton-Mile.
Peoria, Ill.	Des Moines, Iowa	250	\$1.70	\$1.80	\$0.720
Peoria, Ill.	St. Paul, Minn.	462	1.50	1.60	.346
Peoria, Ill.	Huron, S. D.	649	2.55	2.65	.393
Duluth, Minn.	Woonsocket, S. D.	524	2.55	2.65	.506
Duluth, Minn.	Aberdeen, S. D.	458	2.55	2.65	.579
Girard, Ill.	Kansas City, Mo.	305	1.80	1.90	.623
Centralia, Ill.	Madison, Wis.	337	1.40	1.45	.430
Milwaukee, Wis.	Chamberlain, S. D.	622	3.40	3.50	.563
Springfield, Ill.	Sioux City, Iowa	600	2.69	2.79	.465
Cornell, Kans.	Kansas City, Kans.	139	.70	.75	.540
Pittsburg, Kan.	St. Joseph, Mo.	191	.90	1.00	.524
Pittsburg, Kan.	South Omaha, Neb.	323	1.35	1.45	.449
Southern Illinois group	Alexandria, La.	645	3.82	3.92	.608
Southern Illinois group	Pine Bluff, Ark.	335	2.25	2.35	.701
Southern Illinois group	Brownwood, Tex.	368	2.65	2.75	.747
*Alabama mines	Brownwood, Tex.	820	4.80	4.90	.598
New Mexico, Dawson district	Brownwood, Tex.	831	3.75	3.85	.463
Colorado, Trinidad district	Brownwood, Tex.	730	3.75	3.85	.527
Lehigh-Coalgate, Okla.	Brownwood, Tex.	368	2.65	2.75	.747
McAlester, Okla.	Brownwood, Tex.	434	2.65	2.75	.634
Calhoun, Okla.	Dallas, Tex.	383	1.25	1.35	.348
McAlester, Okla.	Winfield, La.	426	2.25	2.35	.552
Hartford, Ark.	Altus, Okla.	430	2.35	2.45	.570
Hartford, Ark.	Oklahoma City, Okla.	207	1.45	1.55	.749
Robinson, Colo.	Amarillo, Tex.	297	3.00	3.10	1.044
Trinidad, Colo.	Amarillo, Tex.	256	2.75	2.85	1.113

*Distance from Birmingham, Ala., as given in W. W. Miller exhibit 4.

called western roads the freight revenue is \$6,789 per mile, or less than one-third what it is in the eastern territory.

Commissioner Daniels in his dissenting opinion makes a big point of the fact that the western railroads also use up a larger percentage of their gross revenue for operating expenses than do the eastern roads. In the case of the eastern roads, in 1900, it cost the carriers 64.22 cents in operating expenses to secure \$1 of revenue, while in 1913 the cost had risen to 71.77 cents. In the case of the western railroads, in 1901, it cost the carriers 63.97 cents to secure \$1 of revenue while in 1914 the cost had risen to 72.12 cents.

wheat and corn would therefore be to put an extra tax on the food supply of the greatest percentage of the American people, namely those living in the east. The same thing, precisely, is true of packing house products.

The commission says that it refuses to allow this increase because of a technicality in the manner of making the western rates. Its real reason was perhaps political. It did not want to increase the price of foodstuffs to people living in the east.

Placing the Burden.

Still, the commission recognized that the railroads had to get more revenue. Therefore some

commodities had to pay higher rates. One of the commodities selected to carry this burden was coal. That is, rather than taxing the food supply of a densely populated eastern territory, it decided to tax the coal supply of a sparsely populated district. It chose the lesser of evils. The commission says that in some cases the increase asked for was ten cents a ton; in others, the increase asked for was five cents a ton. The average increase is less than eight cents a ton. The proposed increase amounts to 5.36 per cent on the average, in the western territory on coal rates. The average weighted haul on this coal is 303 miles. The average present rate is \$1.483.

The Empty Car Haul.

In granting this increase, the commission took into consideration a few general and a great many specific conditions. One of the general conditions was this: Ninety per cent of the cars which move away from the mines with coal return to the mines empty or travel the whole distance back home without any load. This was one of the big disputed points in the coal rate case.

The railroads themselves presented that figure of ninety per cent empty car haul. This, it will be remembered, was vigorously assailed by F. H. Harwood and other representatives of the coal shippers. Mr. Harwood called attention to the fact that the railroads consumed twenty-five per cent of the coal and that the empty car haul covers the movement on their own fuel as well as the movement of commercial coal. That is, the commercial coal shippers were being charged with an empty car haul which should have been charged against railroad business. The commission apparently waved aside this objection of the shippers and clung to the ninety per cent empty car haul as representative.

Fluctuations in Tonnage.

Another general consideration is thus worded by the commission:

"Between the month of lowest and the month of highest density in this traffic there is a difference of 89.73 per cent—greater than the difference between the maximum and minimum tonnage of any other particular kind of traffic. The variation indicates that the movement is seasonal and the fact that miners' contracts are renewed biennially, causing uncertainty in the production, makes for heavy fluctuation in the volume of traffic."

This fluctuation, it might be added, is heavier in the west than in the east. In the east the coal movement changes direction and destination in summer; in the west it falls off in volume. The burden, expressed in idle cars, is heavier in the west.

Another general consideration is thus worded by the commission:

"The cost incident to the assembling and diversion of coal is material but the exact measure thereof cannot be determined from this record. As pointed out in the general discussion of the carriers' financial situation, there has been a constantly increasing cost of maintenance of those heavy coal cars,—a cost augmented by reason of the injury caused by these heavy cars to other lighter equipment."

Another general consideration of the commission was that the status of slack coal has changed in the last few years. Formerly the commodity had no value because it had a very limited use. Then the railroads put in a lower rate on slack than applied on lump coal and the commission believes that, as a consequence, the market for slack coal improved and therefore the value increased. The commission does not carry its reasoning to the logical conclusion but rather seems to assume that because slack coal has advanced in price, the rates should stand the corresponding increase.

Trend of Coal Prices.

The commission thus seems to assume that because of the rise in slack coal prices the operators are in a better position to stand an increase than they were, although its evident assumption here does not agree with its own statement of facts. For example, on page 606 of the report the commission says:

"Coal mined in the states here affected has increased in value but little since 1904 and the price, except in the states of Alabama and Kentucky, is given for the years 1904 to 1913 in the subjoined table.

AVERAGE SELLING PRICE, ALL COAL FROM MINES IN STATES SHOWN, 1904 TO 1913, INCLUSIVE.

[Taken from bulletins, "Production of Coal," by Edward W. Parker, U. S. Geol. Survey.]

State—	1904	1905	1906	1907	1908
Illinois	\$1.10	\$1.06	\$1.08	\$1.07	\$1.05
Indiana	1.11	1.05	1.08	1.08	1.06

Missouri	1.63	1.58	1.63	1.64	1.64
Iowa	1.61	1.56	1.60	1.62	1.63
Kansas	1.52	1.46	1.49	1.52	1.49
Oklahoma	1.82	1.76	1.02	2.04	2.03
Arkansas	1.54	1.49	1.61	1.68	1.68
Colorado	1.31	1.22	1.26	1.40	1.41
New Mexico	1.31	1.33	1.34	1.46	1.37

State—	1909	1910	1911	1912	1913
Illinois	\$1.05	\$1.14	\$1.11	\$1.17	\$1.14
Indiana	1.02	1.13	1.08	1.14	1.11
Missouri	1.65	1.79	1.72	1.76	1.73
Iowa	1.65	1.75	1.73	1.80	1.79
Kansas	1.44	1.61	1.53	1.62	1.67
Oklahoma	2.00	2.22	2.05	2.14	2.05
Arkansas	1.48	1.56	1.61	1.71	1.76
Colorado	1.33	1.42	1.45	1.49	1.52
New Mexico	1.29	1.39	1.44	1.42	1.46

"A shipper gave the prices paid by five railroads for their fuel coal 1910-1914 as somewhat higher than the prices shown in the foregoing table; and it appears that one of the carriers is paying the same for coal as in 1910, two slightly more, and two slightly less. The relative density of all traffic hauled by representative eastern and western roads appears from the following table:

FOR YEAR ENDED JUNE 30, 1914.

	Average Freight miles operated during year	Freight revenue per mile of road	Tons of freight carried 1 mile per mile of road
Eastern bituminous coal originating roads—			
Pennsylvania Co.	1,749	\$25,518	4,448,369
Pennsylvania R. R.	4,083	31,407	5,430,286
Baltimore & Ohio	4,478	16,922	2,997,966
Hocking Valley	351	15,935	3,742,321
Norfolk & Western	2,035	18,683	4,497,010
Chesapeake & Ohio	2,345	12,305	3,011,617
Buffalo, Rochester & Pittsburgh	581	15,742	3,405,126
Toledo & Ohio Central	446	9,817	2,366,937
Kanawha & Michigan	176	15,031	3,739,955
Bessemer & Lake Erie	204	38,903	8,564,706
Pittsburgh & Lake Erie	223	67,925	9,043,294
Unweighted average		21,625	4,100,550

FOR YEAR ENDED JUNE 30, 1914.

Western and southwestern bituminous coal originating roads—		
Atchison, Topeka & Santa Fe	8,345	7,139
Chicago & Alton	1,033	8,595
Chicago, Rock Island & Pacific	7,729	5,478
Chicago & Eastern Illinois	1,283	8,825
Chicago, Burlington & Quincy	9,139	6,871
Chicago & North Western	8,070	6,689
Chicago, Milwaukee & St. Paul	9,683	6,739
Chicago Great Western	1,496	6,645
Illinois-Central	4,768	9,200
Minneapolis & St. Louis	1,646	4,338
Wabash	2,514	8,032
Cleveland, Cincinnati, Chicago & St. Louis	2,187	10,337
Vandalia	910	8,326
Chicago, Terre Haute & South-eastern	373	5,109
Missouri Pacific	3,919	4,972
St. Louis, Iron Mountain & Southern	3,364	7,282
St. Louis & San Francisco	4,746	6,037
Missouri, Kansas & Texas	3,824	5,288
Kansas City Southern	827	9,963
Colorado & Southern	1,127	4,986
Midland Valley	380	2,745
Missouri, Oklahoma & Gulf	334	2,623
Unweighted average		6,789

*Passenger mileage operated, 1,585 miles.
†Passenger mileage operated, 207 miles.

The Twin Cities Rate.

In detail, one of the principal points in dispute was the rate on coal from Illinois and Indiana mines to the Twin Cities—St. Paul and Minneapolis. The carriers serving Indiana and Illinois had proposed an increase in this rate from \$1.50 to \$1.60. The carriers moving coal from the Lake Superior docks to the same point did not propose an increase. The coal shippers protested that if this unequal advance were allowed the western mines would be driven out of that territory.

The commission, in this particular instance, took several things into consideration, but failed to consider the vital point of it all.

In the first place, and on broad grounds, it said that a regulating body could not name a rate which would give a shipper an opportunity to sell in a certain market if that were the only consideration. In substance, it said that the carrier might do that if it liked, and even quoted the chief justice of the United States Supreme Court on that point, but it said that the commission had no power to make a rate which would do that thing, provided the rate was less than the traffic's proportion of the cost of the service. In this connection it gave the following terse history of the rates from the western mines to the Twin Cities:

Year	Rate per ton
1887	\$2.00
1889	1.75
1892	2.00
1896	1.62½
1899	1.65
1902	1.40
1903	1.50
1904	1.40

"The \$1.40 rate remained effective until, in obedience to an order of this commission regard-

ing a rate to the Twin Cities no higher than to intermediate points, the carriers increased the terminal rate to \$1.50. The increase was sustained by us in *Daly Coal Company vs. Chicago & Alton Railway Company*, 33 I. C. C., 467. In the present case it is proposed to increase this rate to \$1.60."

In the second place the commission considered the Twin Cities as a part of the general group including Wisconsin, Iowa, Minnesota and South Dakota.

"We are of the opinion that the territory affected should properly be considered as one. When so considered, while there have been fluctuations, the present rates are no higher than they were ten years ago."

Later on, the commission says, in what is perhaps its most adroit point of the whole Twin Cities case:

"From lake ports in Wisconsin and Minnesota to intrastate points in those states no increase is proposed in the rates on dock coal. It is claimed that injury will result to the coal miners of Illinois unless increases in coal rates are made from the docks commensurate with the proposed increases from the mines in that state. Illinois coal is said to be somewhat less attractive to users than is coal from the Pittsburgh district, but the Illinois coal can be sold more cheaply than the Pittsburgh coal. Details of the cost of each at the representative consuming markets of St. Paul and Minneapolis were shown by protestants in a table here inserted.

"The following is a comparison of prices for coal delivered at St. Paul and Minneapolis, the largest coal markets west of Chicago:

From Pittsburgh, Pa., district—	
Coal at mines	\$1.25
Average freight charges to Lake Erie ports	.75
Loading to vessel	.05
Lake freight Erie to Superior	.32
Dock charges at Superior and Duluth	.40
Freight from Superior and Duluth to Twin Cities	.96
Total	\$3.73
Illinois coal—	
Average selling price at mines (10 years)	1.10
Present average freight charges from State of Illinois	*1.93
Total	\$3.03

*Margin to cover difference in quality. .70

"From other facts of record it appears that past increases in rates from Illinois without corresponding increases in the rates from the docks have resulted in relatively lessening the amount shipped from the Illinois mines. Since the rates from the docks at Milwaukee to points in Wisconsin and rates from Duluth to the Twin Cities remain unchanged, some carriers maintain existing related interstate rates."

In other words, the adroit argument of the commission is that the western operators cannot complain about this increase in rates to the Twin Cities unless they are willing to admit that the intrinsic value of eastern coal is more than seventy cents a ton greater than western coal. The vital point left out of consideration is: The price quoted on eastern coal is on the size bought and used in the Twin Cities. The price quoted on western coal is an average of all sizes of all mines whereas only the larger sizes from assorted districts sell there and they demand higher prices than those used as a basis.

On the South Dakota case, which is one of considerable dispute, the commission makes its own point in the following paragraph:

"To South Dakota destinations an increase of ten cents per ton is proposed in the rates on bituminous coal from Lake Michigan and Lake Superior ports, as well as from Illinois mines. No increase is proposed from any of the lake ports to Minnesota destinations. The present rates from the lake ports to South Dakota destinations are on a higher per ton-mile basis than rates to intermediate destinations in western Minnesota. An increase in the rates to South Dakota destinations would accentuate the existing violation of the general principle that the ton-mile revenue should decrease with increased distance. The present rates to South Dakota destinations appear to be on a higher bases than to other western destinations, although the greater part of the haul is through the lower rated territory. For these reasons the increases proposed to South Dakota destinations have not been justified."

After this rather elaborate presentation of facts and assumptions, the commission concludes:

"From the facts of record we are of the opinion and find that, with exception of rates on coal from points in South Dakota, the proposed increase on rates in coal have been justified and the orders of suspension relating thereto will be vacated."

Rates on Coal in Ohio Are Being Challenged.

The second preliminary bout in the effort to force a general revision and reduction of Ohio coal transportation rates, within that state, was begun before the Ohio Utilities Commission on August 17th. A recess had been taken to that date from August 6th to permit time for better preparation on both sides.

There was a formidable array of attorneys when the session was called together in one of the hearing rooms of the county court house—a makeshift place of meeting—at Columbus. Few coal men from over the state were present, but a number of prominent companies were represented by counsel.

The anticipated trend of events was evident when Judge George B. Okey, chief attorney for the plaintiffs, the Ohio United Mine Workers, took a place in the background, and a corps of legal lights, presumably on behalf of the Sunday Creek Company, assumed charge of the prosecution. They comprised George P. Boyle of Chicago, formerly connected with the Interstate Commerce Commission; Messrs. Hillman and Hopkins of Chicago, the former a rate expert whose testimony four years ago played a prominent part in the lowering of Hocking Valley commercial rates to Toledo; and Harry Arnold of Columbus.

Attorneys for various other coal companies, whose attitude for the time being would seem to be at least technically against the plaintiffs, grouped themselves with railroad counsel.

At the previous hearing, which covered parts of two days, the Hocking Valley railroad had refused the request of the plaintiffs to produce in court documents and records showing expense of hauling coal from the Nelsonville assembling yards to Toledo. The commission afterwards issued subpoenas requiring the officials to come into court with such evidence. As soon as court opened this began to arrive by the truck-load, there being almost enough of it, finally, to fill a freight car.

The attitude was taken by counsel for the plaintiffs that the submitting of records in this voluminous form was for effect, and that what was desired was condensed records instead of the original way-bills and the like. J. F. Wilson, chief counsel for the Hocking Valley, stood upon the broad grounds of the subpoena, which designated subsidiary records as being among the kind asked for. Mr. Wilson stated that the documents submitted consisted of perhaps 5,000 separate papers. He took the defense that the subpoena had been vague in its terms and that the company had complied in the most liberal form possible. The greater part of the day was taken up in the discussion of the character and completeness of the documents. The plaintiffs tried to make it appear that they were submitted in a spirit of ridicule and with the idea of confusing and hampering proceedings. The railroad officials defended themselves at length against these charges.

The Big Point.

C. H. Sisson, trainmaster of the Hocking Valley railroad at the Nelsonville yards, was placed on the stand by the prosecution and interrogated as to the portion of the documents his department had submitted, and these were checked off into a group by themselves. In the hour or more which Mr. Sisson held the witness stand testimony was brought out to show what part through freight from the south played in the record of cars handled at the Nelsonville yards.

This showed the drift of the proceedings, namely, that the old question of the difference charged for hauling Hocking Valley coal to Toledo and coal received at Armitage junction from West Virginia for the same point was to be the cornerstone of the whole rate-reduction fight.

In answer to the direct question of Chairman Waltermire, of the commission, it was stated that the evidence submitted in the earlier stages of the case at least was to pertain wholly to the Hocking Valley coal field. This revealed the additional fact that the Sunday Creek Company, by reason of its great importance in this field, was the corporation chiefly interested.

The chairman thereupon took the ground in effect that the standing of the United Mine Workers as the supposed plaintiffs in the case, with all coal-carrying railroads of the state

The United Mine Workers of Ohio Begin the Action, But the Sunday Creek Company Announces It Will Take Action Now or at a Later Date.

defendants, was no longer logical. He ruled that the Sunday Creek Company, if it proposed to intervene in the case, should make its pleading. It was given until Wednesday to take such action.

Sunday Creek Takes a Stand

Mr. Boyle, who was the mouthpiece of the prosecution throughout the day's session, stated that the Sunday Creek Company would back up the miners in their contention; that it had a case with the Hocking Valley railroad which it proposed to fight out, either in the case brought by the miners or one which it would bring itself.

Judge Okey, of counsel for the miners, made a plea in their behalf to the commission, citing the inability of his clients in their present impoverished condition to employ rate experts and otherwise carry on a prosecution, and suggested that the commission itself prosecute the matter of rate reform. He urged this on behalf of the people of the state at large. The commission refused to entertain this suggestion, stating that it had properly come before the last legislature and that body had refused to take the matter up.

At the afternoon session, the question as to the character of the documents submitted and which were yet to be submitted by the Hocking Valley railroad were again taken up. Counsel for the prosecution wanted to ignore what was termed the rubbish that the company had carted into the court room and go at once to the condensed records. The plan was that its rate expert, with his assistants, should, with the aid of one of the railroad company's officials, go through the company's records at the general offices.

Strenuous objection was raised by Chief Counsel Wilson. First he claimed that anything produced or shown, without being specifically authorized by the commission, would be in violation of the Interstate Commerce Commission rulings, as giving investigators opportunity to learn matters that would be to the benefit of the coal company they represented as against competing companies.

Further, he stated that an experience of a similar nature several years ago had resulted in the experts being in the offices of the railroad company for two months, to the inconvenience of employees and officials.

He claimed that the Hocking Valley railroad had nothing to conceal in the matter of an investigation, but did not want it conducted according to the plan proposed. The chairman of the commission suggested a compromise plan, but as neither side would agree to it, he ordered the hearing to proceed.

A large part of the afternoon was taken up with the further examination of General Manager Connors, of the Hocking Valley, who was on the stand when the recess occurred ten days ago. It was wholly of a technical nature, with regard to the completeness of the documents which had been placed in evidence. Mr. Connors stated that there would be a further installment of documents on Wednesday. The impression was given that more condensed records would be submitted. Auditor F. D. Hodgston, who had just returned from a three weeks' absence, and was on the stand during the day, was given until Wednesday to produce documents from his department.

Before adjournment for the day, Mr. Boyle stated that after the additional documents were in and checked up, the prosecution would ask for a postponement until the whole could be tabulated. He estimated that it would probably require five weeks, whereas if the railroads would consent to examination of general office records the work could be done in three weeks.

Are Other Roads Involved?

Mr. Denison, of Cleveland, attorney for the Wheeling & Lake Erie, asked Mr. Boyle if the prosecution proposed to attack the rates of other roads after it got through with the Hocking Valley. To this Mr. Boyle replied that they were only crossing one bridge at a time.

During the session, Mr. Ginn, of Cleveland, representing the Ohio & Pennsylvania Coal Company, and other operators not named, stated that the middle district would not intervene on the basic question of lowering rates. They had qualified as parties to the action so as to be in a position to have a part in it should developments warrant, but this part would be simply that of differentials.

As the matter stands at present, the fight is between the Sunday Creek Company and the Hocking Valley Railway Company, and the outcome will be awaited by other operators as a test. If Hocking rates are reduced to any extent it is believed that every district will get into the fight to preserve existing differentials among Ohio fields.

Wednesday's Session.

When the commission reconvened at 1:30 p. m., Wednesday, Mr. Boyle stated that a conference between Mr. Hillman, the rate expert, and the railroad officials had established just what additional records the plaintiff would insist upon. No agreement, however, had been reached by which the railroad was to furnish these records or in what form.

As eighty-five per cent of them would come from the auditor's department, Auditor Hodgston was again placed upon the stand. Questions as to the producing of the additional records and what they would contain as to easily-available information did not bring out replies satisfactory to the plaintiff. Mr. Boyle stated to the commission that it would be a waste of effort to put other officials of the road on the stand, and that the plaintiff could go no further until it had all the documents in hand that had been promised to be submitted and compilation made from same. If was his suggestion that the hearing be adjourned over to some date that would give time for this work.

Upon inquiry by Chairman Waltermire, Mr. Hillman stated that the compiling would require about three weeks, and ten days additional time should be allowed for counsel to make its deductions. At this point Chief Counsel Wilson, on behalf of the railroad entered protest against the several tons of documents which had and were to be submitted, remaining in the custody of the plaintiff's attorneys for that length of time. It would be an inconvenience to the company to be deprived of their use. Again, they would reveal private information which was not pertinent to the case. Such custody and use of the documents would amount to nothing less than search and seizure and violated the constitutional rights of the company.

The commission held that the plaintiff had an unquestioned right to examine records in support of its case. The commission had tried to get plaintiff and defendant together on some plan of examination that would be mutually satisfactory. Having failed in this, it was within the province of the commission to provide a plan.

Mr. Wilson persisted in his objections, on three grounds. First, the request of the plaintiff was unreasonable, and contrary to a federal court decision which was cited. Second, while the defendant was willing to produce any record for the information of the commission as a tribunal, it made a distinction when records were to be turned over to a plaintiff in an action against the company, allowing such plaintiff to make promiscuous use of them. Third, the competency of the proceeding was called into question, inasmuch as it was an intervening and not the original plaintiff making the demand, and further the Hocking Valley Railroad Company, as the defendant upon which action was centered in the new phase of the case since the Sunday Creek Company had usurped the place of the United Mine Workers as plaintiff, was not amenable, because the new coal tariff recently filed by the company had not been in force one year and was, therefore, not subject to attack.

The commission ruled that the intervention of the Sunday Creek Company did not change the nature of the case that had been filed by the United Mine Workers, and that the action of that plaintiff was still in force. A concession was made the railroad by the chairman.

(Concluded on page 149.)

Increased Anthracite Rates to Chicago Allowed.

Early this week the Interstate Commerce Commission approved of the increased rates on anthracite proposed some time ago. The increase is twenty-five cents per ton. This is the rate which became effective on July 17 by the expiration of the time limit on the second order of suspension. The report made by Chairman McChord was as follows:

"The tariffs under investigation in this proceeding were filed by respondents to become effective May 20 and May 29, 1914, but were suspended by the commission until March 17, 1915, upon the protest of dealers in anthracite coal in the city of Chicago and in the states of Iowa and Nebraska. Subsequently respondents voluntarily suspended the operation of the schedules until July 17, 1915. The report in this matter was held up pending the report on the *Rates for Transportation of Anthracite Coal*, 35 I. C. C., 220, and the rates here involved have automatically gone into effect with the expiration of the suspension period.

"This investigation involves the reasonableness of the proposed increase of twenty-five cents per gross ton in the rates for transporting anthracite coal, 'prepared sizes,' all rail in carloads from the anthracite mines in northern Pennsylvania to Chicago and Chicago rate points and to points of connection between eastern and western lines near Chicago, such as Joliet, Kankakee, Griffith, and others, and to the other points of connection between such lines, Peoria, East St. Louis and St. Louis.

"The effective rates and the proposed increased rates per net ton and per gross ton from the mines to the points indicated are as follows:

Destination— Chicago and Chicago rate points.....	Effective Rate		Proposed Rate	
	Gross Ton.	Net Ton.	Gross Ton.	Net Ton.
Peoria.....	\$3.50	\$3.12	\$3.75	\$3.35
St. Louis and East St. Louis.....	3.75	3.35	4.00	3.56
St. Louis.....	4.00	3.56	4.25	3.79

"The all-rail movement of anthracite coal to Chicago is annually about 2,500,000 tons, and the movement by water in 1913 was 1,083,712 tons.

"The proposed increases apply to all-rail shipments to points west of Chicago to which there are no through rates from Buffalo. Except to Mississippi river points, there are no through rates from Buffalo to points west of Chicago. The proposed increases do not affect the territory which extends from Chicago west to the Mississippi river, south to St. Louis and Cairo, and north to Quincy, except a few points to which there are now through rates, such as Peoria, East St. Louis and St. Louis. To Quincy and to the Mississippi river crossings north, the increase of twenty-five cents applies. The rates to the lower Mississippi river crossings below St. Louis are not affected.

"Through rates are effective on all of the lines from the mines to Chicago and to Chicago rate points and to Peoria, East St. Louis and St. Louis. Of the through rates, \$1.75 formerly constituted the division accruing to the trunk line carriers for the haul from the mines to Buffalo as opposed to the local rate of \$2 on all lines for that haul. But to points intermediate to Chicago and to other points in Ohio, Indiana and Michigan, to which no through joint rates apply, the rate applicable is made by the combination of the local \$2 per gross ton rate from the mines to Buffalo and the local or reshipping rate from Buffalo west to destination, by which combination there is brought about a freight charge of twenty-five cents a gross ton more to those points which commonly take the same rate as Chicago than the former joint through rate to Chicago.

"Anthracite coal is not sold f. o. b. at the mines, but at such a price per net ton in Chicago as preserves to the producer of coal the advantage of the twenty-five cents, so that the producer realizes more profit on the through shipments to Chicago than on the local shipments to Buffalo or on the through shipments to points between Buffalo and Chicago. The service at Buffalo is the same as to coal hauled to Buffalo consigned to Chicago at the proportional charge of \$1.75 as to coal hauled to Buffalo consigned to points west in Ohio, Indiana and Michigan. The Pennsylvania Railroad Company and its affiliated line, the Pennsylvania Company, hereinafter referred to as the Pennsylvania, published no through rate via its Buffalo route. The Erie Railroad Company and the Chicago & Erie Railroad Company, operating jointly, hereinafter together referred to as the Erie, maintain only one rate to Buffalo, which is \$2, regardless of the destination of the shipment all rail. The Erie, since this proceeding was begun, established through rates of \$3.50

from the mines to Chicago and \$4 from the mines to East St. Louis and St. Louis via Buffalo and the Niagara frontier, not having heretofore published such a rate, but expects to file a tariff increasing these rates to \$3.75 and \$4.25, respectively, in line with the general policy of respondents as disclosed on this record. The mean distance from the mines to Buffalo on the Erie Railroad is about 288 miles. From Buffalo to Chicago the short-line distance on that railroad is about 550 miles.

"The record deals primarily with Chicago conditions and the rates to Chicago, because the protestants who appeared at the hearing were coal dealers either at Chicago or at points to which the rate is a combination of the rate to Chicago and the rate from Chicago to the place of destination.

"The entire increase of twenty-five cents is apportioned as compensation for that part of the through haul between the mines and Buffalo on shipments via Buffalo on the lines running to Buffalo, so that on such shipments carriers will receive no increase for that part of the through haul between Buffalo and the named points of destination, and the rate to Buffalo will be uniformly \$2.00, regardless of the destination of the shipments. But as to shipments moving west, not via Buffalo, over the Erie or Pennsylvania railroads, which extend by their own rails from the mines to Chicago, the increase is necessarily apportioned over the entire mileage from the mines to Chicago.

"Respondents assert that they have proposed the increased rates in view of a complaint that certain discriminations against dealers in and consumers of anthracite coal in Ohio, Indiana and Michigan have been created by the effective rates. Protestants admit the existence of the alleged discrimination, but insist that the only proper way to remove it is by a reduction of the rates to points in Ohio, Indiana and Michigan, as to which it is alleged that the Chicago rate is unjustly discriminatory, it being urged that the increased rates are unreasonably high.

"This issue is determined by our finding in the *Rates for Transportation of Anthracite Coal*, supra, where a rate of \$2 per gross ton was found to be unreasonable for the haul from the mines to Buffalo. Nothing has been made to appear here that would warrant our requiring the trunk-line carriers to accept less revenue on the transportation here involved than they receive on like transportation to the intermediate points in Ohio, Indiana and Michigan. Whether or not the rates under consideration are properly divided between the carriers east of Buffalo and those west thereof is a matter not raised on this record.

"The rates here involved have been justified."

Control of Europe's Coal.

Several of the daily newspapers in America printed on Sunday, August 15, some statistics on the coal supply of Europe, emphasizing the change in the situation brought about by the one year of war.

F. R. Wadleigh, the well known coal engineer, makes some timely comments on the newspaper articles, which bore a London date line, in the following letter to the *New York Times*:

"Your London correspondent, in today's issue, gives incorrect figures as to the coal output of the European countries. Taking the figures for 1913, a normal year, the output of the various European countries, in short tons (see U. S. Geological Survey reports, *Colliery Guardian*, *Iron and Coal Trade Review*, *Stahl u. Eisen*, *United Kingdom Board of Trade reports*) were as follows, as against the output given in your columns:

	1913	Times Figures
United Kingdom.....	321,922,000	236,000,000
France	44,808,000	35,000,000
Belgium	25,322,000	22,000,000
Russia (all).....	37,335,000	*15,000,000
Total	429,379,000	308,000,000
*Poland.....		
Germany	312,062,000	175,000,000
Austria-Hungary	61,984,000	42,000,000
Total	374,046,000	217,000,000

"There were also 9,915,000 tons produced by the smaller countries, making the European total 813,348,000, of which allied countries produced 52.8 per cent; Germany and Austria, 46.0 per cent, and other countries, 1.2 per cent. Your correspondent's figures were: Allied countries,

sixty-five per cent; Germany and Austria, thirty-five per cent.

"Another table is given in your correspondence showing 'The coal conditions since Germany's inroads on the coal fields of Belgium, Flanders, and Poland' as follows:

United Kingdom total.....	175,000,000
Germany	175,000,000
Austria-Hungary	42,000,000
France	35,000,000
Belgium	22,000,000
Poland	15,000,000

"Your correspondent says that today German occupation has given them the Belgium coal fields, the Pas de Calais fields of France, and the chief coal fields of Russia, located in Poland, those of the Caucasus being minor in comparison; he fails to mention the Donetz field of Russia or the southern field of France.

"Based on this statement, the entire coal output of France is placed on the German side, also what is stated to be that of Poland, no allowance being made for any other output of coal in Russia.

"Now as regards France, the normal (1913) output of its southern coal fields, which are not in Germany's hands, was 14,000,000 net tons; this amount should be credited to the Allies.

"Then, not more than one-half of the northern coal fields are in German hands, according to our consular reports, so that we should add to the Allies' resources one-half of the northern field output of 30,800,000 net tons.

"Of Russia, the largest coal fields are not in Poland, but in southern Russia, the Donetz Basin, as it is called. In 1913 the output of the Poland (Dombrova) district was 7,714,000 net tons, not 15,000,000, while the output of southern Russia was 26,880,000 net tons, which should also be credited to the Allies, as well as the small amount from the other fields, making a total of 29,621,000 net tons.

"Reconstructing the table showing war conditions, we have:

United Kingdom.....	321,922,000
France	29,400,000
Russia	29,621,000
Total	380,943,000
Germany	312,062,000
Austria-Hungary	61,984,000
Belgium	25,322,000
France	15,400,000
Poland	7,714,000

Total	422,432,000
Or	
Allies	46.9 per cent
Germany and Austria.....	51.9 per cent
Other countries.....	1.2 per cent

"However, such calculations, based on normal conditions, are of doubtful value now, when the output of all the European countries at war, no matter in whose hands the coal fields are, have decreased from thirty-five to seventy-five per cent. It is the countries that are able to mine sufficient coal for their own needs and those of their allies that are ahead of the game, regardless of what might have been the case before the war.

"Great Britain and Germany are each mining about sixty-five per cent of their normal output, but the former had an export tonnage of 85,000,000 net to divert to home consumption, as against Germany's 34,000,000, and the normal consumption in Germany was about 286,000,000 tons, as against Great Britain's 212,000,000.

"Wherever the preponderance of coal output in Europe may lie, the whole situation is full of promise to our coal operators. Neutral countries, as well as those at war, must have coal; if the latter cannot supply more than their own needs, the former must come to the United States for the coal needed above their own output.

"F. R. WADLEIGH."

Philadelphia, August 7, 1913.

The Link-Belt Company is sending out to the trade a most complete general catalogue, which not only exhibits the full line of elevating and conveying machinery and accessories, but power transmission machinery and engineering installations as well. The catalogue is known as General Catalogue No. 110 and is invaluable to the purchasing and engineering departments of a coal company. Not figuring the value of the technical matter contained in this book, the company is spending close to \$40,000 on this edition. The book is finely bound, printed on an excellent grade of paper and contains 576 pages of subject matter. A copy of this will be furnished to the readers of THE BLACK DIAMOND on application to the Link-Belt Company, Chicago.

"Chan" Lemmon, of the Chicago, Wilmington & Franklin Coal Company, was in the Twin Cities for several days this week, pushing the sale of "Orient" coal.

Bids for and Contracts Let on Coal.

Specifications Unpopular.

That the new specifications under which the city of New York is now buying its coal are not popular is shown by the bidding on the Board of Education tenders for buckwheat and bituminous coal, which were opened on Monday, August 2d. It will be recalled that there were but three bidders on Manhattan deliveries, two on the Bronx deliveries, six on Brooklyn and five for the Queens.

It will be recalled that about two or three months ago, when the Central Purchasing Committee asked for bids on about a quarter of a million tons of coal, that there were around thirty bidders.

Most of the New York retail and wholesale coal men who make a specialty of city business complain that the new specifications are too drastic, and that coal does not exist that will harmonize with the new requirements and enable the coal suppliers to get out whole unless an enormous profit is tacked onto the prices that are submitted.

Sizes of Coal.

"Not less than ninety (90) per cent of all sizes of anthracite coal shall pass over the minimum screen, and not less than ninety (90) per cent of broken, egg, stove and chestnut sizes shall pass through the maximum screen given in the following table. Tests for sizes will be made with standard screens using the customary laboratory methods. Greater variation in the sizes of coal shall constitute cause for rejection:

Names of Sizes of Coal—	Inches.*	Inches.†
Broken	4 1/4	2 3/4
Egg	3	2
Stove	2 1/2	1 1/4
Chestnut	1 1/2	3/4
Pea	3/4	1/2
Buckwheat No. 1.....	1/2	1/4
Buckwheat No. 2.....	1/4	1/8
Buckwheat No. 3.....	3/8	3/16

*Shall pass through square mesh screen of clear opening.

†Shall pass over square mesh screen of clear opening.

Standard Analyses.

"The quality of coal of the different sizes to be furnished shall conform or be superior to the coal described in the following standard analyses applying to such sizes:

Names of Sizes of Coal—	Moisture, Per Cent, as Delivered,	Ash, Per Cent, Dry Coal.	Volatile Combustible Matter, Per Cent, Dry Coal.	Volatile Sulphur, Per Cent, Dry Coal.	B. T. U.'s per Lb., Dry Coal.
Broken	4	9	9	1.5	13,500
Egg	4	11	9	1.5	13,200
Stove	4	12	9	1.5	13,000
Chestnut	4	12	9	1.5	13,000
Pea	5	16	9	1.5	12,400
Buckwheat No. 3.....	6	16	9	1.5	12,400
Buckwheat No. 2.....	6	18	9	1.5	12,200
Buckwheat No. 1.....	6	18	9	1.5	12,200

Correction of Gross Weight

"The actual weight of coal delivered shall be subject to deductions as a result of analyses of samples taken from deliveries as follows:

"*Correction for moisture:* If the moisture the gross weight of coal shall be reduced at the rate of two (2) per cent;

"For each one per cent of ash in stove and chestnut sizes in excess of the standard of twelve (12) per cent and up to and including fourteen (14) per cent the gross weight of coal shall be reduced at the rate of one per cent, and for each one per cent of ash in excess of fourteen (14) per cent the gross weight of coal shall be reduced at the rate of two (2) per cent.

"For each one per cent of ash in the pea and Buckwheat No. 3 sizes in excess of the standard of sixteen (16) per cent and up to and including eighteen (18) per cent the gross weight of coal shall be reduced at the rate of one (1) per cent, and for each one per cent of ash in excess of eighteen (18) per cent the gross weight of coal shall be reduced at the rate of two (2) per cent;

"For each one per cent of ash in Buckwheat No. 1 and Buckwheat No. 2 sizes in excess of the standard of eighteen (18) per cent and up to and including twenty (20) per cent the gross weight of coal shall be reduced at the rate of one (1) per cent, and for each one per cent of ash in excess of twenty (20) per cent the gross weight of coal shall be reduced at the rate of two (2) per cent.

"Reductions in the gross weight of coal for excess ash above the standard of nine (9) per cent for broken sizes up to and including eleven (11) per cent, in excess of the standard of eleven

(11) per cent for egg size up to and including thirteen (13) per cent, in excess of the standard of twelve (12) per cent for stove and chestnut sizes up to and including fourteen (14) per cent, in excess of the standard of sixteen (16) per cent for pea and Buckwheat No. 3 sizes up to and including eighteen (18) per cent and in excess of the standard of eighteen (18) per cent for Buckwheat No. 1 and Buckwheat No. 2 sizes up to and including twenty (20) per cent in deliveries, shall be offset by remitting such reductions made on the one per cent basis at the rate present in the sample of coal taken from deliveries be in excess of the limits specified in the standard analysis for the particular kind and size of coal represented by the said sample, the gross weight of coal, determined in the manner herein prescribed, shall be corrected for the percentage in excess of the allowed limit by an amount directly in proportion to such excess percentage of moisture. For example, if broken coal as delivered contains seven (7) per cent of moisture, being three (3) per cent in excess of the amount specified herein, a deduction of three (3) per cent of the gross weight of such delivery shall be made.

"*Correction for ash:* The gross weight of coal, after the correction for excess moisture, shall be reduced as follows:

"For each one per cent of ash in the broken size in excess of the standard of nine (9) per cent and up to and including eleven (11) per cent the gross weight of coal shall be reduced at the rate of one per cent, and for each one per cent of ash in excess of eleven (11) per cent the gross weight of coal shall be reduced at the rate of two (2) per cent;

"For each one per cent of ash in the egg size in excess of the standard of eleven (11) per cent and up to and including thirteen (13) per cent the gross weight of coal shall be reduced at the rate of one (1) per cent, and for each one per cent of ash in excess of thirteen (13) per cent of one per cent for each one per cent on the amount of coal in other deliveries under the same contract at the same unit price which contains ash below the standards of nine (9) per cent for broken size, eleven (11) per cent for egg size, twelve (12) per cent for stove and chestnut sizes, sixteen (16) per cent for pea and Buckwheat No. 3 sizes and eighteen (18) per cent for Buckwheat No. 1 and Buckwheat No. 2 sizes. No deductions made on the two (2) per cent basis shall be remitted. The percentages of ash shall be computed to the nearest tenth of a per cent. All such remissions of reductions in the gross weight of coal shall be made upon the final payments under contracts for coal delivered.

"*Correction for excess volatile combustible matter:* The gross weight of coal, after correction for excess moisture, shall be reduced at the rate of two (2) per cent for each one (1) per cent of volatile combustible matter present in excess of the standard specified herein for the particular kind and size of coal delivered. The percentage of volatile combustible matter shall be computed to the nearest tenth of a per cent.

"*Correction for excess volatile sulphur:* The gross weight of coal, after correction for excess moisture, shall be reduced at the rate of five (5) per cent for each one (1) per cent of volatile sulphur present in excess of the standard specified herein for the particular kind and size of coal delivered. The percentage of sulphur shall be computed to the nearest tenth of a per cent.

"*Correction for deficiency in British Thermal Units per pound:* The gross weight of coal, after correction for excess moisture, shall be reduced as follows:

"For each one hundred (100) British thermal units in broken size below the standard of 13,500 British thermal units per pound of dry coal and down to and including 13,200 the gross weight of coal shall be reduced at the rate of one per cent, and for each one hundred (100) British thermal units below 13,200 the gross weight of coal shall be reduced at the rate of two (2) per cent;

"For each one hundred (100) British thermal units in egg size below the standard of 13,200 and down to and including 12,900 the gross weight of coal shall be reduced at the rate of one per cent, and for each one hundred (100) British thermal units below 12,900 the gross weight of coal shall be reduced at the rate of two (2) per cent;

"For each one hundred (100) British thermal units in stove and chestnut sizes below the standard of 13,000 and down to and including 12,700 the gross weight of coal shall be reduced at the

rate of one per cent, and for each one hundred (100) British thermal units below 12,700 the gross weight of coal shall be reduced at the rate of two (2) per cent;

"For each one hundred (100) British thermal units in pea and Buckwheat No. 3 sizes below the standard of 12,400 and down to and including 12,100 the gross weight of coal shall be reduced at the rate of one per cent, and for each one hundred (100) British thermal units below 12,100 the gross weight of coal shall be reduced at the rate of two (2) per cent;

"For each one hundred (100) British thermal units in Buckwheat No. 1 and Buckwheat No. 2 sizes below the standard of 12,200 and down to and including 11,900 the gross weight of coal shall be reduced at the rate of one per cent, and for each one hundred (100) British thermal units below 11,900 the gross weight of coal shall be reduced at the rate of two (2) per cent.

"Reductions in the gross weight of coal for deficiencies in British thermal units below the standard of 13,500 for broken size down to and including 13,200, below the standard of 13,200 for standard of 13,000 for stove and chestnut sizes egg size down to and including 12,900, below the down to and including 12,700, below the standard of 12,400 for pea and Buckwheat No. 3 sizes down to and including 12,100 and below the standard of 12,200 for Buckwheat No. 1 and Buckwheat No. 2 sizes down to and including 11,900 in deliveries, shall be offset by remitting such reductions made on the one per cent basis at the rate of one per cent for each one hundred (100) British thermal units that coal in other deliveries under the same contract at the same unit price contains British thermal units in excess of the standards of 13,500 for broken size, 13,200 for egg size, 13,000 for stove and chestnut sizes, 12,400 for pea and Buckwheat No. 3 sizes and 12,200 for Buckwheat No. 1 and Buckwheat No. 2 sizes. No deductions made on the two (2) per cent basis shall be remitted. The deductions in British thermal units shall be computed to the nearest fifty (50) units. All such remissions of reductions in the gross weight of coal shall be made upon the final payments under contracts for coal delivered.

"*Aggregate reductions in gross weight:* After the correction for excess moisture shall have been made as herein specified, all percentage in reductions as herein described to be made on account of a deficient number of British thermal units per pound, and all percentage in excesses of ash, volatile combustible matter and volatile sulphur, shall be aggregated and totalized, and shall be deducted as a whole, and each payment shall be made only for the balance of the gross weight of coal delivered at the price bid per unit, except that, before the final payment is made under a contract, deductions in the gross weight of deliveries of one per cent made for deficiencies in British thermal units as herein described, shall be offset by remitting such deductions at the rate of one per cent for each one hundred (100) British thermal units that coal in other deliveries under the same contract at the same unit price exceeds the standard given herein, and that deductions in the gross weight of deliveries of one per cent for excess of ash as herein described shall be offset by remitting such deductions at the rate of one per cent for each one per cent that the amount of coal in other deliveries under the same contract at the same unit price contains ash below the standard given herein. The total offsetting tonnage shall never exceed the tonnage deductions on the one per cent basis for ash and British thermal units, nor shall offsetting tonnage on coal at one unit price be remitted for reductions on coal at a different unit price. Deductions made for excess moisture, volatile combustible matter and volatile sulphur shall not be remitted."

Furthermore, the city reserves the right to condemn deliveries in case excessive clinker is shown after a "test of reasonable duration."

A well known dealer protests against these specifications, scoring specifically the increase in the standard of quality for both the buckwheat and bituminous. In case of the bituminous, the standard has been raised by 400 B. t. u.'s., and ash by three per cent. This dealer states that it is practically impossible to secure a No. 3 buckwheat which will when shipped commercially show sixteen in ash and 12,400 B. t. u.

As to the sizing, it is contended that they are altogether too high.

The city specifications require that the coal must pass through a clear opening of three-sixteenth of an inch and pass over a clear opening of three-thirty-seconds of an inch. The standards of the large anthracite coal mining companies are for coal to pass through an opening of one-eighth of an inch and over an opening of

one-sixteenth of an inch. The dealer who therefore makes a contract with the city upon specifications as above, guarantees delivery of a product that he cannot buy from most of the producers. This case is cited as a reason why the large anthracite companies do not make bids for city business and who, furthermore, will not make any guarantees of their coal to middlemen, enabling them to protect themselves on city contracts. Dealers contend that there is little possibility of earning premiums on either buckwheat or bituminous coal under the above specifications, and that dealers who submit bids now on city contracts take great chances.

Coal for Lighthouses.

DETROIT, MICH., August 19.—(Special Correspondence.)—Bids for coal supply, opened by Edward L. Woodruff, Detroit, inspector of the Eleventh United States lighthouse district, awards on which have been confirmed by the United States bureau of lighthouses, Washington, cover delivery of the supply for the year ending June 30, 1916, at four depots in the district, as follows:

Bidder—	IN DETROIT.		—Anthracite—	
	Bitum. 3/4 Lump Trim in Bunkers.	In Govt. Bags.	Stove.	Chest.
*J. T. Hurley....	\$3.50	\$3.50	\$8.00	\$8.00
United Fuel & Supply Co.....	3.48	3.64	7.69	7.94
IN SAULT STE. MARIE, MICH.				
*George Kemp, Sault Ste. Marie.....	\$3.30	\$3.60	\$7.40	\$8.00
Perry Coal Co., Sault Ste. Marie.....	3.35	3.70	7.90	....
IN DULUTH, MINN.				
*Northwestern Fuel Co., Duluth.....	\$3.97	\$4.53	\$8.51	\$8.79
Pittsburgh Coal Co. 3.97		4.53	8.79	9.07
IN ASHLAND, WIS.				
*C. Reiss Coal Co., Ashland	\$4.00	\$4.40	....	\$8.80

*Firm receiving award.
Proximity of coal yard to lighthouse depot considered in award.

Ohio Rates Challenged.

(Concluded from page 146.)

man ruling that the examination of the records should be made by disinterested parties, and not by the plaintiff's rate experts. By inquiry of Mr. Hillman it was learned that it would probably require four men three weeks time to go through the records, the men to work as two teams. Thereupon Chairman Waltermire stated that the commission would select and announce the names of these men before nine o'clock Thursday morning. This proved to be agreeable to the plaintiff, but Mr. Wilson was non-committal as to whether or not the railroad company would attempt by any legal action to resist the examination of the records. He admitted, however, that if an examination was to be made it would be more convenient that it should be in the offices of the company, rather than in the court. It was thereupon authorized by the commission that the work should be done in the railroad offices. Previous to making the ruling that the commission should provide a compromise plan of its own for going into the records, the members of that body held a long conference.

Adjournment was then announced until Tuesday, October 5, suiting the convenience of the plaintiff in preparing its case from the records of the company. The defendant was passive as to the time of resuming the hearing, offering no objection or suggestion. Chairman Waltermire asked that two representatives from each side call at commission headquarters at five o'clock, Wednesday presumably for conference purposes in passing upon the personnel of the corps of examiners, who will tackle the railroad records.

It was believed that the railroad would make some further effort to forestall the investigation of the records, but there was no intimation as to the grounds that would be put forward. In order to block the ruling of the commission it would have to go into the federal courts. The highest court of the state recently upheld the authority of the commission in regulating freight rates. In fact, it was this decision that precipitated the present fight. The railroads have given out the statement in several conferences with the operators that should the commission in the final ruling on any test case decide against them they would go into the federal courts. It is not thought that the present defendant will take such a step on an early technicality such as is involved in the examination of records.

The Annual Chicago Coal Trade Picnic.

"All aboard," and about 400 coal dealers and their families left from the Quincy street station of the Aurora, Elgin & Joliet Railway, Saturday morning, August 14th, for the annual picnic of the Chicago coal trade at Fox River grove, Aurora, Ill.

A large crowd, bulging lunch baskets and plenty of sunshine gave evidence that the picnic would be a success, and it was.

The coal trade picnickers arrived at Fox River grove about noon time. After lunch, everybody went over to a nearby ball park, where an indoor outdoor baseball game between Glaser's Tigers and the Big Creek Sox was to be played, but threatening clouds developed into a small cloud-burst, and the game was cancelled.

The crowd in the grandstand, after locating dry places under waterproof spots in the roof, listened to a band concert, several impromptu solos and quartets.

"Wet grounds" after the rain prevented holding the races in the ball park, and the picnickers waded over to the pavilion, where they danced and participated in the different events. The winners of the events were:

Men's horseshoe pitching contest—Wm. Hirschfeld, first; George Glaser, second; Sam Babcock, third.

Potato race for men—Gottschalk, first; Ray Barker, second; C. Ringston, third.

Ladies' high jump—Miss Cohen, first; Miss Hecht, second; Mrs. Kuhr, third.

Ladies' pitching quoits—Mrs. Morehouse, first; Mrs. James, second; Mrs. Groeff, third.

Ladies' peanut finding contest—Miss McMahon, first; Misses King and Nolan, tied for second; Mrs. Carpenter, third.

Ladies' whistling contest—Miss Nolan, first; Mrs. Carpenter, second; Miss Argo, third.

After the completion of the program, those dealers still enjoying an over-abundance of "pep," tried their skill at "it's a short throw and a big head," "the cane you ring is the cane you get," and other amusements.

Wm. D. Elmstrom awarded the different prizes from the stage of the grove's open air theater, in a manner that would make the village mayor's diploma presentation look like a side show barker's spiel.

The afternoon's rain having delayed the program somewhat, there was little time left after the awarding of the prizes for anything else but catch the homeward bound trains at six-thirty and seven.

Though it was said that the picnic was not as well attended as former ones, it could not be surpassed for the good time and sociability it afforded.

"Leftovers" From the Picnic Baskets

Letter openers were distributed among the picnickers by the Chicago Solvay Coke Company, and the Chicago, Wilmington & Franklin Coal Company gave out pencils.

Chan. Lemmon went out to the park accompanied by three of his sales force and his trusty golf clubs. Chan. and the golf clubs are inseparable whenever he gets out of the city limits. It is rumored that he is a little off on his game this season, and that it will not be surprising if he is seen under the care of a professional tutor before long.

This isn't "Funabout Fords." Homer Jones and his brother, Barrett, made the run to the park in an hour and forty-five minutes. There was a very heavy rain during the afternoon and we have not heard whether or not he has arrived in Chicago up to date.

Among those of the elect who motored out were A. B. Lemmon of the Consolidation Coal Company, Percy McMillan of D. C. McMillan & Bro., and W. R. Kernohan, western manager of the Pocahontas Coal Sales Company.

Al. Bunge peeled off his coat early in the game, and it remained off until everything was over.

John Collins of the Bunge Bros. Coal Company played a role a bit different from the others. John was appointed custodian of the prizes, etc., and he certainly made good, although he missed a lot of the fun.

It was suggested by some that water polo be substituted for the baseball game. It was an appropriate suggestion, but at the last moment it was decided to hold a musicale. Miss Margaret Keyes, with the John Cowman Coal Company, was the soloist, and was ably assisted by C. D. Caldwell, Chan. Lemmon, A. O. Tandy, Al. Mor-due, and many others less prominent in musical circles.

Although the entries in the various contests were numerous, it is a certainty that there would have been many more had the prizes been viewed by those in attendance before the games started. The prizes awarded were unusually attractive and of exceptional value.

The "Purity" party were well represented in the awards. Miss Nolan carried off a very handsome silver cake plate, while her sister was awarded a diamond ring. Mrs. Harry King won a beautiful vanity case and coin purse.



Coal Men of Chicago and Their Families at the Annual Picnic Last Saturday.

No. 1—J. H. Nelson (center front row) of Lehigh Valley Coal Sales Company, and others from the Lehigh office. No. 2—W. D. Elmstrom (right) and W. R. Kernohan (left), President and Vice-President of the Chicago Coal Merchant's Association, at the picnic. No. 3—Homer Jones of the Western Fuel Company, almost making a "ringer." Frank J. Browning (second from the left, back row), and his "Purity" Picnickers.



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Basis of Anthracite Rates.

We have studied patiently and diligently to find what is the basis according to which the Interstate Commerce Commission prescribed the new rates on anthracite coal. So far we have not been successful. It may be there somewhere, but so far as the wording of the report indicates there is no basis. It is simply a matter of guess.

That is to say, the carriers suggested that rates be made so as to allow a certain return on the value of the property. The commission tried to do that and then came to the conclusion that the railway's value was false. Then it admitted that its own figures as to railway valuation had not been compiled. Therefore, not knowing what the cost was, it could not figure the rates so as to yield a fair return on the value of the property.

It found what it considers to be the "cost of the service" on at least two roads. The preceding paragraph, however, proves that its own figures are not correct. That is, it is impossible to figure the cost of any railway service unless you include as part of it a proper charge to depreciation and a proper interest on the investment. Not knowing what a thing costs in the first place, makes it impossible to figure either depreciation or interest on investment. Therefore the commission's finding as to the "cost of service" is, on the face of it, incorrect.

The commission tried other schemes by which it was going to decide what is the proper basis of rates, but seems to have abandoned all of them.

In a word, the new basis of rates is guesswork. The difference is that in this instance it is the guesswork of a govern-

ment official—which makes it all right, to be sure—rather than the guesswork of the officers of the road. Does a position in the government service make one man's guess better than that of another man in the railway service?

New Light on Coal Storage.

For years students of coal have recognized that the principal difficulty is unequal monthly distribution. Its biggest disadvantages are that unnecessary mine development is created to supply the demand in season and unnecessary railroad equipment is bought to move the coal. That is, mines and railroads must be equipped to produce and carry in seven months all of the domestic and much of the steam coal which should be produced and distributed over twelve months.

The solution of the problem has been agreed upon. On theory, the right thing is to store in summer a portion of the coal that is used in winter. The assumption heretofore has been that the retailer and householder should do the storing. Very little, if anything, has been said about any extended storage of steam coal. Although the railroad pays one big penalty of unequal distribution, very little has been said about any extended storage of coal by it.

This summer we have had ample proof of the fact that summer storage can be procured. But it was also proved that it costs money. The anthracite operators learned, a year ago, that they could put coal in storage if they would extend credit to the retail dealers for four or five months. The dealer learned, last year, that the householders could be persuaded to store coal if credit were extended for five or six months. Both of these extensions of credit cost money. The operators and dealers only came to know the terms upon which storage can be done when they withheld credit and when, in consequence, the storage movement stopped.

It has been proved that bituminous coal can be stored if the summer price is cut. In former years, western bituminous lump coal has been sold in the summer in large volume, at \$1.00 a ton. When that price ruled, there was considerable storage. This year the western operators maintained a minimum price of \$1.25. The average price for May, June and July was perhaps \$1.30.

That moderate rise in price stopped the storage movement. Practically no retailer and no householder has stored any coal this summer. Therefore, the cost to the operator of storing bituminous coal can be figured at thirty cents a ton.

Now we have this other angle of the situation. The Interstate Commerce Commission, in its recent report on the western railroad rate case, says that "between the month of lowest and the month of highest density of this traffic there is a difference of 89.73 per cent—greater than the difference between the maximum and minimum tonnage of any other particular kind of traffic." This says definitely that if the railroads could, in some way, assist in the summer storage of coal they could get rid of the small traffic in summer, and the congestion of coal traffic in the fall and winter. Because of the slow movement at one time and the intensified movement at another, the railroads must have more

cars and other things to take care of the peak load than would be necessary if the tonnage were equally distributed.

That leads to this conclusion: The cost of bituminous coal storage is thirty cents a ton as a maximum; on anthracite it is the price discount plus the cost of credit. If the railroads could make storage rates on coal over the summer months—we will say of twenty cents a ton below the tariff rates—the bituminous operator would no doubt be willing to pay their ten cent share to get the storage movement started. In the end, a more equal distribution of tonnage throughout the twelve months of the year would result in economies which would more than offset the initial cost.

Cost of Property.

The Interstate Commerce Commission, in its ruling on the anthracite case, gave what may prove some indication of the basis upon which its experts are going to try to compute the value of American railways.

For example, it said that the first cost of one railroad, built in 1894, had been fixed by its officials at about \$3,000,000. The commission's own accountants had proved that the actual money expenditure was about \$1,500,000. The bonus to some contractors was another \$1,500,000. The commission would not admit that the bonus should be part of the cost.

Any man who has undertaken to start either a new or a venturesome business and who has had to borrow money in order to make his plans a reality, knows that a bonus is not only a proper but a necessary item in the cost—as much so as the bill for material. It is a fact that only by giving a bonus can the organizer get money at all; without the money the whole thing is impossible.

Does the Interstate Commerce Commission mean to say that, in figuring the cost of the railroads, even in the earlier times, it is going to rule out all the bonuses given as inducements to get capital? We could think of nothing more unjust to business than that principle.

A great deal has been said of late about watered stock. Much, and in fact most of this watered stock sprang from the bonuses given to people who had money but who were unwilling to invest it in a railway which, at that time, was supposed to be only a dream. Nobody, forty years ago or less, could foresee the present social, economic and political system of America which has grown up with the railroad as a center. All they could see was that the railroad was starting off into a wilderness with a hairbrained fellow at one end and a hope at the other. It took a lot of courage to invest money in such a thing. Naturally the men who did invest had to have some strong inducement.

In recent years the situation in America has so changed that among those who cannot understand, the inducement is looked upon, not as a bait for the man with money, but as prima facie evidence of corruption.

If the United States government, through its Interstate Commerce Commission, adopts any such idea, the American people will occupy the humiliating position of convicting themselves of not knowing their own history.

Illinois Operators Will Try to Overturn Rate.

A meeting of Illinois coal operators was held in the Great Northern hotel, Chicago, on Thursday of this week to see if anything could be done to persuade the railroads to refuse to check in the advance in rates which they were authorized to do by the recent decision of the Interstate Commerce Commission.

The operators were not protesting in the first instance against the railroads getting more revenue. On the contrary, when the railroads proposed the advance, the Illinois Coal Operators' Association passed the following resolutions:

"That although the association desires to go on record as *not being antagonistic to the railroads in securing proper and reasonable freight advances where such advances can be checked in without distributing present existing differentials* as between their coal and that from the docks to Illinois, Wisconsin and other northwest destinations, we do feel compelled to object and contend against advance in freight rates to all north and west points *where movement of our coal would be affected by competition from eastern coal, moving all rail or over the north lake docks.*"

The point is: The upper lake lines by hauling grain to the lakes and coal on return have practically no empty car haul. Therefore, the weighted average per car mile is higher. The other lines, by having an empty car haul on coal equipment back to the mines, have a fair weighted average rate on the outgoing car, but this is cut by the empty return trip. The railways say that they cannot afford the lower average earnings on the gross car movement. The operators admit these facts but ask if the railroads think they can in the present impoverished condition of the western

coal trade, out of their own pocket, afford to make up what the railroad want. Specifically, the operators ask:

"Would not the effect be that both the operators and the railroads would lose business and hence money? Would not the railroad lose enough tons of business and hence the whole rate to more than offset the increase per ton on what is carried. Isn't it a fact that to put these rates into effect would be merely to turn business in another direction?"

At the meeting on Thursday, the larger operators decided to go individually to the railroads and plead their case as here, in substance, outlined. They will make a particular point of the record presented in Harwood's exhibit No. 3 to the Interstate Commerce Commission in 1910.

In 1910 the movement of commercial coal to Minnesota, including the Twin Cities, had grown to 587,753 tons; in 1911 the rate was advanced, increasing the differential against the western mines. In consequence, the business dropped to 266,782 tons. Next year there was an increase in business to 571,628 tons. Afterward, in 1913, there was another increase in differential against the western operators and the tonnage again dropped to 485,998 tons.

In other words, every time there has been an increased differential against Illinois, the tonnage has fallen off.

The same thing, the operators believe, is going to happen if the proposed rates are checked in. They want to avoid this loss of tonnage to themselves and traffic to the railroads, hence this appeal that the railroads do not check in the rates which they are empowered to do.

Mesa Verde Prophets Foretell Cold Winter.

The season so far verifies the weather predictions of the Indians who occasionally visit the Mesa Verde National Park in southwestern Colorado for trading purposes, but who never stay an hour longer than is necessary because of their dread of the "little people" whom they believe still inhabit, in spirit form, the prehistoric cliff dwellings that have made the Mancos Valley famous the world over. Last fall the Mesa Verde prairie dogs deserted their villages for new ones and the Indians have been shaking their heads over it all winter. "Rain, much rain," they say: "rain all

summer." So far they seem to have predicted right.

And now they are again shaking their heads. "Cold, much cold," they say; "bad winter coming." And why? Because this summer game has been unusually plentiful on the Mesa Verde. Deer are more frequently seen than for years. Rabbits and hares are so numerous one can scarcely go about without seeing them in large numbers. Coyotes and mountain lions are also unusually plentiful, which may be explained by the abundance of the small game on which they live.

Illinois Mines Over 57,000,000 Tons of Coal in 1914

Despite some strikes and other rather unfavorable conditions in 1914, the production of coal for Illinois during the year was 57,589,197 short tons, valued at \$64,693,529, according to figures compiled by the United States Geological Survey in co-operation with the State Geological Survey of Illinois.

This tonnage is well up with the figures of the years of largest production in Illinois. The supply of labor was plentiful and transportation facilities were adequate throughout the year, except during the biennial shutdown, which has now become a regular incident of the spring months of the "even" year in Illinois coal mining, which began as usual on April 1, 1914, and lasted in certain districts from thirty to sixty days.

An increase in value per ton was recorded in nearly one-third of the coal producing counties in Illinois during 1914, but the average value per ton for the state declined slightly—from \$1.14 to 1913 to \$1.12 in 1914.

There are more coal mining counties in Illinois than in any other state in the Union, half of the 102 counties being or having been producers. The two most important producing counties are in the southern part of the state, where the coal beds attain greater thickness than in the northern districts.

The principal increase in the coal production of Illinois in 1914 was in Franklin county, where a large amount of development has taken place during the last four years, advancing the county from eighth place in 1910 to first in 1914. In 1914 this county produced 7,311,209 tons of coal, an increase over 1913 of 1,229,107 tons, or over sixteen per cent.

The increased efficiency in the labor employed in the coal mines of Illinois continued

in 1914 and was due chiefly to the larger production obtained by the use of mining machinery. In 1914 the average production per man in the Illinois coal mines was 724 tons for the year and 4.2 tons for each working day, against 775 tons for the year and 4.1 tons for each day in 1913.

The increased quantity of coal mined by machines increased from 32,630,555 tons, or fifty-three per cent of the total, in 1913, to 32,640,528 tons, or fifty-six per cent. in 1914. It is gratifying to note the corresponding decrease in the coal shot off the solid. In 1912 the quantity of coal thus mined by powder in the mines of Illinois was 24,136,940 tons, or forty per cent of the total; in 1913 that item amounted to 20,469,139 tons, or thirty-three per cent of the total, and in 1914 it amounted to 18,362,240 tons, or thirty-two per cent of the total.

English Coal Situation Serious.

The recent settlement, by government interference, of the strike of the coal miners in Wales, does not insure a period of peace and prosperity for the Welsh coal operators. In fact, the settlement just about amounted to giving the miners what they contended for, which is a very good increase in pay, and this means that a suitable advance must be made in coal prices to compensate the increase in wages paid to the miners, or that operators' profits must be cut accordingly. That the settlement of the strike upon the conditions as given in the cables, and later confirmed by the trade and newspapers coming to America, is not by any means, satisfactory to the coal operators, is best evidenced by an editorial

appearing in the well known English coal mining paper, the *Colliery Guardian* of London, in its issue of July 23. Says this paper:

"The strike in South Wales has ended and the men have gone back to the pits, but the stink remains. Mr. Lloyd George went down to Cardiff and told the Welsh miners what a fine lot of fellows they were, and they fervently acquiesced; yet how far is this from being the true reflection of the facts. By their action they have irretrievably injured the prestige of their country; they have gambled with the blood of their comrades in the trenches, destroyed the confidence of our allies, and dealt the government a blow from which it will with the utmost difficulty recover.

"For the minister of munitions we have no word of blame; he had to save something from the wreck, and he succeeded as well as the wit of man could conceive; but for the perverted and sordid democracy that can stoop to wrest these spoils from the necessity of its fatherland, we have nothing but loathing; and for those who have abetted and excused, nothing but amazement. What must be the future of those who can with complacency witness a compromise at such a cost?"

"Let us look at the consequences. The miners have succeeded in obtaining practically the whole of their demands; and they have done this, to use the word of the ministers who visited Cardiff, 'by the public-spirited action of the coal owners, who placed themselves unreservedly in the government's hands for the purpose of securing a peaceful and reasonable settlement immediately.' To measure the justice of the cause by the results obtained under these conditions, and to say, as do some of our agile contemporaries of the daily press, that by their failure to agree to these terms in the first instance, the mine owners have shown their guilt, is evidence of a warped judgment; it is to presuppose the justice and reasonableness of the terms that have been extorted. If the mine owners are guilty, is not the government equally guilty? For the owners from the outset placed themselves unreservedly in the hands of the cabinet, and the terms that have been flouted have not been the terms of the employers, but those formulated by the president of the board of trade.

"Under other circumstances, we might fairly say that the employers' trust has been abused; we prefer to say that, by their self-sacrifice, they have saved the face of the government, so far as it was possible to save it. For let us be under no delusion, this strike has shaken the authority of the state to its foundations.

"But the trouble, which broke into open eruption in South Wales last week, is still there; the foliage has been mown down but the roots of the weeds are still alive below the surface. What has happened in the Rhondda Valley, may tomorrow happen in South Yorkshire, at Elswick, or on the Clyde, and the damage may be greater next time. When the munitions act was introduced, Mr. Lloyd George said he would require guarantees from the coal trade; if he gets them, what are they worth? The unions cannot give them; even when the executive of the South Wales Miners' Federation, the government and the coal owners had reached agreement, the pact had still to be ratified by the delegates; if it had been deemed politic to the caucus, the decision of the delegates might in its turn have been conditional upon its acceptance by the rank and file, although the latter, from first to last, were never consulted through the ballot on the question of striking, as they should have been.

"Under these circumstances, from whom can Mr. Lloyd George obtain his guarantee, and where is his security? Only in the goodwill and patriotism of the people; and, in that case, why have a government at all? In another column we examine the 'terms of settlement'; we refuse to discuss them here, because any such digression would obscure the paramount fact that nothing can be really settled if the methods adopted in South Wales be sanctified by approval. The only consolation we have is that those who engineered this disgraceful strike have not quite succeeded in their real object, which was the nationalization of the mines. The chief argument against nationalization is that it is less economical and less efficient than private enterprise; but, if private enterprise be hampered by unfair and impossible conditions, the argument is sensibly weakened."

News Local to Chicago.

Karl B. Brundage now with the Ford Collieries Company, with headquarters in Detroit, was in Chicago this week.

E. M. Peters, president of the Hamilton-Otto Coke Company of Hamilton, Ohio, was a Chicago visitor within the week.

F. S. Peabody returned the first of this week from a month's vacation which he spent in New England, a good part of the time being spent on an automobile trip in New Hampshire.

W. L. Schmick, vice-president and general manager of the Big Muddy Coal & Iron Company of St. Louis, spent the early part of this week in town.

J. B. Beardslee, Chicago manager of the Consolidation Coal Company, is back at his desk after having spent a week with his family at Beaver Lake, Wis.

The announcement was made this week that Harry Trester who recently resigned a position as manager of sales of the A. B. Currie Coal Company of Omaha, has accepted a position with the Peabody Coal Company, connected with the sales force.

C. V. Beck, president of the St. Louis Coal Company of St. Louis, dropped off for a day on his return trip from the east, where he visited in New York, Atlantic City and the anthracite regions. Mr. Beck reports an optimistic outlook on bituminous coals in the east.

George B. Harrington, president of the Chicago, Wilmington & Franklin Company, has almost completed the building of a modern mining plant and town at Orient, Illinois. This operation is now producing 3,300 tons of coal daily, making it one of the largest mines in Franklin County.

J. E. Rutledge of St. Louis, president of the New Staunton Coal Company and the Nokomis Coal Company, has awarded a contract to the Robert & Schaefer Company for the construction of two miners' bath houses, which will be built immediately at Nokomis and Livingston, Illinois.

Guy V. Dering of Columbus, Wisconsin, for the last three years a member of the Board of Directors of the Illinois and Wisconsin Coal Dealers' Association, was one of the prominent figures at the Grand American trap shooting tourney held at Grant Park this week. Mr. Dering won the national amateur title at double tragets by breaking ninety-one in 100, from the sixteen yard line.

C. B. Cotton of Sabula, Iowa, while in Chicago this week, said very little coal had been stocked by dealers in eastern Iowa. This situation is due principally to the backwardness of the threshing season and the inability of the dealers to get labor to unload coal. The continued wet weather has also been an important factor in delaying the movement of coal.

The Purity Coal Company closed their offices August 14, to permit the employees to attend the picnic. They came sixteen strong as guests of the company. The party dropped off at Aurora, where Frank J. Browning was host at a luncheon given in honor of his granddaughter, who arrived Saturday morning at 7:15. Frank N. Browning, the proud father, was unable to attend the picnic on account of the new arrival. Grandfather Browning will be in the market shortly for a new machine. However, the automobile salesman won't profit by this tip, although the vehicle comes under the heading of a "horseless carriage."

The Coal Trade Bowling League is organizing and completing its schedule for the season of 1915-16. A few more clubs are needed to complete the organization. The Globe Coal Company, Peabody Coal Company, Consumers Company and the Atwill-Mackemson Coal & Coke Company are represented by teams and four more teams will be added shortly. Harry Steers Alleys at Randolph and Wabash avenue, have been secured, which ensures ideal alleys for the rolling of the games. Bowlers interested in joining this organization should get in touch with H. L. Weith with the Atwill-Mackemson Coal Company, 1128 McCormick building, Chicago.

Among the visitors this week was H. A. Kuhn of Pittsburgh, who is making a trip into the western territory to study mining conditions. He makes the statement that all through the Pittsburgh district prices are rising steadily because

the demand really is booming. The steel mills are running extraordinarily full on foreign orders, mostly for war material, and this activity is gradually spreading to all factories in the Pittsburgh district. Meanwhile, there is an increasing export demand for coal, which, together with better home demand in the east, is having a beneficial influence on prices. The values are being marked up nearly every day and prices are now common which a short time ago were considered to be very attractive figures.

The announcement was made this week that the J. K. Dering Coal Company had sold to some financial interests its two mines in Franklin county, one of them being the famous Little Jack mine. A further announcement was that these were turned over to the Producers Coal Company, which is a new concern just organized. Of that company, F. S. Peabody is president and will be in charge of the operations. The announcement further is that negotiations are under way by which J. K. Dering will sell the output of these mines, since he is familiar with the coal and with the market in which it has been heretofore sold. Some negotiations are also pending touching other mines of the J. K. Dering Coal Company and definite announcement as to them will be made in a few days.

American Mining Congress.

The annual meeting of the American Mining Congress this fall is going to be held in San Francisco, beginning on Monday, September 20th. This will be a most important meeting for several reasons.

The middle part of September will see in San Francisco perhaps more mining men than have ever gathered at one point on one occasion. For example, the American Institute of Mining Engineers will meet there the latter part of the preceding week; then comes the Mining Congress session, and following that is the meeting of the American Mine Safety Association. The first meeting will gather in San Francisco the technical mining men of the world. The Mining Congress will gather there those men who are interested in the executive side of coal and metal mining. And the Mine Safety Association will gather there the operating officials who are interested in the preservation of life and the safe development of coal mine operations. Thus all classes of mining men will be in San Francisco at just about that time. This makes the Mining Congress especially interesting.

For another thing, the American Mining Congress has some very big plans in mind. Some of these plans have to do with the work which is to be done in the next year, both throughout the United States and at Washington. Some intensely interesting legislative programs are up right now and the Mining Congress will want to get from the coal men an approach to a consensus of opinion on what should be done.

For another thing, the Congress is going to begin at once to plan, if it is thought advisable, a big mining exhibition to be held in Chicago a year hence. That will be one of the principal matters up for discussion.

All things considered, the meeting of the Congress this year is going to be of unusual importance and should command the attendance of quite a number of coal people. Not only that, but many coal men no doubt will want to visit the Panama-Pacific exposition anyway and could very well time their visit to the coast to be there when the Mining Congress is in session.

All these things considered, Carl Scholz, the president of the Congress, is trying to get together a special party of coal men who will travel on the same train after leaving Chicago. He is in touch with some coal mining people who are planning to go west and would like to get in touch with others who expect to go to the exposition and who might want to go at the time of the Mining Congress.

One plan is to leave Chicago at ten o'clock a. m. on Wednesday, September 15th, on the Rocky Mountain Limited over the Rock Island road. This will put the party in Denver at 2:45 p. m. the next day. It will leave Denver at five o'clock that evening on the Union Pacific, arriving at Salt Lake City at noon the next day. The party will remain there over night and leave on the early train for Frisco on Saturday morning, arriving at destination on Sunday morning, the 19th.

The alternative plan is to leave Chicago at 10:30 p. m. on Tuesday and go by way of Colorado Springs and the Denver & Rio Grande to Salt Lake City.

Mr. Scholz has made very flexible arrangements with the railroad as to the kind of car to be used and is sure that any kind of equipment which the coal people may want can be provided. That is, they can have a car containing compartments only or they can have a combination of compartments and sections with an observation car. Under whatever arrangement, the same car will take the party from Chicago through to San Francisco, so that there need be no inconvenience even on the stop-over at Salt Lake City. He is especially anxious to get together a party that will at least take up one car.

It would seem not a difficult matter to get that eighteen or twenty persons together, seeing that all those going from the east could join the party at Chicago.

Mr. Scholz will be accompanied by his wife and daughter and it is, naturally, expected that other coal men will take some members of their family. Coal men who are expecting to go west about that time can have their reservations, etc., made for them by communicating with Mr. Carl Scholz at the office of the Consolidated Indiana Coal Company in the La Salle street station, Chicago.

Detroit Coal Picnic.

DETROIT, MICH., August 19.—(*Special Correspondence*).—Defeated by the athletes of Toledo Coal Exchange in a baseball game, members of the Detroit Coal Exchange found consolation in snatching victory in the tug of war contest with Toledo and in a baseball game played with a team representing the Detroit and Toledo Shore Line Railroad, at the joint outing of the Detroit and Toledo exchanges on Sugar Island, August 10. Both cities were about evenly represented in the 700 or more persons attending the affair.

Their winning of the ball game with the railroad men secured to Detroit the prize, an ebony and silver plaque contributed to the Toledo coal men, while the conquest in the tug of war won for each of the eight men on the Detroit team a nickel-plated coal scuttle donated by the Ford Collieries Company. The Toledo ball players' victory brought them a gold-lined silver cup contributed by officers of the Detroit & Toledo Shore Line.

In a second tug of war between teams of eight men representing Detroit retailers and wholesalers, the retailers each won a watch fob presented by the Detroit City Gas Company.

Other athletic events, the winners and prizes were:

Yes and no contest, free for all—Lady's prize—manicure set, Lucile Lang, Detroit; gentleman's prize—one-half dozen silk socks, Kean Cronin, Detroit.

One hundred yard dash—boys ten to fifteen years old—First prize, bathing suit, John Lang, Detroit; second prize, indoor baseball, James Greenwald, Detroit.

One hundred yard dash—boys over fifteen years old—First prize, baseball glove, A. L. Sterner, Toledo; second prize, baseball bat, Hal Reynolds, Detroit.

Fifty yard dash—girls twelve years or older—First prize, wrist watch, Clara Bentley, Detroit; second prize, pair of silk gloves Loretta Krupp, Detroit.

Twenty-five yard dash—girls under twelve years old—First prize, pair of silk stockings, Helen Kraft, Detroit; second prize, middie blouse, Marie Wetzel, Detroit.

Fat man's race—200 pounds or over—First prize, silk shirt, John Koenig, Detroit; second prize, military comb and brush set, Alexander Smart, Detroit.

Three legged race—for boys and men—First prize, box of cigars for each, Joe Cronin and Kean Cronin, Detroit; second prize, belt for each, Harold Spitzer and Albert Miller, Toledo.

Pipe race—First prize, pipe and tobacco, Bert Mandell, Detroit; second prize, tobacco and pipe, W. K. Reeves, Columbus, Ohio.

Egg race for ladies—First prize, electric curling iron, A. Korte, Detroit; second prize, one-half dozen cut glass tumblers, Mrs. E. J. Dubois, Detroit.

Dancing contest—First prize for lady, very special, Miss Pyra Champlin; for gentleman, cane, Harry Chrysler, Detroit; second prize, lady, umbrella, Miss Agnes Witt; for gentleman, more special, George Haddus, Detroit.

The Baltimore & Ohio Railroad has distributed a \$1,000,000 order for steel rails and 1,000 more steel hopper car bodies.

Facts Which Determine Our Export Prospects.

The Export Situation.

The export movement continues good. Hampton Roads shipments this month are keeping up pretty well with the July record. Baltimore slumped last week, due to the delay in the arrival of vessel tonnage. It is expected that from now until the end of the month, arrivals will be large enough to make up for this slump.

Some new business for Italian interests is said to have been closed during the week, estimates as to the tonnage involved, running around 250,000 tons. Rumors also continue regarding negotiations for a very heavy tonnage for France.

American shippers note with interest the very light shipments going from England to South America during the past three or four weeks, and look for no few spot sales of American coals to make up for the lack of shipments on the part of the Welsh shippers.

Cargo sales continue to be made here and there, so that in the aggregate, a very good tonnage is moving in addition to the very large tonnage being shipped under contract.

Later figures show that July exports from Hampton Roads, Baltimore and Philadelphia reached the handsome total of 1,142,567 tons. This was an increase of 100,000 tons over June.

Exports by ports were:

	Tons
Hampton Roads.....	712,955
Philadelphia.....	171,027
Baltimore.....	258,585
Total.....	1,142,567
This compares with 320,406 tons shipped in July, 1914.	

Baltimore Exports.

Statement of bituminous coal exported from the port of Baltimore during the month of July, 1915, as reported by the Custom House, shows:

Country.....	Tonnage
France.....	26,191
Greece.....	10,220
Italy.....	96,358
Netherlands.....	3,002
Norway.....	2,907
Spain.....	14,077
Sweden.....	23,311
Costa Rica.....	2,710
Honduras.....	559
Cuba.....	24,427
Argentina.....	29,725
Egypt.....	17,885
Fr. West Indies.....	928
Uruguay.....	6,126
Venezuela.....	988
Peru.....	371
Total.....	258,585

English Freight Rates.

Recent fixtures from the Tyne have been as follows: To Algiers 18s; Barcelona, 22s 6d and 24s; Boulogne, 12s 6d; Buenos Aires, 24s; Bordeaux, 17s and 17s 6d; Lisbon, 17s 3d and 19s; London, 6s 6d; Las Palmas, 19s and 19s 6d; Port Said, 24s; Teneriffe, 19s.

From Cardiff, recent fixtures have been as follows: Alexandria, 20s; Genoa, 17s and 17s 6d; Gibraltar, 13s 3d and 13s 6d; Leghorn, 16s 6d and 17s; Lisbon, 10s 6d; Marseilles, 17 fr.; Naples, 16s 3d and 16s 6d; Rouen, 10s; Savona, 17s 6d and 17s; St. Nazaire, 11¼ fr.

Lloyd-George Extols Coal.

At a joint conference of the British government departments and the various coal trade organizations held in London on July 29, David Lloyd-George, the new minister of munitions, made some very interesting statements about coal and its mission in the present war. Mr. Lloyd-George said that the country was suffering from the patriotism of the miners. The demand for coal was greater than ever; the supply of labor less than ever. He continued:

"In times of peace coal is the most important element in the industrial life of the country. The blood which courses through the veins of industry in this country is made of distilled coal. In peace and in war King Coal is the paramount lord of industry. It enters into every article of consumption and of utility, it is our real international coinage. When we buy goods, food and raw material abroad, we pay not in gold, but in coal. We pay in diamonds, except that they are black, and not in gold. Coal brings meat and bread, say, from the Argentine, and brings it all the way. It does more. It pays across the counter there for it out of its own pocket. We cannot do without coal. In war time it is life for us, and death for our foes. It not merely fetches and carries for us, it makes the material

and the machinery which it transports. It bends, it moulds, it strengthens, it purifies, it fills the weapons of war. Steel, rifles, machine guns and cannons mean coal; shells are made with coal; the very explosive inside them is coal, and then coal carries them right into the battlefield to help our men. Coal is everything for us, and we want more of it to win victories. Coal is the most terrible of enemies, and the most potent of friends. That terrible casualty list of 350,000 British soldiers was a list of casualties inflicted by German coal; by the Westphalian miners working in co-operation with the Prussian engineer, without stint, without reserve, without regulations, putting their strength at the disposal of their fatherland. It is coal that did that. Yes, and when you see that the seas over which the British flag flies with impunity from realm to realm and from shore to shore, are clear, when you find that the German flag has vanished from the face of the seas, who has done it? The British miner helping the British sailor."

Recent Coal Freight Charters.

Steamer Thorsa (Nor.), Philadelphia to Cardenas, coal, p. t.
Steamer Rosina (Greek), Baltimore or Virginia to River Plata, coal, 34s 6d, August-September.
Steamer Penlee (Br.), Virginia to Port Militar, coal, 37s, August.
Steamer Winnebago (Br.), Virginia to Rio Janeiro, coal, 34s 6d, prompt.
Steamer Mongenero (Ital.), Baltimore to West Coast Italy, coal, p. t.
Steamer Camilla (Br.), Baltimore to Bocas del Toro, coal, p. t.
Steamer Lovland (Nor.), Baltimore to Banas and Preston, coal, p. t.
Steamer Southport (Br.), Atlantic Range to Marseilles, coal, 37s.
Steamer Andjik (Dutch), Virginia to Taetal, coal, \$7, August-September.
Steamer Penhale (Br.), Virginia to River Plata, coal, 34s, August.
Steamer Teviotdale (Br.), Baltimore to west coast Italy, coal, p. t., spot.
Steamer Luigi (Ital.), Baltimore to west coast Italy, coal, p. t., spot.
Steamer Coila (Br.), Baltimore to Piraeus, coal, p. t., spot.
Steamer Winlaton (Br.), Virginia to La Plata, coal, 33s 6d, August-September.
Steamer Ronald (Nor.), Virginia to River Plata, coal, 34s 6d.
Steamer Jupiter (Span.), Philadelphia to Marseilles, coal, p. t.
Steamer Zurichmoor (Br.), Virginia to west coast Italy, coal, 39s 6d, August-September.
Schooner Catherine (Br.), Philadelphia to St. John, N. B., coal, \$1.90.
Schooner May T. Neville, Philadelphia to Porto Rico, coal, p. t.
Steamer Eigerre S. Embircas (Greek), Virginia to River Plata, coal, 34s, August.
Steamer Rio Preto (Br.), Philadelphia to Rio Janeiro, coal, p. t., prompt.
Steamer The Warren (Br.), Virginia to River Plata, coal, 34s, August-September.
Steamer Penare (Br.), Virginia to River Plata, coal, 34s 6d, prompt.
Steamer Evandale (Br.), Baltimore or Virginia to west coast Italy, coal, p. t.

England's Restriction Order.

Concerning the new English coal export restriction order, which became effective last Friday, the *Liverpool Journal of Commerce* of August 6th, says: "A new order in council prohibiting the export of coals to all countries, with the exception of British possessions, on and after the 13th inst., came as a surprise this week to mystified coal owners. This is the most drastic order yet issued, for it entirely closes the export trade to foreign countries, while the quantity sent to British possessions and protectorates is almost a negligible one. Beyond the supplies sent to Egypt the quantity of British coal sent to other British possessions is practically nil, owing to those countries having huge coal resources of their own. The order caused a flutter of excitement amongst South Wales colliery proprietors, who depend primarily upon foreign markets. The subject was discussed at a meeting of the Coal Owners' Association this week. Anxious members were assured that the coal export committee had no desire to interfere with exports provided local consumers obtained adequate supplies of coal. The South Wales coal owners have formulated a scheme whereby local consumers will be assured of supplies. For coal owners were looking forward to a removal of the restrictions on the export trade, and despite the assurance given as to non-interference with exports several coal exporters view the order with considerable misgiving. When the restriction was first imposed upon exports to certain countries coal owners were assured that shipments would not be interfered with. Yet exporters were harrassed and delayed by the operation of the first order in council, and have witnessed their trade, built up

by years of hard work and organization, practically given over to the competition of American coal exporters. It is stated that the new order was issued to prevent the undue rushing of supplies abroad following the new act regulating prices at the pit head for home consumption. On good authority, it is stated that licenses for export will still be granted by the coal exports' committee, but they will have to be obtained for shipment to allied as well as neutral countries. The coal owners, by their scheme, will prevent any shortage of coal for home consumption, and look forward, therefore, to exporting their surplus, without undue restrictions. There is apparently every desire on the part of the government to avoid shackling the coal export trade, which in its economic operation pays directly for our grain imports, for Great Britain is importing every day over a million pounds' worth more goods than she is exporting. It is imperative, therefore, to encourage exports rather than restrict them. When supplies for home consumption are assured, the shackles holding the export trade in leash should be entirely removed with, of course, the exceptions that are necessary in times of war."

Export Trade Briefs.

The *Colliery Guardian* of London, in a recent issue, prints the following paragraph: "Notice was yesterday given to ship owners that a considerable amount of coal is finding its way from the United States to the Deutsches Kohlen depot at Buenos Aires, and that there is a reason to believe that some of it is being carried in British ships. The coal is shipped to agents, and ultimately delivered to the Deutsches Kohlen depot or other concerns controlled by German interests. Owners are requested to take all measures possible to prevent their ships being used by charterers as a means for carrying coal to agents who will hand the coal on to German depots or companies, and it is suggested that special care should be taken to cover this point in all new charters. Coal consigned to well known British firms established in neutral ports or to neutral governments or municipalities can safely be carried, but owners should take measures to prevent coal being merely consigned to order or being consigned to the order of any consignee other than those specified above, unless he is known to be well affected or has been approved by the board of trade."

Sunday's cables told of the moving of coal from Cardiff to French ports by barges. This is a new venture, and was originated by Mr. Ernest Plisson of Lysberg Company, Ltd., and the Plisson Steam Navigation Company of Cardiff, with which enterprises, Mr. D. A. Thomas, now representing the British government in this country, is interested. It appears that steam tonnage became so scarce that Mr. Plisson set about to secure other tonnage and started to utilize the hulls of schooners that were available, turning them into barges. Two of these have already been put into service, and they are towed by a tug boat. Patent towing tackle has been fitted, and it is believed the scheme will become quite successful. It is stated that Mr. Plisson is said to be prepared to spend \$150,000 on the new idea, and, if the preliminary work is a success, barges of 3,000 and 4,000 ton capacity will be built. Recently there has been great delay in discharging coal loaded vessels at the French ports because of congestion. It is stated that in cases where there is a possibility of delaying of discharge, barges can be dropped, and returned barges of pitwood picked up with minimum delay. Besides this, it is claimed considerable breakage can be avoided by the barges themselves being used instead of discharge being made into lighters. The barges, too, can stand delay, should a vessel be unable to unload, with much lower cost than an ordinary vessel; and, if necessary, are adaptable to inland waterways. On the return voyage, should there be a scarcity of wagons for the reception of the return cargo, or should there be adverse market fluctuations, the barges can be kept waiting outside port—a course almost impracticable with ordinary chartered vessels.

It is understood that the recent contract of the Egyptian State Railways for approximately 360,000 tons of coal has been divided between Welsh and American coals. Messrs. Watts, Watts & Co. of London and Cardiff, securing the contract for the Welsh coal, and the Consolidation Coal Company of New York and Baltimore, the contract for American coals. The Consolidation Coal Company has been shipping the Egyptian State Railways regularly now for more than three years, and the renewal of this contract attests to the satisfaction the coal is giving.

General Review.

Rate Uncertainties Rule the Market With the Future Trend of Prices in Doubt.

Rate uncertainties have been a dominating influence in the coal market this week. In the first place, the Interstate Commerce Commission ordered reductions on rates to tide-water and to points local to carriers on which anthracite is originated. This rate does not go into effect until October 1st. There are two ways of looking at this reduction, which amounts to from fifteen to twenty-five cents a ton. One is that the commission intended it merely to give the independent operators a chance to make some money off of their coal, which they have not had heretofore. The other way to look at it is that a new commercial force has inserted itself, and there being a chance of more profit to the coal companies, there is an equal chance that the coal companies will more than divide it with the consumers in order to increase their volume of sales.

In the second place, the Interstate Commerce Commission did not disturb the higher rates on coal to the lake ports or to the west. This means that on the lake movement, at least through the points on the west shore of Lake Michigan and on Lake Superior north of Chicago, the prices on anthracite coal as figured on freight rates will be the same as it was heretofore. However, the commission in a separate decision granted an increase in the freight rates to Chicago, and hence in basing rates for points beyond of twenty-five cents a ton. The coal companies in Chicago have a rate situation which suggests a continuance of the old prices from the lakes, but a rise of price of twenty-five cents if the coal is moved through Chicago. The indications are at the minute that the coal companies will dissolve this difficulty by letting the dock prices rule and this will force the operators who ship through Chicago to absorb the advance in rates of twenty-five cents a ton. This means principally that there will be a decrease in the movement of coal through Chicago.

The market for the week has been further disturbed by potentialities in the Ohio rate situation. The United Mine Workers of America, have gone before the industrial commission of Ohio, attacking the whole fabric of rates applying from the mines in Ohio to points in Ohio. No one is blind to the consequences of this movement if it succeeds.

This simply means that the Ohio rates will apply on the movement of Ohio coal to Lake Erie ports, and hence it will influence the price at which that coal can be sold in the northwest. In the meantime, any change made in Ohio must also be made in western Pennsylvania. Thus any readjustment of the rates in the Ohio ports will mean an automatic adjustment in western Pennsylvania rates to the same ports.

In the western territory the situation is even more upset. The railways made a plea for a general advance in rates. They evidently expected they would get an increase on other commodities, but no increase on coal. However, the commission did the reverse of what it was supposed to do and gave an increase on coal, but not on the other commodities. Now the western railroads are beginning to awaken to a realization of the fact that they have been given permission to do something which it may not be diplomatic or financially sensible to do.

In the meantime the railroad uncertainty is transferred in double measure to the coal offices and the situation is acting as a barrier to future business, although it is inclined to intensify the current movement of coal.

Even so, this situation is not without its difficulties. For example, if the higher rates go into effect the western operators will, after the first of October, have the same productive capacity, but a smaller selling zone. That will mean the congestion of tonnage and a general lowering of the average price. This throws price and production programs somewhat out of joint.

Thus in a large way the freight rate situation is dominating the coal market for the week and nearly every other consideration is subordinated.

Chicago Market.

Prices Are Uncertain Because of Rate Disturbances and Buying Is Heavier.

Office of THE BLACK DIAMOND,
CHICAGO, August 19, 1915.

The Chicago market has not been more disturbed in a long while than it has been in the last week. In the first place, the commission gave the railroads an increase of freight rates averaging close to eight cents a ton. This increase is not to become effective until September 30th. There is even some doubt as to whether the railroads will take advantage of their privilege and whether, therefore, there will be any increase at all. Still, the operators did not know, and the retailers did not know for sure whether the increase would take effect. The dealers naturally wanted to buy now to get coal before the advance went into effect; the operators wanted to sell coal now, rather than risk the uncertainties of the market after the rise should take effect. The buyers and the operators were, therefore, both eager to do business, and as a matter of fact some more business was done. It is expected that in the next six weeks quite a volume of additional business will be done on this account principally, but as far as the future beyond the six weeks' period is concerned, it is decidedly in doubt. The operators do not know what the railroads are going to do, and the carriers do not know themselves as yet. If the rate goes into effect it must limit the selling zone and that may force the distribution of the same volume of coal in a smaller territory, and hence have an effect upon the price. On this account the market has been decidedly uncertain and uneasy.

The anthracite rates also were officially confirmed the latter part of last week. This means that there will be an increase in the rates to Chicago and a corresponding increase to points beyond of twenty-five cents a ton. This rate has really been in effect now for a month. Up to now, however, there has been no increase in anthracite prices. It is doubtful whether there will be, for the time being, any increase at all, at least among the major companies. That has made the market uncertain, but there has been no increase in buying.

The smokeless market is not in the best of condition. Some operators have had a little dispute among themselves recently over the matter of prices, and this has not been to the advantage of the producers. In Chicago proper, some concession was made for August shipments on contract business solely, but within the last week some jobbers have forced a quotation of the same price on spot business as well. What they call the logic of the situation has ruled against the better judgment of all concerned, and here and there the price has broken. The standard operators, however, have not reduced the price of standard coal for spot sale, and in that respect some little firmness is left. Lump and egg are undisturbed at circular price of \$2.25. Prices up to Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30@3.45	\$1.25@1.40
Lump and egg.....	4.30	2.25

There is quite a range of prices on Somerset county lump and egg coal. Some off grade coal, which is not the very best, is still selling for \$1.70. High grade coal is sold at \$2.10. Medium grades are selling at \$1.90. One producer is marketing the egg coal and is quoting that at \$2 and \$2.10. Mine run is steady at \$1.25. Prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.75@4.15	1.70@2.10

Hocking coal has been moving in a little larger volume, principally to the country retailers, who are beginning to satisfy harvest demands. Coal on track is sold locally at \$1.40, but most of the business is moving at circular of \$1.50. Prices on shipments direct from the mines up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
1 1/4-inch lump.....	\$3.15	\$1.50

The splint market has improved both in tone and in the average price. The reason is that there is better buying in the east and not so much of the coal is being forced on this market. Also, not so many operators are speculating on the absorptive capacity of the market as was the case recently. Prices up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1 1/4-inch lump.....	\$3.05@3.15	\$1.15@1.25

The eastern Kentucky situation is improving as the month advances. The market is absorbing some more coal, but offerings are still free enough so that prices have not advanced sharply. A better home and southern demand is also affecting the situation. Prices up to Thursday were:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.25@3.80	\$1.35@1.90
Egg	3.05@3.25	1.15@1.35

Franklin county coal is influenced by the consideration mentioned at the beginning of this report. That is, retailers are beginning to buy to get in the coal before the increased rate, if any, takes effect. The price for the time being is unchanged from the circular announced on August 1st, but another rise of fifteen cents a ton is expected on the first of September. Screenings are a little stronger—perhaps five cents a ton. Prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65	\$1.60
Egg	2.65	1.60
No. 1 nut.....	2.65	1.60
No. 2 nut.....	2.45	1.40
Mine run	2.15	1.10
2-inch screenings.....	1.80	.75

There is still a division among the operators in Williamson county. Some coal is quoted at \$1.60. Other prepared sizes are going at \$1.50; smaller sizes take a corresponding price. The demand has been a little better within the week, but the average running time of the mine is still about fifty percent. Prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65	\$1.60
Egg	2.65	1.60
No. 1 washed.....	2.65	1.60
No. 2 washed.....	2.50	1.45

Saline county mines are having a better demand for steam coal, which is generally true of coal mines all over the country. Screenings moved up at least five cents a ton and in some cases ten cents. The market showed clearly this week that high grade screenings were scarce. Prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.55	\$1.50
Mine run.....	2.15	1.10
Screenings	1.80	.75
1 1/4-inch lump.....	2.30	1.25

Clinton county operators are running mainly on steam coal, namely, mine run, steam, lump and screenings. There is a little domestic demand at home, but it is not considered a factor. Screenings are rather strong at seventy-five to eighty cents, with prices higher in some spots. Prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$2.27	\$1.50
Egg	2.07	1.30
Nut	2.07	1.30
Mine run.....	1.87	1.10
Screenings	1.57	.80

The Springfield market is unchanged as to prices and tonnage. Quotations up to Thursday were:

Springfield—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.32	\$1.50
Egg	2.32	1.50
Nut	2.17	1.35
Mine run.....	1.87	1.05
Screenings	1.47	.85

Knox county operators are having an extraordinary run of demand for their screenings. Whereas low grade screenings and even some from Indiana are selling in this market around sixty-five cents, the minimum price today seems to be about eighty cents on Knox county, with price to the trade ranging up to eighty-five and ninety in places. This is a rather peculiar situation, which does not obtain generally in the fine coal market. Prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.67	.80

One block of 10,000 tons of foundry coke was sold one day this week and some other big contracts are being placed. The demand is increasing steadily, which gives the operators an increased output. This increases production of the crushed sizes, making them a little bit more difficult to move. Prices, however, are steady, those up to Thursday being:

Coke—	F. O. B. Chicago.
Connellsville	\$4.75
By-product, foundry.....	4.85@5.10
By-product, egg and stove.....	4.60@4.70
By-product, nut	4.60@4.70
Gas house	3.75@3.90

Pittsburgh Trade.

Eastern Prices Improve But the Effect Is Offset by Western Conditions—Coke Is Booming.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., August 15, 1915.

With practically no change, the Pittsburgh coal operator still hopes for better conditions in the near future. August thus far has been a month of disappointment for while steel mill activity is in many instances near normal, with pig iron the feature in the iron and steel market, with heavy sales and advanced prices in practically all the leading centers, coal still refuses to respond to the improved conditions, and until the demand at industrial plants throughout the country calls for products for home consumption, rather than foreign war materials, there will be little improvement. The lake trade is practically an eliminated factor—though it is assumed that in the very limited period that any lake shipping will have to be done—it will be “rush” orders when it comes, but the possibility of shipping anything like the season’s regular demand is not thought of. Current sales are, both in price and delivery, largely dependent on the necessity of buyers, or sellers’ order books. Prices generally are very firm for any forward delivery, but little is sought and when quotations are made they are subject to immediate acceptance, the seller feeling quite confident that future developments will be to his advantage, and only proposes selling a limited output at today’s prices, the future to average up the season.

The talk through the newspapers of the Pennsylvania railroad preparing large storage coal yards at Altoona and elsewhere has created some little life among producers. It is generally supposed this railroad is in a position to see as far ahead as can be seen by any interest, and that with the continuation of European conditions the demand upon this country for export coal will be hard to meet, and together with the fall domestic and any increased industrial business, that six weeks from the present may see a runaway market, or at least a hard and strong one with prices considerably advanced.

Today no change is reported in prices, slack possibly holding still firmer, but no large demand. We have from reliable sources that a large Pittsburgh operator closed a deal the past week for 760 tons mine run daily at \$1.20 per ton, and this deal was probably made in anticipation of higher prices. Another deal for 1,000 tons daily will probably be closed by the same company by the time this is in press. These are straws, but are an indication of which way the wind is blowing, and as suggested some time ago in this column, should warn those that are still out to get under cover.

That industrial conditions are improving in the Pittsburgh district is shown by the large number of calls for men received by the distribution branch of the United States Immigration Service. Yesterday a call for 200 coal miners was received from the Quemahoning Coal Company in Somerset county. The wages range from \$50 to \$100 per month. Steady employment is promised. Over 300 miners are also asked for by the New River Association, which operates a number of mines in Fayette county, West Virginia. This company also promises good wages and steady work.

The coke market seems to harden somewhat, though no extra large tonnages are being called for by the merchant trade. One deal was closed for a fair quantity during the week at \$1.80 for the balance of 1915. Some spot furnace is to be had at last week’s figures, but producers are wary of contracts, the pig iron situation placing coke on a much firmer basis than it has been for some time. Foundry grades remain unchanged, with slightly increased demand, \$2.40 to \$2.65 being the range quoted.

Personal and News Items.

John H. Jones of the Pittsburgh-Buffalo Company, is looking after business in the eastern market this week.

The Carnegie Steel Company has notified its salesmen to quote \$1.35, Pittsburgh, on plates, shapes and steel bars, this quotation being \$1 a ton higher than the previous figures.

B. F. Hoffacker, successor to the late John W. Boileau, expert mining engineer, is in Kentucky inspecting coal lands in the interests of clients.

H. S. Odbert, president the Odbert Coal Company, Cleveland, Ohio, is a Pittsburgh visitor with the coal trade this week.

The LaBelle Iron Works’ directors of Stubenville, Ohio, let a contract for a \$2,000,000 by-product coking plant to the H. Koppers Company of Pittsburgh last Tuesday. It will consist of ninety-six ovens. It will be built on the West Virginia side of the river, opposite the plant there, and a bridge to cost a half million dollars will be built to connect the West Virginia plant with the big plant on the Ohio side.

A deed, one of the longest ever recorded in Washington county, containing 276 printed pages, was filed last week. It is a conveyance from George H. Calvert, master, and the Union Trust Company of Pittsburgh, to Scott Hayes of Pittsburgh, for the coal underlying 169 tracts or farms in West Bethlehem, East Bethlehem, Amwell, North Strabane, Chartiers and Smith townships, Marianna and Canonsburg, Washington county, and Armstrong, Green and Allegheny counties. The total area is not given, but it is the largest single sale of coal land that ever took place in western Pennsylvania. The consideration named was \$1,500,000. This coal land was originally the property of the Pittsburgh-Buffalo Company, which went into the hands of a receiver in 1914. The principal creditor was the Union Trust Company of Pittsburgh, which held a mortgage against the coal land of the Pittsburgh-Buffalo Company for \$1,750,000, and George H. Calvert was appointed master to make the sale of the property of the defendant company. The amount of the mortgage was disputed, but the lower court held that this amount was correct. An appeal was taken from this decision by John H. Jones, one of the receivers, to the supreme court of the state, but the decision of the lower court was affirmed. On March 23, 1915, the court ordered a public sale of the property of the defendant company to satisfy this mortgage, but the sale was adjourned from time to time until July 15. The properties were exposed separately but no bids were received and the entire acreage of 169 tracts was offered as a whole to the Union Trust Company. It directed that the deed be made out in the name of Scot Hayes. It required \$1,500 in revenue stamps on this deed, which was represented by two stamps, one of the \$1,000 denomination and the other of the \$500 denomination.

Twin Cities Trade.

MINNEAPOLIS and ST. PAUL, August 19.—(*Special Correspondence*.)—Market conditions in this territory on dock coal are not as well defined as they were several weeks ago. Early in July practically all the dock companies, excepting one named a circular price on standard grades of lump bituminous coal of \$3.40 f. o. b. docks. One company sent out its circular at the old price of \$3.30, and continued accepting business on that basis. Practically all the other companies have now met this price. As a result of this condition some abuses in the trade which were being eliminated, have again crept into the business. Except for steam business, many of the companies did not make contracts with dealers on soft coal for their yard use early in the season. These contracts in the past, it is claimed, have not been binding on the dealers, and dock companies felt as if they should not be obliged to hold the bag if the winter developed increased business and higher prices. Recently, however, the trade has been slipping backward in this respect and a few dealers’ contracts have been made at the present going price.

It is expected that present conditions will correct themselves when the crop begins to move and cars are in shorter supply. Most of the dock companies desire to eliminate the experience of a year ago so that they may have a small balance on the profit side of the ledger next spring. They realize that a repetition of price-cutting and other abuses of a year ago will not bring this about.

In the Minneapolis steam trade the price situation has also been weak, but an improvement is expected. One contract for smokeless screenings is reported at forty-five cents off the circular basis, and a few other slips have occurred, but with the active consuming season only a few weeks distant, it is to be expected that prices will be on steadier basis within the next thirty days.

Harvest is in full swing all through northwest-ern territory, and a small amount of threshing has been done. Labor is becoming scarce in the harvest fields and the railroads are preparing to move an exceptionally large crop. Threshing

coal is moving more freely, but the demand is not as large as in previous years on account of the increasing use of gasoline and kerosene tractor engines for this purpose. Immediate demand for all grades of coal is quiet.

Current quotations on the standard coals sold in this territory are as follows:

	ANTHRACITE.	
	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate	\$6.60	\$7.80
Egg	6.85	8.05
Stove	6.85	8.05
Nut	7.10	8.30
Pea	5.50	6.70
Buckwheat	4.00	5.20

During August a discount of ten cents per ton is allowed on all anthracite except pea and buckwheat, which prices are net.

BITUMINOUS.		
Splint, screened lump and stove.	\$3.30@3.40	\$4.25@4.36
Splint, dock run.....	\$3.10	\$4.06
Hocking, screened lump and stove.	3.30@3.40	4.26@4.36
Hocking, dock run.....	3.00	3.96
Youghiogheny, gas, lump and stove	3.30@3.40	4.26@4.36
Youghiogheny, gas, dock run....	3.10	4.06
Pittsburgh vein, lump.....	3.30@3.40	4.26@4.36
Pittsburgh vein, dock run.....	3.00	3.96
Pocahontas, screened lump or egg	4.75	5.71
Pocahontas, screened lump and egg mixed.....	4.50	5.46
Pocahontas, mine-run	3.25	4.21
Cannel, lump.....	5.25	6.21
Smithing, bulk.....	4.25	5.21
Smithing, in 100-lb. sacks.....	6.00	6.96
Briquets, anthracite.....	5.00	5.96
Briquets, smokeless.....	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks.....	\$1.50@1.70	\$3.70@3.90
Southern Illinois egg.....		
Southern Illinois No. 1 nut.....	1.50@1.60	3.70@3.80
Southern Illinois No. 2 nut.....	1.25@1.40	3.45@3.60
Southern Illinois No. 3 nut.....	1.10@1.25	3.30@3.45
Southern Illinois run of mine....	1.15@1.25	3.35@3.45
Southern Illinois 2-in. screenings	.70@.75	2.95@3.00

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

Twin Cities Notes.

Harris Gagnon, of the Elliott Fuel Company, Minneapolis, has returned from a two weeks’ vacation trip spent at Madison Lake and Mankato, Minn. Mr. Gagnon spent most of the time motoring, having covered 900 miles while he was absent from Minneapolis.

Edmond H. Pendergast, for more than five years traveling salesman for the Purity Coal Company in this territory, passed away Sunday at Hopewell hospital in Minneapolis, after an illness of over a year. Death was caused by tuberculosis. Mr. Pendergast was thirty-nine years of age and previous to going with the Purity Coal Company was with the Powers Fuel, Feed & Transfer Company, Minneapolis, as chief clerk. He leaves a wife and one daughter. Interment was at his boyhood home, Dassell, Minn.

Omaha Trade.

OMAHA, NEB., August 19.—(*Special Correspondence*.)—Developments of the week appear to have brought about no change of special importance in conditions affecting the coal trade in this territory. The situation remains rather more encouraging than otherwise, due to the booking of a few small orders, which in aggregate, amount to considerable tonnage.

In spite of the fact that it has rained almost continually through this territory since Sunday, very little refuse or consignment coal is being offered.

Although dealers have not been able to move any coal to speak of on account of impassable roads, they are beginning to realize the necessity of getting their bins filled in order to avoid the possibility of further increases in price.

Very few orders for anthracite have been coming in, owing to the dealers getting the impression from recent newspaper items that the freight rates on anthracite coal would be reduced all over the country.

General business showed increased activities last week, but continued rains this week, however, have had a depressing effect.

The following prices on coal prevail:

	Southern Kansas—	
	Mines.	Omaha.
Nut	\$1.85	\$3.20
Slack	1.35	2.70
Franklin County—		
Lump	1.45@1.60	3.75@4.00
Egg	1.45@1.60	3.75@4.00
Nut	1.45@1.60	3.75@4.00
Williamson County—		
Lump	1.25@1.35	3.65@3.75
Egg	1.25@1.35	3.65@3.75
Rock Springs—		
Lump	2.15	5.85
Nut	1.60	5.35
Arkansas Anthracite—		
Lump	3.70	6.60
Broken sizes	3.95	6.85

Cincinnati Trade.

The Interior Trade on Smokeless Is Slow, Offset by a Brisk Demand at Tidewater.

CINCINNATI, OHIO, August 19.—(*Special Correspondence*).—"Fewer cancellations and more orders" is the rule now in the splint market, as expressed by prominent operators here. Heavy cancellations and serious hold ups in delivery are reported by some smokeless operators, regarding lump and egg product in the interior, but heavier demand and bettering prices in the export trade to balance. Others, however, say that business is booming with them and they are hard put to it to fill orders.

Betterment in some of the grades of West Virginia coal are shown by average quotations as follows: Large block, \$1.50, and small block, \$1.35; egg, \$1.25; nut and slack, spot sixty-five cents, and contract, seventy-five cents, and run of mine, ninety cents. The betterment is absolutely a fact although some of the companies are so thoroughly saturated with pessimism they do not see the betterment because it does not come with a whoop and hurrah. The spot market is better and selling is of such a character in that market that many dealers are inquiring for contract blanks.

The lake movement is becoming somewhat more lively but in the ultimate it has proven unsatisfactory.

Cincinnati Trade Notes.

Among western visitors to Cincinnati this week is E. W. Tildesley, Detroit representative of the Halmar Coal Mining Company.

The Wyatt Coal Company this week removed its headquarters from the sixteenth floor of the First National Bank building to the ninth floor of the same building, occupying offices Nos. 906-907-909-911 of the floor.

Karl F. Bierach, who was manager for the Pittsburgh-Buffalo Company when it closed offices here the first of the month, has entered the employ of the Halmar Coal Mining Company of this city, and Miss Barrett, the stenographer here, has entered the office of The Norfolk & Chesapeake Coal Company.

F. A. Kruse, traffic manager of the Middle West Coal Company, has returned this week from a three weeks' vacation in the Kentucky mountains in and around Paintsville where he has many friends. Golf, baseball and other amusements gave him considerable tan and lots of health and energy to wrestle with the problems of coal traffic this coming season.

Clyde E. Darragh, the well known representative of the Middle West Coal Company in western Michigan, spent several days the past week with the offices of the company here and a few days with his family, which is spending the summer with relatives in Franklin, a short distance north of Cincinnati. Mr. Darragh left early in the week for his headquarters in Kalamazoo to begin field work for the coming season.

Friends of H. L. Smith, president of the newly incorporated Southland Coal Company, with headquarters in Detroit, were astonished to learn that he has sold out his interest in the company and has resigned as president, effective September 1st. It is reported that the company will abandon the Cincinnati offices on that date. Mr. Smith formerly represented the H. T. Hackney Coal Company of Knoxville, Tenn., and assisted in organizing the Southland Company, following the withdrawal of the Hackney Company from this field some months ago. Mr. Smith is undecided just what to do and may hold the offices here for himself.

In a wreck on the Coal River branch of the Chesapeake & Ohio Railway, Monday this week, information comes to the city that D. A. Vowles, formerly manager in Cincinnati for the Paint Creek Collieries Company, and of late representing the Elmer Miller Coal Company, Toledo, was badly injured, being cut on the head and otherwise shaken up and bruised. The wreck was in the Pinacle tunnel near McCorkle, and was caused by the falling of a heavy rock on the smoker and baggage car of the train as the train passed through. J. C. Fennimore, a wealthy coal land owner and operator of Huntington, was among the killed, and A. S. Moore of Athens, Ohio, a coal operator also, was among the injured. Five persons were killed.

The Wyatt Coal Company announces that reported sale of eight of their best producing mines

with modern equipment, and operated by the Main Island Creek Company, is not true and that the company will be operated and its product sold by the Wyatt Coal Company as always. "Some of our competitors have made us some very flattering offers on our Logan county properties but none of them have been accepted," says the announcement. This refers to the option taken by the Island Creek Coal Company on these properties, together with the extension of the option, each option, it is said, having been clinched by a deposit of \$20,000. The extension of the option expired August 10 without acceptance of the terms by the optioning party.

The Fulton, the tug steamer which went to the bottom of the Ohio river just above the Cincinnati landing during the big storm of July 7th, was towed up the river to Pittsburgh by the Enterprise this week and will be placed in dock there for repairs by the Queen City Coal Company. The body of Captain Bradford Williams of the Fulton, who went down with the steamer, has been recovered and was buried from his late home in Covington. The Convoy, another tug steamer, which went down at the same time, carried the body of Chief Engineer John Smith down with it. Thomas McGuffin, a diver of Pittsburgh, and F. W. Metre, a diver of Point Pleasant, W. Va., are here to try to recover the body of the chief engineer and also to place chains about the Convoy to raise it and restore it to service, the Hickey company believing that it can be so restored despite adverse reports by other divers, the insurance having been settled and out of the way. The boat is in thirty-five feet of water.

Denver Trade.

DENVER, August 19.—(*Special Correspondence*).—The month bids fair to pass out with little of the strength that was expected. The country demand still continues very light and there is practically no disposition to place any orders for future requirements. Present indications are that threshing in northern Colorado and in Wyoming will be delayed two weeks longer than usual on account of excessive rains. In other sections dealers seem to be supplied for the present at least, to meet all threshing requirements.

Lignite production is still very small. In the bituminous districts Routt and Walsenburg will produce a tonnage for the week equal to sixty per cent of normal. Canon City mines that are open are averaging about two days a week. Trinidad output will run seventy-five per cent of normal this week on account of steam contracts and old bookings of storage.

The slack situation is practically unchanged. Demand for all grades is light but there is little surplus. Prices continue irregular.

Prices for lignite coal f. o. b. mines are as follows: Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For country delivery, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Canon City District—		Lump	Nut
For shipment May and June.....	\$2.50	\$2.50	\$2.00
For shipment July and August.....	2.75	2.75	2.25
Add 25 cents to above prices for washed nut.			
Walsenburg District—		2.50	2.00
For shipment May and June.....	2.50	2.50	2.25
For shipment July and August.....	2.75	2.75	2.25
Washed nut 25 cents per ton additional.			
Chestnut, \$1.25 for entire season.			
Trinidad District—		2.00	1.75
For shipment May and June.....	2.00	2.00	1.75
For shipment July and August.....	2.00	2.00	1.75
Routt County District—		2.50	2.00
For shipment May and June.....	2.50	2.50	2.25
For shipment July and August.....	2.75	2.75	2.25
Western Slope District—		2.25	....
For shipment May and June.....	2.25	2.50	....
For shipment July and August.....	2.50	2.50	....
From Baldwin, shipments for points east of Denver are 75 cents per ton less than Walsenburg prices.			

Denver Local News.

The Rocky Mountain Fuel Company has agreed to take back the former strikers in the Louisville district and the men will be given work later with the resumption of winter activity. The decision was reached upon the recommendation of officials who feared trouble during the winter months should the men remain unemployed.

According to reports from Sheridan, Wyo., extensive improvements which include a new screening system at the Monarch mine, which calls for the expenditure of over \$17,000, are to be made in September. The Monarch's daily capacity is 4,000 tons. Much of the coal is shipped to Washington and Oregon. Chicago men are at the head of the reorganization recently effected. They are: M. F. Pettier, president; Granger Farwell, treasurer, and A. G. Lester, secretary.

Duluth Trade.

DULUTH, MINN., August 19.—(*Special Correspondence*).—Maj. E. D. Peek, government engineer of the Duluth district, has just issued his report of coal receipts in this harbor for the last two months, and it shows a considerable falling off from a year ago. For the season up to the end of July there is shown a difference of 1,010,611 tons of hard and soft coal in favor of the corresponding period last year. The big loss is in soft coal, for hard coal shows an increase of 14,487 tons. Soft coal receipts this year are 1,025,098 tons less than a year ago.

How much the lack in receipts will affect the supply for the northwest is problematical and cannot be determined as yet for there are still four months in which coal can come up, and it is generally believed that the receipts during those periods will show continued gains. They will not have to be as heavy as the receipts of last year to give adequate stocks here, unless the demand for harvesting purposes is much greater than expected—and it is expected to be greater than usual because of the gigantic crop that is to be threshed—for there was a big "hold-over" stock on hand when spring broke this year, the demand last fall and winter being much smaller than usual. So the docks are still pretty well stocked up.

The first part of the season showed very little coal moving, and it has not improved very greatly since. Vessel men have been kicking a good deal about lack of cargoes, for, from their point of view, an ideal season consists of plenty of iron ore or grain to take down the lakes, and plenty of coal to bring back. However, the coal men or the "ultimate consumer" are not very likely to get fussed about that so long as there is enough of a supply on hand to go around. If the demand from the northwest is not much better than it was last year, the supply is assured now.

Receipts of hard and soft coal for the months of June and July in both years were as follows:

	Tons 1915	Tons 1914
Soft	1,984,872	2,450,526
Hard	504,568	634,160
Totals	2,489,440	3,084,686

Receipts for the season up to July 31 for both years were:

	Tons 1915	Tons 1914
Soft	2,766,661	3,791,759
Hard	780,368	765,881
Totals	3,547,029	4,557,640

The receipts of soft coal this season to the end of July were of the following classifications:

Youghiogeny, 1,705,125; Hocking, 86,691; Pocahontas or smokeless, 317,058; splint, 578,622; cannel, 31,799; smithing, 9,339; Tennessee, 5,067; No. 8 or East Ohio, 32,960.

The shipments have shown a proportionate falling off, not in actual tons but in percentage. There were shipped from the head of the lakes in July of this year, 12,855 cars of all kinds of coal, against 15,099 cars during the same period of 1914. For the season, up to the date mentioned, there were shipped 110,488 cars against 121,030 cars a year ago, a decrease this year of 10,642 cars. In figuring the number of tons shipped, it is estimated that there is an average of about thirty-two tons to a car, which would make the following comparison up to July 31:

	Tons
1914	3,872,960
1915	3,535,616

Decrease this year..... 337,344

Duluth Trade Notes.

W. H. Fobes, treasurer of the Northwestern Fuel Company, is here from Minneapolis, Minn., attending the annual conventions of the Retail Credit Men's National Association and the National Association of Mercantile Agencies.

Superintendent Willis W. Spring, of the Carnegie Dock & Fuel Company, accompanied by his wife, has been spending his vacation on board the steamer Shenango, taking a round trip on the Great Lakes. They returned on Wednesday.

The Berwind Fuel Company is, just now, adding new equipment to its West Duluth dock, which will make it one of the fastest docks at the head of the lakes. It is installing three new seven and one-half ton buckets and one clean-up clam with a spread of twenty-four feet. With the new equipment a 10,000-ton boat can be dispatched in nine hours.

Indianapolis Trade.

INDIANAPOLIS, IND., August 19.—(*Special Correspondence*).—Not much change has been noted in the Indiana coal field during the last week. It would be difficult to point out any marked change for the better or worse in any week of the past six months, during which the trade has drifted along at a low water mark. It does not appear even yet that there has been any appreciable improvement, but many operators are saying that the outlook is growing better. It is believed that most of them are dealing in futures and that the wish is father to the thought. There are more inquiries for steam coal than there have been for many weeks. Some factories are starting up again after a long shut down, but many are not preparing to turn a wheel during the next few months. The effect of the placement of war orders in this country is being noticed in several localities in Indiana, which may help the coal trade quite a little. Operators and dealers are confident that because of the big crops business will be better in Indiana next winter, yet the heavy rains have ruined fifty per cent of the wheat crops, and the corn may be damaged seriously unless the weather becomes more favorable. However, there is more cause for optimism than there was a short time ago. The demand for domestic coal is improving slightly, but summer prices still prevail. The situation is not as favorable to the buyers as is generally the case at this time of the year, due probably to the fact that the average dealer felt that he could get all the domestic coal he wanted at his own prices, and to the fact that it has been supposed that the operators, being short of orders, would turn out domestic as fast as it was required. Not many dealers have laid in stocks. There is less domestic coal in the Indiana yards now than usual for August. There has been practically no free coal on the market. The operators naturally are in position to furnish coal promptly, but the retailer is not in a position to make terms. It is anticipated that prices will be advanced twenty-five cents a ton by all of the retailers the first of September.

The following prices are being quoted by the Indiana wholesalers:

Indiana—	F. O. B. Mines.	F. O. B. Indianapolis.
No. 4 mine run	\$1.10@1.20	\$1.60@1.80
Nos. 5 and 6 mine run	1.00@1.05	1.50@1.55
No. 4, 1¼-inch steam lump	1.25@1.35	1.75@1.85
Nos. 5 and 6, 1¼-inch steam lump	1.15@1.25	1.65@1.75
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
No. 4 domestic lump	1.50	2.00
Nos. 5 and 6 domestic lump	1.40	1.90
No. 4 screenings .....	.75@ .80	1.25@1.30
Nos. 5 and 6 screenings .....	.60@ .70	1.10@1.20
No. 1 washed coal	1.75	2.25
No. 2 washed coal	1.65	2.15
Brazil block domestic	2.00	2.50
Southern Indiana Field—		
Domestic lump	1.40	....
Mine run	1.00@1.05	....
Screenings .....	.60@ .70	....

The board of works here has awarded to the Indianapolis Coal Company the contract to supply coal for the city hall, city asphalt plant and the street cleaning department.

Louisville Market.

LOUISVILLE, KY., August 19.—(*Special Correspondence*).—General improvement in business has been reflected to some extent in the coal trade, continuing during the last week. So far this improvement in the coal business is limited to a somewhat broadening demand for both steam and domestic coal without any perceptible advance in prices. The season still remains extraordinarily backward insofar as deliveries of domestic coal are concerned, and there is no reason to change the prediction made in these columns from time to time that during at least a limited period of this fall and winter there would be an unprecedented rush for domestic coal that will tax the capacity of mines and carriers.

An announcement of great interest to southern coal men was received from Washington several days ago to the effect that the Interstate Commerce Commission had ordered that the published divisions of rates from mines in Virginia to the southeastern Carolina points, located principally on the Atlantic Coast Line, Seaboard Airline, and connections, and designed with a view to securing Virginia shippers in the fuel contracts of several of these railroads, must be discontinued by September 15. Apparently this decision will reopen the fuel contracts closed several weeks ago by several of these southeastern carriers for more than one million tons of coal.

Shippers in the Kentucky-Tennessee fields are hopeful that the readjustment of the basis of divisions of southeastern rates will be such as to make it possible for them to secure at least a portion of this much desired tonnage.

While there is an increase of activity in the delivery of domestic coal, both in the large cities and in the country points, this is retarded to a considerable extent by the incessant rains. The crop situation, however, is so very favorable throughout most of Kentucky that the consumption of domestic coal is expected to increase above previous records during the coming season, and to be maintained on a satisfactory basis. At Louisville competition between river and rail dealers has reached an acute stage, with all dealers losing money by making prices which would not be profitable even were a large volume of coal moving. Unless Louisville retailers abandon their price cutting program and fix a fair price for their commodity, the outlook for the fall and winter trade for them is exceedingly blue.

Operators in general are cautious about quoting prices on domestic coal far in advance, most of them declining to quote beyond October 1st. However, it is not anticipated that a very large advance will be secured during at least the early part of the month of September, and that not until October will much heavy buying be in evidence.

Prices on eastern Kentucky-Tennessee coals are about as follows:

Block coal	\$1.35@2.00
Egg coal	1.10@1.35
Steam run of mines .....	.95
High grade nut-slack .....	.50@ .60
Second grade nut-slack .....	.25@ .40

Detroit Trade.

DETROIT, MICH., August 19.—(*Special Correspondence*).—Without attaining any large amount of activity, business in the Detroit market is holding comparatively steady, the present conditions being a gratifying improvement over those to which the market was subject earlier in the summer.

Prices in general are rather more steady than a month ago, although there is still some yielding of concessions to hasten the movement of consignment coal, where demurrage is threatened. The quantity of such coal on tracks is reported materially less than a month ago.

Some of the local shippers fear, however, that with a greatly diminished movement of coal over the lake route, as compared with previous seasons, there may develop on the part of some mine owners, an inclination to increase their shipments of consignment coal to the Detroit market. Such a development, should it occur, would speedily renew the unsettled conditions which made it practically impossible to do any business on a mine order basis in the earlier months of the year.

Orders of small size continue more numerous in the steam coal trade than heretofore. While these make a gratifying total, the business has not yet proceeded beyond a stage, where, in the opinion of shippers, it constitutes rather a suggestion of better times than a realization of material improvement. With the approach of the threshing season in agricultural sections of the state, there is apparently developing a stronger inquiry for steam coal from a number of the small towns and cities in the interior of the state.

The amount of business being done in domestic coal is still far from satisfactory as neither the retail dealers nor the consumers seem to be persuaded by the arguments of the shippers that the prospective rush of orders a few weeks later in the season, is likely to bring about conditions, that not only will cause trouble at the mines, but will be likely to result in slow delivery, due to inability of railroads to provide the necessary equipment to handle shipments.

The rail lake business, of which much was expected at the opening of the navigation season has dwindled away, until the upbound carrier, with coal cargo, is now rather the exception, as the greater number of freighters are making the upbound trip without cargo. With shipments of soft coal received at Duluth and Superior to August 1 falling short of the receipts for the similar period of 1914 by 1,025,098 tons, while the storage docks remain so crowded that vessels find difficulty unloading, the outlook is not encouraging for vesselmen, while shippers are predicting some coal consumers of the northwest may have to depend on all rail shipments for their supply.

Interest in anthracite seems difficult to awaken

despite the fact that the present month marks the end of the discount period. Orders are of small volume and far from numerous.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump	\$0.95@1.00	\$2.35@2.40
Mine run .....	.80	2.20
Slack .....	.55	1.95
West Virginia Splint—		
Four-inch lump	1.35	2.75
Two-inch lump	1.15	2.55
Three-quarter	1.10	2.50
Mine run .....	.85	2.25
Nut, pea and slack .....	.55@ .65	1.95@3.05
Smokeless—		
Lump and egg	2.25	3.85
Nut	1.75	3.35
Slack	Open	Open
Mine run	1.25	2.85
Kentucky Splint—		
Lump	1.30	2.70
Egg	1.10	2.50
Nut, pea and slack	Open	Open
Fairmount—		
Three-quarter steam lump .....	.85@ .95	2.25@2.35
Mine run .....	.70@ .80	2.10@2.20
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump	1.50	2.65
Shaker egg and nut	1.15	2.30
Domestic lump	1.35	2.50
Three-quarter lump	1.25@1.30	2.40@2.45
Mine run	1.00@1.10	2.15@2.25
Nut, pea and slack	Open	Open
Pittsburgh No. 8—		
Three-quarter lump	1.15	2.30
Mine run	1.05	2.20
Slack	Open	Open
Jackson Hill—		
Domestic lump	2.50	3.65
Cambridge—		
Three-quarter lump	1.20	2.35
Mine run	1.10	2.25
Pomeroy—		
Two and three-inch lump	1.60	2.75
Egg	1.35	2.50
Slack	Open	Open

Increased consumption of coal by Detroit City Gas Company, one of Detroit's largest users of coal is anticipated with the completion of extensions of plants and mains, for which the company will expend part of the proceeds of a new issue of \$7,500,000 of stock. The increase, which doubles the company's former capital, has been approved by the Michigan railroad commission. The company plans to distribute \$1,792,000 of the new stock to its stockholders as a stock dividend.

Ruling on Steam Sizes.

One of the interesting points brought out by the new schedule of rates on anthracite coal to take effect October 1st is the change in the tidewater rates on the steam sizes. For instance, the order of the Commission specifies pea and smaller sizes at an average price of \$1.30 per ton from the regions to New York tidewater ports, which is a reduction of ten cents per ton on pea coal. For years, buckwheat, rice and barley have been shipped on a lower rate than pea coal, for instance, to Port Reading, buckwheat taking a rate of \$1.25 and rice and barley \$1.10. To South Amboy from the Scranton region, buckwheat, rice and barley have taken a rate of \$1.25. From the Schuylkill region, a rate of \$1.15. To Weehawken, the rate from the Scranton region has been \$1.30 on buckwheat and \$1.15 on rice and barley. Therefore, should the railroads advance the rates on the steam sizes, as they are permitted to do under the Commission's ruling, this would mean an increase of from ten to twenty cents per ton on the steam sizes, and the members of the trade seriously doubt if they could continue to sell the present volume of anthracite steam coal in this market in competition with soft coal. This competition has grown more serious from year to year due to the fact that many of the consumers have equipped their plants so that they can burn bituminous coal without violating the smoke ordinance of the city.

It was stated that the presidents of the anthracite railroads and the anthracite coal companies would have a general meeting early this week to consider the question of an appeal from the decision of the Interstate Commerce Commission. Owing to the fact that quite a number of these people are out of town, it has so far been found impracticable to arrange for a general meeting.

Some of the coal experts point out at this time the inexpediency of the public taking seriously some of the tabular and other alleged information in circulation relative to the gains or losses in tonnages or profits of the coal companies, due to the Commission's recent decision.

New York Trade.

New Freight Rates Muddle Anthracite Market—Bituminous Improvement Permanent.

Office of THE BLACK DIAMOND,
New York, August 19.

The anthracite trade continues in a very unsettled state. The situation this week is very much muddled over the action of the Interstate Commerce Commission last week, ordering a change in the anthracite freight rates to become effective October 1st. This in effect, means a reduction of fifteen cents a ton on rates to tidewater on prepared coal, a reduction of ten cents a ton on pea coal, while the carriers are permitted to advance rates on steam sizes ranging from ten to twenty cents per ton. To line points, the reduction in rates are very radical in some instances. The reductions are so very heavy at certain points that trade at these points in position to take coal, are expected to defer shipments until the new rates go into effect. This means that throughout the large all-rail territory, trade will practically be suspended for five or six weeks.

New York trade, especially are interested in the changes on the rates for steam sizes. A great deal of buckwheat coal comes to New York, where it is sold in competition with bituminous coal. The question that is paramount at the moment is, can the steam sizes stand an advance in rates at this time and sell in large volume as has been the case for the past several years? It is generally believed that if the railroads put the advances on the steam coals, that the Interstate Commerce Commission ruling allows them, that the market for steam coals in New York territory will become very much restricted. It is pointed out that in the past few years the burning of soft coal in New York City, formerly a serious violation of the smoke ordinances, is made possible by introduction of stokers and new combustion methods. A great number of plants that in former years used anthracite coal exclusively, now use bituminous coal exclusively without seriously violating the city's smoke ordinance.

In the meanwhile, there is much better feeling in the anthracite trade as regards prices. During the past few days prices on prepared sizes have become much firmer. There is no great amount of coal loaded in the harbor, while supplies at the piers are not considered abnormal. One still hears of concessions being made on individual coal, but not so heavy as was formerly the case. It is said to be possible to obtain certain grades of chestnut at thirty-five to forty cents per ton off the circular, stove at about ten cents off circular, and egg at thirty cents off circular.

Pea coal is sold at from twenty-five to forty-five cents off circular, while the best grades of buckwheat, rice and barley are held very close to circular. At the lower ports, some of the inferior grades of buckwheat are sold at about twenty-five to thirty-five cents off circular. Rice at about twenty-five cents off. Good grades of rice are very scarce and full circular is obtained for these. Barley is also becoming short. At the lower ports inferior grades are sold at \$1.65 to \$1.75.

The Bituminous Situation.

Some improvement is to be noted here and there in the Atlantic seaboard coal situation. Contract requirements are becoming heavier. Spot demand is still disappointing on the whole, but quite satisfactory to certain favored shippers.

The export movement continues big, and the probabilities are that August will show around a million tons exported if vessels under charter for over sea business should arrive at the piers between now and the end of the month. Bunker requirements for cargo steamers continues to be good, and there is the probability here for an enormous increase when the grain movement starts up in September. Grain experts estimate very heavy grain exports, through the Atlantic seaboard ports beginning in September, and this will mean very heavy bunker requirements, much larger than in former years, as now, due to the shortage and uncertainty of securing bunkers on the other side, vessels will take every ton possible on this side.

Certain plants favored with war orders, are

now said to be using from three to five times as much coal as they do in normal times. These instances, unfortunately for the trade, are few and far between. However, the manufacturers of the very heavy war materials, and for the very large contracts, are just now getting busy. As their activity advances, the effect on the coal consumption is expected to become very pronounced.

During the past week, some of the large railroad interests have begun to store coal in anticipation of unfavorable conditions during the winter. Now that car supply and labor are ample, they argue that to store coal is an act of wisdom. The Pennsylvania Lines east will store 1,000,000 tons, it is said. Other lines are said to be planning storage, and some few are known to be storing at the moment. These roads are not buying spot coal, but are making demands on contracts, for which shippers are truly thankful at this time.

At the local piers some cheap coals are obtainable, though they are not in heavy offering. Some Ligonier coal is said to have been offered at \$2.35. Some lots of West Virginia, nearing demurrage at \$2.30. Medium grades of Clearfield can be bought at \$2.50 to \$2.55. Good Pennsylvania coals bring \$2.75 to \$2.95. Slack is much stronger, contract requirements now taking the entire output of some of the principal producers.

The Vessel Situation.

The coastwise vessel market is unchanged. Rates are just about firm. Schooners are now largely engaged in foreign trade, a great number still finding it profitable to take coal to South America and other foreign destinations. Off shore rates are just about easy. A great shortage of tonnage is predicted as soon as the grain movement becomes active.

We quote current rates of freight as follows:
From Hampton Roads to Boston, seventy-five to eighty-five cents; to the Sound, seventy to eighty cents.

From New York rates to New Haven are thirty cents. New London, forty cents, and Providence and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents; Portsmouth and Portland, fifty-five to seventy cents; to Bangor, seventy cents. Harbor rates are from eighteen to twenty cents.

Prices on gross tons of bituminous coals are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.85	\$1.30
Medium grades	2.60	1.10
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein	3.00	1.40
Medium grades	2.55	1.15
Cheaper grades	2.60	1.05
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.50	1.00
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.50	.95
Maryland—		
Georges Creek big vein	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.75
Best gas, ¾-inch lump	2.65	1.10
Best grade, run of mine	2.65	.90
Gas slack .....		.55@ .70

New York Trade Briefs.

Frank Logan of the Frederic A. Potts & Co., forces, is spending his vacation in the Pocono Mountains.

Russell K. Pratt of the new reorganized firm of Pratt & Young, Boston, was in New York on Monday.

A. B. Luce of Maderia, Hill & Co., No. 143 Liberty street, has returned from a vacation spent at his former home in Ohio.

A. B. Harris of George D. Harris & Co., No. 1 Broadway, left on Saturday for Lake George, where he will spend his vacation.

A. S. Cary of the Eastern Coal & Coke Corporation of Richmond, Va., was in New York several days this week.

John Jamison, president of the Jamison Coal & Coke Company of Pittsburgh, who went to France recently in connection with some export contracts, has returned.

G. W. Seiler of the Seiler-Blanchard Company, No. 1 Broadway, returned on Monday from his vacation, which was spent in Roscoe, N. Y.

Many friends of Charles Hornung, manager of the New York office of the Susquehanna Coal Company, No. 1 Broadway, who has been ill for several months, will be pleased to learn

that he was able to make a short visit to the office last week. It is hoped that his improvement is permanent, and that he will soon be able to resume his active duties.

J. Howard Meager, manager of the Grassy Run Coal Company of Elk Lick, Somerset county, Pa., was a New York visitor on Tuesday.

The general offices of the Delaware, Lackawanna & Western Coal Company, were moved on Tuesday from No. 90 West street, to the new Equitable building, No. 120 Broadway, where ample quarters have been taken on the eighteenth floor.

Concerning the new anthracite freight rates, some changes will no doubt have to be made in rates for rail delivery on Long Island. At present, Long Island rates are based on rate to Jersey tidewater transfer ports, plus a floating charge of twenty-five cents per ton.

Announcement comes from Cambria county that the Berwind-White Coal Mining Company is negotiating for the purchase of mining properties of the W. H. Hughes Coal Company, near Bens Creek in that county. These are known as the Sonman properties. They have been operated by the Hughes interests for some years past, and the coal has excellent reputation.

A dispatch from Clarksburg, W. Va., states that the resumption of the operations of the Madeira-Hill-Clark Coal Company's three mining plants in the Wilsonburg section, discloses that the company through its eastern offices has landed a large contract for export, that will keep the plants running continually at full capacity for three months and likely longer.

Frederic Landstreet, general eastern sales agent of the Punxsutawney Coal Mining Company, with headquarters in Philadelphia, was in New York on Tuesday. Mr. Landstreet has just received a commission from Governor Tener of Pennsylvania, appointing him as a delegate to the Convention of the American Mining Congress to be held at San Francisco in September.

Frederic A. Potts of Frederic A. Potts & Co., No. 143 Liberty street, is one of the most enthusiastic golfers among the New York coal trade. Mrs. Potts is also an enthusiastic golfer, and Mr. Potts thought so little of her ability in this direction some time ago he made a wager that she could not make a course under ninety-five. During the tournament for ladies at the links of the Spring Lake, N. J. club last week, Mrs. Potts made a score of ninety-three, and Mr. F. A. is now \$500 poorer.

F. M. Chase, general manager of the Lehigh Valley Coal Company, announces that the tunnel planned to be driven in the Hazleton district has not been abandoned. Mr. Chase was in Hazleton last week, and stated while no progress of the work had been entered into since the bids were first received, that as soon as details were completed, the contract would be awarded. This tunnel is planned to open up heretofore untouched veins of coal in sections that have only been partially mined. It is quite a big engineering undertaking, and bids for its construction were received some weeks ago.

The Guarantee Construction Company of New York, has recently been awarded a contract for the unloading equipment to be installed in the new coal pocket to be built of O. H. Perry & Son, Inc., of Jersey City, at East 19th street, New York. The equipment will consist of a steel hoisting tower of the Mead-Morrison type, one-man operation, with a capacity of 100 tons per hour. Rescreening equipment will also be installed to resize the screenings from the discharge chute of the main pocket. Charles A. Higgins of No. 30 Church street, is consulting engineer in charge of the work. The building of a New York plant was necessitated by the growing business of this well known Jersey City corporation in Manhattan.

Some of the coal men who have made recent visits along the lines of some of the railways from the anthracite fields to tidewater, comment upon the large quantity of steam sizes that have been placed in storage at some of the storage points. They do not know how to regard this storage, whether as a result of a lack of demand on the part of buyers, or the desire of the companies to prepare for a serious shortage of coal during the coming winter.

Philadelphia Trade.

Low Priced Orders Refused and Higher Figures Are Demanded on Current Business.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, August 19.

One of the most sanguine moves that has been made by the local market was recorded during the past week. Talk of better prices seems to have assumed a concrete form and the long looked for up-turn of price seems to be an accomplished fact. The foregoing refers to the bituminous market, the anthracite business needs a few cool nights to give it an impetus.

Contract business that has been hanging fire for months seems to have awakened to the new order of things. Partially responsible for this is the publicity that has been given to the fact that the big trunk lines are taking "the bull by the horns" and are getting ready for an emergency. The statement that thousands of tons of bituminous coal are going into storage by the carriers has led to the natural question, "Why?"

One firm that within the week has received signed contracts from four consumers has had the written orders in its desk for from five to six days and it was learned that all may be turned down and a new price asked—this at least a dime on the ton in advance of the price named a month ago. Another firm has ordered its Philadelphia representative to take on no large tonnage at current prices and to go sparingly where contracts will run 1,000 tons or over. Still another firm selling Miller vein coal has put its price to its local representatives on a "one day option plan." This is enumerated merely to show how the issue is being carefully watched and weighed before tying up any great tonnage for a year.

At the piers the movement in bituminous coal continues in good volume with considerable cargo boats filling with export coal. The bunkering business is fully up to the standard and some of the coal houses in this particular line say that it is ahead of the corresponding month of last year.

Price changes for the week were principally on Central Pennsylvania coals, Cambrias and Clearfields being quoted at \$1.50 to \$1.60 for best, \$1.25 to \$1.35 for mediums, and \$1 to \$1.20 for ordinary grades.

Quemahoning offerings also stiffened in price, with a range of \$1.30 to \$1.40 for run of mine.

Anthracite Situation.

Egg and stove coal are about the only firm sizes in the anthracite market at the present time. The over-plus of chestnut and pea coal that has to be moved and without a market, apparently, has caused a strange series of price cutting. Prices made during the week were as low as April circular, tax off. From this figure made by some of the overstocked independents it ranges up to July circular, with tax. Pea coal is almost in as bad a fix though the local consumption has lifted the stagnation on this size a little bit and May circular price seems to be about the lowest that has been offered on the bargain counter. All of the retail yards are practically dormant. One well informed man in the trade ventured the opinion that "more horses are out on pasture this year than in the past dozen."

Coal to New England points was shut off for four or five days from the Port Richmond piers. The big storm outside the capes and poor demand was the cause.

Philadelphia Trade Notes.

Senator Horace Tompkins of Portage made a brief business visit to this city early in the week.

R. M. Peterson of S. M. Martin & Co.'s forces returned this week from a vacation spent at Atlantic City.

Carrol Patterson of the Carrol-Cross Mining Company of Bloomington, Md., was one of the trade visitors of the week.

T. Frank Sheehan of the Dominion Coal & Coke Company's office in Baltimore was among the trade visitors of the week.

Charles E. Fernberg, manager of sales for the Thorne Neal Company, has been spending a week at the Marlborough Blenheim in Atlantic City.

E. S. Lawrence, manager of the local office of the Pennsylvania Coal and Coke Corporation, returned to business this week after a pleasant vacation spent in the Blue Ridge mountains.

H. C. Barr, sales agent of the J. S. Wentz

Company, left early in the week for a trip to the lakes and which will include a visit to the Detroit offices of his concern before his return.

John H. Jones of the Four States Coal Company and the Pittsburgh-Buffalo Coal Company dropped in to talk over trade matters with Manager Collins of the local office on Wednesday of this week.

Robert K. Cassatt of the Keystone Coal & Coke Company, who has been summering at Newport, R. I., will finish the summer season at White Sulphur Springs, Va. Mrs. Cassatt's health was the cause of the change.

Word has been received from W. H. Bradford, head of the W. H. Bradford Company, Inc., who left for a vacation in Vermont and New Hampshire early this month, that he will lengthen his stay until the second week in September.

Floyd Chadwick, eastern manager of the sales department of the Davis Colliery Company, and Maury Robinson, western salesmanager with headquarters in Columbus, Ohio, are in Elkins, W. Va., this week in conference with the operating heads of that concern.

A. Bart Cornog, who has charge of the gas coal department of the Cortright Coal Company, left early in the week to make a personal observation of the lake trade. He went to Cleveland and will visit Detroit, and maybe some of the upper lake ports before returning.

J. H. Weaver of J. H. Weaver & Co., with his family and a friend or two, left for the west the latter part of last week. The conclusion of the trip will be at the Panama Exposition in San Francisco. Arrangements were made for stops in the trans-continental tour, where the party will do some golfing.

Considerable satisfaction was expressed locally in the report issued by the United States Geological Survey showing the total value of the coal produced in this state in 1914 to be \$188,181,399. Said one man, "We thought that everything had gone to the eternal bow-wows last year, and we try to make ourselves think the same this year, but I guess that ought to make some fellows with the blues change their tune."

Pursuant to the policy established of "getting on the ground to get the business," C. R. Dimm of the Gano, Moore & Co. forces left last week for St. Petersburg, Russia, in the interests of the export business of that concern. Upon conclusion of his mission there Dimm will go to both the eastern and western range of Italy in quest of coal business. The firm already has offices established in Rio Janeiro and Buenos Aires.

Straws that show the way the wind blows are indicated in the report on the idle car movement issued this week. A decrease of 11,000 cars was shown between July 1 and August 1, with a total of 264,243 cars out of commission, as compared with 196,665 cars last August 1st. The report comments on the fact that the decrease was principally in gondola and coal cars in Pennsylvania and eastern coal producing states.

The New York Shipbuilding Company of Camden, which has contracts for six colliers for costwise trade for the Coastwise Transportation Company of Boston, announced this week that the first of these is about ready for launching. This boat, the "Franklin," will be placed in the water on August 21st. It has been stated on pretty good authority that the original purpose of the boats—carriage between southern coal ports and the New England receiving points—would be abandoned and they would go into the Atlantic ocean trade.

Considerable interest was evinced locally in a cablegram received from The Hague which declared that an immediate market for Pennsylvania coal had been created by the lifting of an embargo which had been in force for some time. One cablegram received read as follows: "Great demand and agitation for coal. The Netherlands Overseas Trust will now issue licenses for American coal. Better push coal where Overseas licenses are obtainable. Hereafter importers may sell only through new distributing committees. Import licenses given only to those satisfactorily accounting in detail the ultimate destination of last lot."

The local receipts of anthracite for the first four months of the coal year were 599,309 tons, as compared with 734,558 for the same period last year and 647,646 in 1913. The receipts of bituminous from April 1 to July 31, inclusive, were 1,658,908 tons; last year they were 1,613,697, and in 1913, 1,371,811 tons.

New England Trade

BOSTON, August 19.—(*Special Correspondence.*)—The local and nearby retail dealers have advanced their prices on anthracite twenty-five cents per ton to the following basis: Stove, \$7.75; egg, \$7.75; nut, \$8; furnace, \$7; pea, \$6; Franklin, \$9, and Shamokin, \$8. Most of the dealers are selling Lehigh on the same basis as other kinds. In previous years Lehigh usually commanded twenty-five cents per ton more. Bituminous, in large amounts, retails for \$4.40 per ton.

The most discussed subject in local wholesale anthracite circles is the recent decision handed down by the Interstate Commerce Commission as to freight rates from producing to the tidewater and certain eastern points. Opinions as to the effect of this decision upon earnings of the various coal producing companies and the future price of anthracite are somewhat conflicting, but a majority of the local trade seem to feel that the railroads in the end will not lose materially and possibly be better off after the recommendations of the Commission have been complied with.

The demand for anthracite during the past week has held up remarkably well. There has been some slight falling off in certain sections of the all-rail demand, but this has been more than offset by an increase in cargo business. Most of the cargoes sold during the past week have been taken by Boston, Lynn, Beverly and Providence dealers, who evidently have entertained some fears of a possible shortage later in the year owing to labor troubles. Most of the producing companies are operating on greatly reduced time and stocks at tidewater shipping points are comparatively small. If labor troubles should be experienced premiums undoubtedly would be received for prompt shipments. A slight improvement is noted in the demand for spot coal at Mystic Wharf and prices at that point appear to be much firmer than they were a week ago. Offerings of spot lots are small. Stove at Mystic Wharf is generally quoted at \$6.10 per ton on cars and nut at \$6.35. The movement of hard coal to the more distant Maine and provinces points is better than it was a week ago.

The demand for New River, Pocahontas and other bituminous coals is no better. Conditions at Mystic Wharf continue very unsatisfactory. Very little if any coal is being offered there for spot delivery, for it will not bring more than \$3.60 per ton on the cars. Practically no Georges Creek has been sold there for a month and its price of \$3.90 to \$4 per ton is purely nominal. Stocks of southern coals, standing and running, at Hampton Roads ports, are still far in excess of the demand, and more or less price cutting is reported as being done with a view of stimulating business. The off-shore business holds up fairly well, but comparatively few firms are getting any of it. The bunkering business is light. Practically the only Pennsylvania bituminous coming into New England is all-rail, the sharp competition with other kinds eliminated cargo shipments now that the largest consumers here have contracted for all they will need for some months.

The local trade expresses considerable amusement over articles that have appeared recently in the Boston News Bureau, which tell of the wonderful earnings to be made by soft coal producers in the fall and winter owing to the European war. The belief here is that the news reports are circulated for the sole purpose of inflating the market value of certain stocks. That profits this fall and winter will be larger than they were a year ago is generally admitted, but prices to be realized as intimated by the financial newspaper seem absolutely unreliable.

The marine freight rate market is practically the same as reported last week. Vessel and barge owners are asking seventy-five to eighty cents per ton for bituminous space from Hampton Roads to Boston, and seven to ten cents a ton more from Baltimore to Boston. Fifty and fifty-five cents a ton is the general asking rate for anthracite space from New York to Boston. The return cargo business is good, according to local dealers.

Boston Trade Notes.

Pratt and Young of the firm of Pratt, Staples, Bell & Young, Inc., have sent out announcements that within a short time the firm's name will be changed to Pratt & Young.

The Boston Perfect Fuel Company, with a \$50,000 capital has been granted a Maine charter. The company proposes to manufacture, buy and sell fuel products, and the incorporators are: William K. Neil and Albert E. Meal of Portland, and Henry D. S. Woodbury of South Portland.

Buffalo Trade.

BUFFALO, N. Y., August 19.—(*Special Correspondence*)—Shipments of anthracite by lake for the past week were 119,848 tons, which is a falling off of about 10 percent from the preceding week and is below the average for this season of the year. The shipments were distributed as follows: Duluth-Superior, 51,000 tons; Chicago, 26,100; Fort William, 23,448; Waukegan, 13,800; Port Arthur, 5,500. The shipments at present are running a good deal behind those of the same period last year and unless the situation changes there will be about the same falling off in total for August as was recorded during July.

The demand for anthracite from dealers shows very little life and most companies are calling trade stagnant. The decision as to anthracite freight rates has doubtless deterred many buyers from taking coal, as consumers are generally of the opinion that coal is to be cheaper because of the lower rail charges for carrying it. Many in this section are likely to be mistaken. The Rochester rate has been changed, but that of Buffalo has not. Many think that it will be only a matter of time before a reduction will be made in the anthracite rate to Buffalo.

The bituminous trade has not shown much improvement lately, though it is better than a couple of months ago. There is some disappointment that business does not pick up more rapidly, but the feeling is optimistic as to the future for all that. A better tone is shown in contract prices, though spot coal does not show any greater strength. The strengthening of contract prices is a good indication of the fact that everybody is anticipating better times to come along this fall and winter. Nobody is disposed to make long-term contracts unless prices a little higher than those wanted for immediate delivery are quoted. There is not much spot coal on track at present and shippers are generally disposed to wait until they have regular orders for fuel before shipping in on consignment.

The steel industry is now putting up a much better front than some weeks ago, the larger plants running full time or close to it. It may take a little time to impart activity to other lines of business, but coal men feel that this fall will see renewed strength to many lines which are still dull. The lake movement of coal is light, but that of iron ore is heavy.

Buffalo Trade Briefs.

Herbert Milnes, of the Milnes Coal Company, Toronto, was a Canadian coal visitor here last week.

D. L. Tuttle, sales agent of the Philadelphia & Reading Coal & Iron Company, has returned from a week-end trip to Genesee, Pa.

L. A. Burnett, president of the Clifton Coal Company, and George D. Rowland of the Richland Coal Company, Wheeling, were here last week.

W. T. Roberts, western sales agent of Williams & Peters, has gone to Long Beach, on the north shore of Long Island, where he will spend some weeks.

J. A. Beam, of the Bader Coal Company, came up from the Allegheny valley to visit old associates a few days ago. The office of the company was also visited by F. L. White from the New York office, who was recently in charge of the Buffalo office.

The Lehigh Valley Railroad Company is planning to build big repair shops in this city at a cost of more than \$250,000. The company owns valuable property in this city which is available for the purpose and it proposes to engage in making extensive repairs to locomotives and cars here, as well as at Sayre, Pa., where the present shops are located. It is expected that 500 men will be given employment in this city.

The sale of the Buffalo & Susquehanna Railway is scheduled for August 23 at the Buffalo city hall. The property is to be disposed of in one piece and bidders must put up \$100,000 in money or certified check or a deposit of \$300,000 par value of the first mortgage bonds of the company. The sale includes franchise, equipment, real estate, shares of stock of the road and buildings along the line. The line is 84.3 miles in length. Sale is made by virtue of a judgment of foreclosure and under the auspices of George D. Crofts as referee. It was hoped until recently that a buyer would be found who would electrify the road, as there are a number of shipping stations dependent upon it for rail facilities.

Baltimore Trade.

BALTIMORE, August 19.—(*Special Correspondence*)—A period of undoubted prosperity is dawning for business of all kinds here, and for the coal trade in particular. War business alone that is pouring into Baltimore is of such a nature that the industrial wheels must hum here, and many thousands of tons of coal be contracted for. Most of this business has been of sudden growth and is entirely uncared for in existing coal contracts, so that a line of big inquiry is now expected to develop rapidly.

During the past week the biggest thing from an industrial viewpoint was the purchase by the Bethlehem Steel Company of the big Detrick & Harvey Machine Company here. The purchase price was \$225,000, and it is understood that not only will the plant in the city be utilized but a big factory for munitions manufacture will go up on the grounds owned by the company just outside the city at Bayview. The American Distributing Company has placed contracts for a \$1,000,000 plant at Curtis Bay to manufacture alcohol for high explosive use. With the Bartlett-Hayward Company plant working to complete buildings to handle a \$12,000,000 order, the Poole Engineering Company, P. Kennedy Foundry Company, National Enameling & Stamping Company, Davison Chemical Company, Mt. Vernon Cotton Duck Corporation and a dozen other big plants working night and day on war orders of various kinds, it would seem that nothing can stop a great industrial boom here.

Already prices are stiffening gradually at the mining centers. There is now no longer talk of taking orders for coal at any price to keep up organization. Shippers and consumers now have to do the bargaining with the mines, and not the operators with the takers of fuel. During the past week, while there was no big general jump in prices, both slack and coke moved upward. It is freely predicted that from henceforth there will be a general upward movement.

The increasing activity of the steel mills is undoubtedly telling on the coke situation. Best Connellsville seventy-two-hour foundry, six months, was quoted at \$2.35 to \$2.40. Forty-eight-hour was bringing \$1.65 to \$1.75. West Virginia seventy-two-hour was worth \$2.10 to \$2.25, with forty-eight-hour at \$1.60 to \$1.65.

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.85@.90	\$2.23@2.28
Run of mine.....	.75@.80	2.18@2.23
Slack .....	.60@.65	1.98@2.03
Somerset—		
Best	1.25@1.30	2.43@2.48
Good	1.10@1.15	2.28@2.33
W. M. R. R.—		
Freeport .....	.75@.80	1.93@1.98
B. & O.—		
Freeport .....	.75@.80	1.93@1.98
P. R. R.—		
Best South Fork.....	1.30@1.35	2.48@2.53
Miller Vein	1.10@1.15	2.78@2.83
Ordinary .....	.85@.95	2.03@2.13

Birmingham Trade.

BIRMINGHAM, ALA., August 19.—(*Special Correspondence*)—The most startling feature which has come to light to affect the coal trade was the announcement of the Interstate Commerce Commission, which granted many privileges the Alabama coal operators asked. Concessions were made which, while asked for, were not anticipated. The decision is far-reaching and will have a marked effect upon the trade in certain territory.

The general tone of the market is much more optimistic than has been the case for several months. This is true with all grades of coal, and, while the domestic coal trade has not yet shown any marked activity, it is expected that a heavier movement will soon begin. In steam coal, the trade is good and bunker business has shown some improvement.

In coking coal, the activity is very marked, and further demand for this kind of coal is soon to be increased by additional furnaces being put in blast.

The blacksmith coal trade is well in hand and good trade is still being carried on.

Coal prices have stiffened considerably in the last few days. One of the large producing companies, pursuant to large demand for its own need, has withdrawn from the market in both steam and domestic coal.

The following prices are for balance of August, subject to change for September:

	F. O. B. Mines.	F. O. B. Birmingham
3lb County Domestic Coal—		
Canaba fancy lump.....	\$2.50	\$2.80
Canaba No. 2 lump.....	2.25	2.55
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00

Run of mine Pratt.....	\$1.20@1.25	\$1.45@1.50
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut.....	1.75	2.05
Washed steam.....	1.35@1.60	Freight rate .30
Mine run.....	1.35@1.40	Freight rate .30
Jefferson seam steam coal—		
Mine run.....	1.15@1.25	Freight rate .30
Walker County domestic....	1.60	2.00
Carbon Hill lump—		
Horse Creek mine run.....	1.00@1.20	Freight rate .40
Shelby County—		
Montevallo domestic prices		
ranging	2.75@3.00	
Blacksmith coal, washed and screened, per ton,	\$2.00 to \$2.25	at mines, with different rates to various points.

Will Barge Coal.

Following receipt of formal permission from the United States war department for the use of the steel bridge over the Warrior river at Maxine, official announcement is made at the executive offices of the Tennessee Coal, Iron & Railroad Company that the company would barge coal from mines in the Edgewater and Bayview divisions down the Warrior river to New Orleans.

Negotiations have been under way between the Tennessee Company, the Southern and the Alabama and New Orleans Transportation Company for several weeks in this respect. It was desired, however, to load the coal onto the barges from a steel bridge on the Maxine branch of the Ensley Southern Railway near Maxine, and to do this the consent of the war department had to be secured.

The necessary arrangements will be completed by September 1st and the Tennessee Company will barge down the river about 10,000 tons of coal a month. The Alabama & New Orleans Transportation Company already has six self-propelled steel barges and has two more under construction. Each barge will haul about 800 tons of coal a trip.

Work is now to be started at once by the Tennessee Company on the construction of the chute at the Salters Bluff bridge and the first barge is expected to be loaded about September 1st.

Coal is now being barged down the Warrior by the Pratt Consolidated Coal Company in its own barges to Mobile and, at Cordova, on the Frisco Railroad, a switch and trestle is being built for the unloading of coal into the barges by the De Bardeleben Coal & Coke Company.

While there is no connection between the movement to barge coal down the Warrior and the decision of the Interstate Commerce Commission, which increases freight rates by rail on coal to New Orleans from Birmingham by fifteen cents a ton, the decision is generally accepted among coal men as meaning that the time will be hastened when the Warrior is to become quite a factor in the coal market to southern ports.

Coal operators of the Birmingham district were somewhat surprised Friday morning when they heard the news of the decision of the Interstate Commerce Commission, which allows railroads to increase the freight rate on coal into New Orleans and other Mississippi river points, Meridian, Vicksburg, and a few other places being excepted. The result of this decision will bring about a large volume of business down the river.

Heretofore the Munson Line's steamers for Uruguay and Argentine Republic have coaled at Pensacola, and through the efforts of the representative of the Pratt Company they have been induced to bunker these steamers in Mobile.

Secures More Tonnage.

The Punxsutawney Coal Mining Company of which Frederic Landstreet is general eastern sales agent, with offices in the Land Title building, Philadelphia, announce to the trade a joint sales agency arrangement with the Punxsutawney Coal Mining Company, Anita Coal Company, and the William Run Coal Company, as of August 1st. These mines are controlled by Mr. Barry Yates of Buffalo, and Dr. W. S. Blaisdell of Punxsutawney.

The active management of all three mines will be in charge of Dr. Blaisdell at Punxsutawney, Pa., and the sale of these coals will be pushed very largely through the Philadelphia office, as the coal naturally finds a ready sale in this territory. The tonnage represented by this arrangement amounts to, roughly, 350,000 tons per year of strictly high grade Punxsutawney coal. The Frances coal originates on the Buffalo, Rochester & Pittsburgh Railroad at Frances Mine, Pa., while Anita and Williams Run coal originate on the Pennsylvania Railroad at Anita and Horatio respectively.

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Effect of Rate Changes on the Retail Trade.

Within the next six weeks—the sooner the better—the retail coal dealer must decide and act upon a big and new policy. This need arises because coal rates have been changed and markets disturbed. He will feel the effect of this policy for six or seven months or until the end of the coal year. If his decision is right, he is going to make money. If his decision is wrong, he is going to lose money. Still he must decide one way or the other and upon what he does will depend the profitableness or otherwise of his business for this coal year.

Incidentally, every retailer must make up his own mind. No one can do it for him. That is, we can state the situation generally, but we cannot give any advice. Likewise the operator can state his position broadly, he cannot give any advice. That is, the situation is new to us and to them. None of us knows what is going to happen. Therefore, the retailer must think for himself and decide for himself.

The Interstate Commerce Commission has already decided four big rate cases. Soon it may have to decide a fifth. By these decisions rates have been ordered changed radically in three big sections. A pending case may end in a decision to change rates in the fourth section.

The changes ordered are radical enough to disturb seriously the market zone of many coals. They disturb the commercial prospects of many coal mining companies. As a consequence, the retail dealer's source of supply, hereafter, may not be the same as it has been heretofore; the freight rate on coal moving to his point may have changed the relative positions of competing coals to the point that the price of one coal will make it his natural leader, the quality being considered.

The thing for the retail dealer to do, therefore, is to study the new rates; to study the quality of the coal moving on those rates; to study the relative prices of competing grades at his point and to study the demands of his consumers. In this way only may he know what coal to buy.

Prompt Action Necessary.

This decision by the dealer should be made in the next few weeks because the new rates go into effect on September 30th and October 1st. He may want to buy some coals before that time. He may not want to buy other coals until after that time, still he must decide now what his policy will be to avoid buying certain coals at an inopportune time. He must know what coal to put in storage now and what coal the buying of which he should put off. But, before he can do either, he must have a pretty clear idea of what the future is going to develop.

While we do not pretend to advise, we can recite the facts from the retailers' point of view. That is the purpose of this article.

Anthracite Rate Reduction.

The Interstate Commerce Commission, in its decision of two weeks ago, revised the anthracite rates downward in the territory east of Buffalo and Pittsburgh. There is a minimum reduction of line rates to *keynote points in consuming centers* of fifteen cents a ton. The maximum reduction is eighty some odd cents a ton. The average of all reductions ranges somewhere between fifteen and twenty-five cents a ton. These rate reductions are to *keynote points* in the big coal distributing zones. The detail of aligning rates to intermediate points to correspond with the basing rates named, was left to the railroads. Whether the reduction is fifteen cents a ton or eighty cents a ton, there is a corresponding reduction to every point between the mines and that destination.

As to what effect this rate reduction will have on prices, we have two points in view. The Interstate Commerce Commission clearly indicated in its report that it *was not striving to reduce the price* of anthracite coal at destination. It seems to have accepted as proper the anthracite prac-

The Future Is Uncertain But the Retailer Must Guess Soon Whether Prices Are Going Up or Down or Remain Stationary—The Result.

tice to name a *delivered price*. The Commission seems to have expected that this practice would continue. Therefore it seems to have expected that this price would not be changed. The decision was accordingly addressed more to a division of that price between the railroad and the operator than it was to a reduction in it to the retailer or user. That is, it seemed to desire that the operators should get in future a larger percentage and the railroads a smaller percentage of the delivered price. It wanted to increase the percentage received by the operators that the "independent" might as readily make money as have "the companies."

If that view should prevail, the delivered price would remain unchanged.

Competition a Factor.

However, there is another possibility. The "independents" and "the companies" compete vigorously in all of the eastern markets. The commission can give these operators a chance to make a bigger profit but it cannot say that they must. Therefore each coal company, whether "independent" or railroad-owned, is at liberty to share the rate reduction with the retail dealer or even to give him the whole of it. That is, the operator can accept, if he choose, the same mine price that he has been getting heretofore and can reduce the delivered price. That is to say, a new commercial force has been introduced into the anthracite coal trade. It is quite likely to change things around.

Before the new rates go into effect on October 1st, the retailer must decide what, in his opinion, anthracite prices are going to be. If he decides that competition will force the price of anthracite coal down, he must decide to buy cautiously for awhile. If he decides that the delivered price is going to remain the same, he will decide to get his coal in now to avoid the rush of orders which others will place later. We cannot say what is going to happen. The operators cannot. This is so because we do not know and the operators do not know. It must be a guess at best and since the retailer is the one most concerned, he must do the guessing.

Influence on Grades.

This is a vital matter for this region. In certain sections of the east, anthracite and certain grades of bituminous coal are highly competitive. Bituminous coal, to overcome the prestige of anthracite, has been sold at a ridiculously low figure. The price has in fact about reached an irreducible minimum. As the result of a long campaign, anthracite and bituminous coal have found about their competitive level under the old prices. The growth of bituminous has depended on the installation of new coal burning equipment. Naturally a reduction of fifteen or twenty-five cents or more in the price of anthracite coal would be likely to throw the market out of joint in this particular. It might easily result in a rebirth of anthracite demand in the east and therefore in a postponement of the final supremacy of bituminous in that territory. The determining question is: "Do the anthracite operators as a whole feel disposed to gain tonnage at the expense of price and at the expense of competing coals?" So, the decision of the retailer on this point is sure to prove vital. It must influence his whole program of purchases.

Western Anthracite Rates.

Anthracite coal moving to the west of Buffalo takes two routes:

One is from the mines to Buffalo and the lake route to far western destinations.

The other is by all rail from the mine to Ohio, Indiana, Michigan, and Illinois and through Chicago to a big territory to the west and southwest.

While these two routes are distinct, they are competitive. The transportation charges by lake being the lower, the lake route dominates the western coal trade.

The decision of the Interstate Commerce Commission was that the rates from the mines to Buffalo are not to be disturbed. That is the keynote of the whole lake situation. The lake carrying charges are not fixed by the Commission or by the railroads; neither are the dockage charges at Buffalo nor at the upper lake ports. Therefore, the rate to the upper lake docks has not been disturbed by this decision. As will be brought out in another place, the rates on anthracite coal from the upper lake docks to interior points have not been disturbed. Since the rates are the same as heretofore, there is every reason to expect that, by this route, the delivered price will be the same.

On the *all rail trade to the west* the Interstate Commerce Commission leaves undisturbed the rates from the mines to all points in Ohio, Michigan and Indiana. Therefore the delivered price in all of that territory will be the same. However, the Commission grants the plea of the railroads that there shall be an increase of twenty-five cents a ton in the rates to Chicago and therefore in the rates to all points reached through Chicago by all rail.

A Conflict of Rates.

Chicago is a lake port and a rail center, hence, two transportation routes are open to its shippers. By the water route, the rate is unchanged. By the rail route, the rate is twenty-five cents a ton higher. Which of the two rates is going to govern? Can the coal agencies expect to do business at two prices, one of which is twenty-five cents a ton higher than the other? Will they move up the lake price to meet the all rail price? Or will they cut the all rail price down to meet the lake price? Those are the leading questions.

West of Chicago we have this situation? Part of the territory is served by the dock companies. The rate there being the same, they can be expected to charge the same delivered price as heretofore. In another section, however, the dealers get their coal all rail and the rates have been advanced twenty-five cents a ton.

Are we going to see the western territory split into two zones on anthracite and governed by two different rates? That is, will a line be drawn straight west from Chicago, for example, and will be coal be sold in territory north of that line at twenty-five cents a ton less than in the territory south of that line?

A Point in Competition.

Before answering that question a different commercial factor must be considered. Anthracite coal in this territory is in competition strongly not alone with various grades of bituminous and semi-bituminous coal, but with an ever-increasing flood of coke. If coke were not a factor, anthracite might be able to meet the competition of bituminous and semi-bituminous coal even while adding twenty-five cents a ton to the price. This is so because the only coal which approaches it in quality moves at a relatively high rate.

But, coke is produced now at points near the market and the rate is low. Also, since the cities must have gas, and since to get gas, bituminous coal must be treated, the resultant production of coke is large. It increases proportionately to the growth of cities. This coke naturally must be sold.

The growth of the steel business is not rapid enough to absorb in furnaces and foundries all of the increasing production of coke. That compels the coke operator to fall back, for a market, upon the retail trade. Thus anthracite coal is

finding a stronger and stronger competitor each year.

The relative merits of the two fuels is not a governing factor. Instead, the necessity of the ovens to find a market for its coke product is ruling.

On this account, we cannot tell the dealer what the price of anthracite will be tomorrow. Candidly, we do not believe the operators can. The retailer will have to weigh all the evidence and make up his own mind. The only thing we can do is to give him the facts and the possibilities as is here done.

Bituminous Rate Increases.

Another decision recently handed down by the Interstate Commerce Commission gives the railroads the right to increase rates to all points west of a line drawn north and south through Chicago and east of the Rocky Mountains. This allowed increase can be checked in on September 30th.

A great many things have to be taken into consideration by the retailer in deciding what is to be his attitude towards various offerings of bituminous coal.

The first one is: The railroads have the right to check in this advance but *they do not have to*. Some of them are disposed to do so. Others are on the fence and may decide on no rate advances at all. There is thus introduced an element of uncertainty. What will happen?

Second, the railroads proposed and the Interstate Commerce Commission allowed a rate increase of ten cents a ton on coal from western mines to the Twin Cities. All intermediate points, of course, carry a corresponding increase. However, the railways moving coal from the docks to the same destination did not propose and do not get any increase in rates. Therefore there is an unequal advance and it amounts to a differential against the coal from Illinois and Indiana.

The north line of Iowa has been considered the north line of the natural selling zone of Indiana and Illinois coal. Beyond that, for a certain distance, it has been a tug of war as to which coal should rule the market—the eastern coal or the western coal. Still further north is another line beyond which Illinois and Indiana coal could not go and hence beyond which dock coal has predominated.

The differential against Illinois coal changes this map. That is, the north line of the natural market may be further south than the north boundary of Iowa. The zone where there has been a tug of war may be smaller. The territory in which dock coal predominates may extend further south.

There are two possible actions for the retailer to take. One is to buy western coal now before the advance takes effect and therefore to get his winter supply of coal moved at a lower freight rate. This gives six weeks practically in which the retailer can stock up.

The other is for him to wait until the freight rate has gone into effect and to expect, as a result of the narrowing of the market zone of western coal, a reduction in the mine price.

As to what to do, we cannot advise. Candidly the operators cannot because neither we nor they know what is going to happen.

Another consideration is that the Interstate Commerce Commission also granted the Birmingham operators some increased differentials against Illinois coal. To a greater extent than in the northern case, the market zone of the Illinois operators has been abridged. While the territory effected is larger, the volume of tonnage moved into that zone has not been quite so large. The effect in the south has been to restrict the possible market rather than to take away business already enjoyed. Will this act to reduce prices because the same volume of tonnage must be sold in a smaller territory?

The Ohio Rate Case.

There is a rate matter in Ohio which may give the Ohio retailers, and incidentally those in the west and northwest, quite a good deal to think about. No decision has been made so far, but it must be made soon.

The mine workers succeeded, both by a strike and preferential legislation, in getting an increase in the Ohio mining rate. This threw the operators out of line in a big selling territory. Naturally this curtailed the work which the miners had to do.

To offset the loss of work, the miners' union attacked the whole rate fabric in Ohio. They took into consideration that Ohio mines, with few exceptions, have no market in Ohio's two

big cities—Cleveland and Cincinnati. Also, Ohio operators have lost much lake business because West Virginia mines are, they say, more favorably situated as to mining and transportation rates.

To win back their work, the union attacked the rates. They have asked an increase in differential in favor of Ohio mines of about twenty-five cents a ton. If these claims are allowed, it will mean new markets for Ohio coal in Ohio, and cheaper Ohio coal in the northwestern territory.

Since Ohio and Pennsylvania are considered as part of the same coal producing area, what is true of Ohio will be true of Pittsburgh coal.

If we extend this rate readjustment, as it must

A Point Or Two About the Car Situation.

A number of railroad men and quite a number of coal men have been and are predicting that we are going to have a pretty serious car situation this fall. They are predicting that the railroads are not going to be able to move the traffic offered them and that we are going to have, in reality, a shortage of coal or just barely enough coal to keep the country going all through the winter.

This talk of the car shortage is one of our old friends. It comes around about every season. Sometimes there is a good deal of truth in it; at other times it is—well some one starts it who wants to sell coal early and at low prices instead of selling it late and at high prices. The immediate question is:

"What is the situation this year?" Are cars likely to be short, or is this a bit of grand army talk?

A few facts may help to clarify that situation. Railroads, according to their own statements, have for the last three or four years been about as poor as Job's turkey, which, it will be remembered, was so lean that it had to lean against the fence to gobble. The railroads are now saying that they are and have been so poor that they cannot even ask for an advance in rates unless somebody gives them the money for the postage to send the letter to the Interstate Commerce Commission. Of course, we all pity the railroads found in that position, but they have nothing on the coal trade.

However, their poverty has had some influence upon their attitude toward track facilities, cars, engines, and the like. Whether their poverty is in part or in whole a stall, the real truth is that they have not been spending money to put down new tracks, to repair their engines or to keep their cars in tune.

If depreciation on a car is ten per cent a year and if we have had no material charges to repairs in three years, it means that the rolling stock of the railroads of the United States is, at best, about seventy or eighty per cent of nor-

mal. This means that the railroads can only handle at most eighty per cent of the business that they could when the equipment was in good condition.

That would be all right if the railroads only had eighty per cent of the traffic to handle. But, unfortunately, coal cars are devoted almost exclusively to the coal trade. Instead, therefore, of only having eighty per cent of the normal tonnage of coal to move, the railroads are going to have at least 100 per cent of the normal movement of coal this fall. This means that the railroads are going to be twenty per cent behind.

However, the fact must not be left out of consideration that no storage coal has been moved this summer for domestic use, therefore the railroads must move the storage coal at the same time that they move the coal for current consumption. Therefore in September, October and November the railroads are going to have to have about 125 per cent of the normal traffic in coal. They are going to try to do this with equipment which has only eighty per cent of its normal carrying capacity. This simply means that the railroads are going to be away behind on the movement of coal and that there is really some truth in the statement of the railroad officials that a car shortage is evident.

In view of this situation, one other fact must not be overlooked. The export movement of coal is 100 per cent above normal. Any month now, it may be 200 per cent above normal. The expected export movement will take at least 50,000 cars constantly employed. The railways have no time to construct that many new cars, so these 50,000 must be withdrawn from the regular channels of trade. This simply serves to lessen the carrying capacity of railways from the mine to interior points and to the same extent suggests a car shortage which now seems so imminent.

Under the circumstances it is not wise or safe to delay any longer than is absolutely necessary the purchase of coal for storage.

Importance of Coal Receiving Facilities.

Few retailers appreciate, but nevertheless it is true, that the coal consumers' facilities for receiving coal are of as much importance to him as is the equipment of his yard.

That is to say, it solves only half of the problem for the retailer to equip himself to unload quickly from the cars and to load it quickly into his wagons and then to move it quickly through the streets. All of this effort for speed may be nullified in part by poor facilities for the receipt of coal at destination.

So long as the householder is not equipped to receive coal quickly and easily, the retailer is butting his head against a stone wall when he tries to save time. He is going to elaborate expense to speed up deliveries only to have his best efforts vetoed by an indifferent householder.

Poor facilities for receiving coal do not take away all the benefits of the efforts toward quicker delivery, but they do take away about half of the result which the retailer is striving to get.

The situation is rather difficult for the retailer to handle but not impossible. No householder wantonly makes coal delivery difficult or slow. He just doesn't think about it. In fact few, if any, householders know that they are costing the retailers money by having no place in which coal can be delivered quickly. It is a point which, perhaps, has never been called to their attention.

New house, new office buildings and the like are going up almost every day. Architects are

busy all the while in designing new places where coal is going to be burned and must be received. The retail dealer, by working with the householder and by working with the architects, can in a very short space of time make considerable headway in simplifying this costly proposition. When they realize that to provide no easy place to get in coal may mean as much as one-half or one-third the whole delivery cost on coal, the householders and the architects are going to pay some attention to providing better places. Our advice to the retailers, therefore, is to get busy in an effort to improve the facilities for receiving coal. Perhaps a little local association work along this line will do a lot of good.

The average retailer, this year, has had first rate example of what current facilities mean. The driveways into the yards have been too light or too soft to accommodate his heavy equipment. Therefore he could not make delivery at all. This has so slowed down the movement of coal that it is going to cost a whole lot more of money later because of congested traffic.

The ocean tug Lackawanna, owned by the Delaware, Lackawanna & Western Railroad, and chartered to the J. B. King Company of New York, was recently sunk in Vineyard Sound, about two miles west of Handkerchief Lightship, by being rammed by a barge. Two lives were lost.

How to Strengthen Local Coal Trade Conditions.*

When we refer to "local conditions," we mean those that exist right at home, and I do not believe they vary much throughout the United States. What pertains to one place will come pretty near fitting in any other point where there is any coal business.

As a salesman in a part of the country where coal is at present looked upon as a nuisance and a burden, I am compelled, under present conditions, to almost continually foster a grouch. The coal salesman, under present conditions, in order to bring in the business must first hypnotize the customer to make the sale, and a little later on, overpower him to collect the money for it. What an improved condition it would be to outline and carry out a policy by which it would be possible to create and maintain a state of affairs that would make our customer a desirous buyer whose requirements we would delight in satisfying!

You will agree with me when I tell you that I know numbers of wholesale firms who are conducting their business just as if they expected to suspend operations at the end of the present month. Of course, they don't quit, but they certainly act like it and, at that, they manage to finish the year. And I can describe how an outlined policy would help them by recounting to you an item I once read in a Chicago paper referring to a citizen of this city, who lived his whole life here and died at ninety-three years, and I thought at the time, "What a remarkable age he would have reached had he lived any place else!"

Consigned Coal.

One of the present-day evils is consigned coal. This, I consider one of the worst handicaps that is placed upon the satisfactory disposition of coal. Its tendency is to place the selling department entirely at the mercy of the trade. The slightest change in the weather dumps a lot of coal on the market, and the influence of demurrage starts a demoralization that only ends in the other extreme of no coal and a weak market.

This glut has the tendency to place the coal into a bad account and you can't force the collection for the reason that you have placed yourself under obligation to the customer when you plead with him to take coal he didn't want, and which he had to unload at an otherwise unnecessary expense.

How much safer for the sales department that the trade be taught to estimate its wants for the month at least, and order with the explicit understanding that it is to take approximately the amount agreed upon. This cannot to any extent injure the customer, because if he is a user of the coal, he should be prepared to store a reasonable amount of it; and if a dealer, he should educate his trade along the same lines. There has not been in the last decade one case where a reverse order of things benefited the jobber one dollar's worth. It is unfair for the trade to ask jobbers to keep a string of loaded cars on hand and on demurrage just in order to satisfy its whims or in order to cater to every change in the weather.

Adjusting Claims.

A besetting evil of the present time is the practice of adjusting claims made by customers for shortage and damage in coal before the status of same is established with the common carrier. I am safe in the statement that unsatisfied claims to the extent of enough money to run an ordinary business will be found upon the books of every jobber within the sound of my voice. One of the greatest improvements that can be made upon present conditions would be to insist that customers fight their own battles with the railroad companies.

Allow me to refer to the custom that prevails in paying freight and adding same to the account. As soon as a car of coal arrives, the jobber is asked to pay the freight. It used to be the *last* thing he did—but you bet that has all been changed in our town, and it is now the first thing he does. And, not only that, but he must guarantee the car service and the switching; then sometimes the freight collection bureau collects from the customer, and one of them has a devil of a time getting its money back.

Railroad companies, the Interstate Commerce Commission, the banks and the legal department have decided that an expense bill is just a sight draft and means cash; and when you pay a freight bill for a customer, you simply loan him

*Part of an address before the National Coal Convention in Chicago.

†Of the Midland Coal Company of Kansas City, Mo.

By H. C. McKinney.†

It Is First Necessary to Know What Is Wrong Both in Wholesale and Retail Methods and to Get Each to Correct His Own Practice.

money without any hope of interest. Then if you don't send him out the expense bill, he is prone to accuse you of raising the weights on him. I say let's quit paying freight.

Credit Conditions Bad.

Credit conditions are bad. Our invoices specify that a car of coal should be paid for by the tenth of the month following the shipment; but how much are you carrying that is ninety days or four months old, and scaley besides?

Thirty selling agencies in our town, and customers owing all of them, and up to three months ago each jobber imagined he was the only one. Companies carrying one hundred thousand dollars on their books are making somebody a present of six thousand each year, which would make a nice little profit.

So far in this paper, I am sorry to say, I have only referred in a weak way to a part of the unsatisfactory conditions of the selling agencies. And perhaps you are tired of it. But I am sorry to say that the local conditions of the retail coal man are fully as bad, if not worse than what I have already described.

Irregular Shipments Bother.

Irregular shipments of coal are robbing the retail dealers all over the country of a large per cent of trade to which he is undoubtedly entitled. There is positively no excuse for selling coal in car load lots to men and concerns who have to be served by drayage. The status of a steam user is easily defined, and if his business is not of such importance as to justify a switch, and he has the coal hauled to his building or his place of business with teams or trucks, then he should buy it from the man who is equipped throughout the entire year to take care of him. I have noticed that the majority of men who try to go by the retail dealer and buy coal by the carload and at carload rates, are the greatest kickers against mine weight as a basis of settlement.

The wholesale man who asks for the dealer's business should not attempt to get his business

away from him by selling to the customer who legitimately belongs to him. This is an evil existing in the present condition of the retailer that this national association can deal with directly, and the position it takes on this subject will have a great deal to do with the support that will come from the retail dealers throughout the country.

In my work organizing coal clubs in towns, the first question asked me is, "How can we stop coal coming here direct to consumers?"

Official statistics show us that domestic coal represents fifty per cent of the tonnage of the United States, and with these facts in view, I believe we should consider seriously how to raise the standard of the business of the retail dealer. We can best do this by more thoroughly educating them in business methods.

One of the shortcomings of the average retail dealer is his ignorance in figuring his costs. His bookkeeping is thought by him to be complete when he fills his ledger full of open accounts with his customers and his wholesale house, when it is really but a small part of true accounting. A man may be satisfied in his own mind that he has a grievance, but if he is ignorant of the proper procedure to establish the evidence, it will avail him nothing with the claim agent of a railroad company. Technical information must be acquired—not that it is intricate or that it requires the sharp practice of a lawyer, but it must follow lines drawn by railroad rules, which are backed up by the Interstate Commerce Commission and the legal department.

A thorough understanding of the various papers read in this national convention, and a following up of the points made, and the theories put into everyday practice, would so revolutionize this vast army of retail coal men that the business would take upon itself such dignity as to make it worthy of one of the greatest gifts God has bestowed upon mankind.

What the retail dealer throughout this country needs is business education, and this education can best be acquired through the best offices of organization. And my plan for organization is to start at both ends and work toward a meeting point. Local organizations (or I call them "coal clubs") more quickly get to the hearts and to the minds of country dealers. They know their own needs and in conferring with each other, they can soon devise a way of securing the right help. At the other end is the National Coal Association which can, through trade journals and by personal correspondence, disseminate information necessary to the building up of coal ethics.

Gas Companies and the Domestic Fuel Question.

The retail dealer, accustomed to being classed with the ice man, is likely to wake up one of these days to find himself a partner of the gas company. This is so for the reason that the gas company will have a domestic fuel for sale and the retailer will have the organization for selling it. The two very naturally are going to work together because they will belong together.

The gas company is organized mainly to produce illuminating and heating gas. In order to supply gas, it has to treat coal. As it treats coal to get gas, it naturally gets a by-product of coke—and a few other things—which remain on its hands for sale.

There is where the retailer comes in. He is going to have to help sell this coke. That time is coming pretty rapidly for this reason. It costs about a million dollars to build even a small by-product coke and gas plant. One of even fair size costs a couple of million dollars. The valuable products from that plant are the gas and the coke. The gas rates are fixed by the legislature or the city council and usually they are not liberal. To get a profit out of the gas plant, the coke also must be sold at a pretty fair figure.

Heretofore the coke has been disposed of mainly to foundries, blast furnaces and steel mills. The steel mills are now using gas largely and that curtails the consumption of coke. Not enough new furnaces and foundries are being built to consume all the coke that is being produced in ever increasing volume. And so, a new market must be found for it. The natural suggestion is that it can be used as a domestic fuel. So, the crushed sizes of coke are being offered to the retailer and through him to the public. The furnace and foundry market is already overstocked.

The big point for the retailer to remember is: The gas companies will go a certain distance only along the old line before they find that they have adopted, perhaps, a wrong policy when they made their coke primarily for the steel trade and then tried to sell the left-over sizes to the domestic trade.

They are going to find, before long, that what they really want is first gas and after that a satisfactory domestic fuel. So we are going to get gas on one side and a new smokeless domestic fuel on the other. We will still have the manufactured fuel, but it will not be a metallurgical coke crushed down to sizes which meet the domestic demands.

When the time comes—indications are that it is almost here—the retail coal dealer will be a direct agent of the gas company in distributing this manufactured fuel or he will find the gas company in competition with him. The only way that the retail dealer can avoid having the gas company as a competitor, is to start out now and prove a more efficient distributing agent for the gas company's by-product than that concern can be for itself.

This article is not written to advertise coke. Rather it is intended solely to give the retailer a tip as to what may be good business policy.

Julian B. Huff, president of the Latrobe-Connellsville Coal & Coke Company, has announced the appointment of Messrs. B. Nicoll & Company as sales agents for the distribution of the coal produced by the Latrobe-Connellsville Coal & Coke Company, whose mines are in the famous Pittsburgh vein, in the neighborhood of Latrobe, Pennsylvania.

Prices of Feed for the Retailer's Horses.

Recent inquiry among dealers in feed indicates that prices, on the 15th of August this year, were ten to twenty-five per cent above what they were on the 15th of August last year.

At that time a year ago they were from fifteen to fifty per cent above what they had been before the European war was declared.

Quite a number of feed dealers, consulted on this point, made the prophecy that before the winter is over prices of all feed will be higher than they are now. Some say that they will be twenty to thirty-five or possibly forty per cent higher than they were on the first of September last year.

There is, perhaps, some very good reason for this rise in price. The government reports have indicated a bumper crop of all cereals. However, the only grain on which the report was at all definite was wheat and that is not considered, commonly, as a feed for horses. The oats crop, it is true, is large, but it is not as big as reports have indicated. Plenty of oats were grown, but a big percentage of it is damaged by the continuous wet weather.

Plenty of off-grade oats is on the market and the price seems to be reasonable. However, the oats are wet. Even when bought at a low price they have to be treated by being dried out or in some other way to remove the moisture. If this is not done they will mildew and spoil. The cost

of treatment, of course, increased the purchase price.

Also, the oats are fully a month late in coming to market. The farmers could not move them because the roads were too wet to permit haulage. The farmers had a very good sized crop but they had no way of drying it out and therefore a good deal of the crop was spoiled by being mildewed. This is going to subtract appreciably from the total yield. That, in itself, will make the price higher.

Further, the corn crop is decidedly late this year. In some places the farmers had to plant the second time in order to get a crop at all. The second planting was so late as to make it uncertain whether a mature crop could be ready before frost. Many farmers do not care whether they have a marketable crop of corn or not. They can gather the fodder and some corn and grind it all up and put it into a silo to be used for feed for their own stock. However, this is not going to satisfy the city demand, which must have the mature and the dried corn.

For these reasons, the feed dealers are predicting very high prices for feed this winter. If high prices rule, of course the retailers will have to pay. The point is that this is going to increase the cost of delivering coal and the retailer is not safe unless he increases his price in order to cover this larger cost.

The Retailer and the Coal Storage Movement

Customarily, at this time of the year, the operators want to know about how much coal has moved to retailers and through them to the householders for the summer. They naturally want to know because upon that will hinge the operators' prices for the winter months. If the retailer has moved little coal, the operators expect to get a good price. If the retailer and the householder jointly move a lot of coal, the operator knows that he is going to have a slim year.

This year, the number of inquiries coming to us have been unusually large. The operators wanted specified information. Consequently, we have tried to get an idea of what is going on. We have inquired in detail about the territory west of Chicago and extending north to the Canadian boundary.

In that territory, we find that the retailers have stored about seventy-five per cent of the normal amount of anthracite coal, but not to exceed thirty per cent of the normal amount of bituminous. Several operating companies, basing their statements upon their own figures and those obtained from their neighbors, make the statement that the retailers have not stored more than fifteen per cent of the bituminous coal they normally do. Some retailers have stored none at all. As a result, we believe that it is carrying conservation to the utmost to say that as much as thirty per cent of the coal normally going into storage in the summer months has already been moved.

This is going to give the retailer something to think about for the next three or four months. The weather has been wet and the roads soft, hence the farmers have not done very much hauling. Therefore the farmers still have to take their coal.

Money has been short and very few persons have been planning the future with any hope or

courage. Consequently, even among the richer class, the storage movement this year has been very small. For that reason the retailer has bought very little. The coal is still to be moved.

Also the operators had lost quite a lot of money because they had lost business. The fact is their steam trade was not up to the normal and they were losing more money than is customary in summer. They did not care to compound their losses by cutting prices on the coal sold to the retailers. Hence the domestic coal prices have been higher this year than they have before. Because he has been in rebellion against these higher prices, the retailer has not bought much coal.

These are the facts in the case and now the question:

"How are we going to get this coal to the retailer and from him on to the consumer in the busy months which are just ahead. In September, October and November the retailer normally has about all he can do. This year he is going to have the regular volume plus a lot of this storage coal to handle. There is only, in the winter, one slow month and that is customarily December. Still the retailer does not close down his yard for December; he merely has a little surplus time in which he can move some coal. That is the only time this year that he is going to have to catch up on the business that he should have been doing all of this summer.

All things considered, the slow storage movement of the last two or three months does not give the retailer a very encouraging prospect for the next two or three months. It seems to mean long hours, hard work and a tremendous strain on his delivery equipment if he is going to do the normal volume of business.

This is unfortunate for the retail system as a whole, for it makes such a splendid opening for the "snow-birds."

Getting Coal Through Congested Terminal Yards.

Sometimes the retail dealer wonders what is delaying the coal which he ordered shipped from the mines and which takes such a mighty long time to get to him.

He figures the distance from the mines to his yard. Then he figures what he could do with an automobile or an auto truck covering the same distance. When the coal takes three to five times as long to travel by railroad as it would to travel over the country roads, the retailer begins to ask questions. Sometimes he puts these up to the wholesaler or producer. When he asks those questions, it is always with an inflection in the voice which indicates that he does not believe that the operator is telling him the whole truth and nothing but the truth when he says that the fault is with the railroad.

Nevertheless, it is true that a railroad can move a car at the rate of 250 miles a day or more between cities. Still, the slowing down of the movement through the terminals is so great that the average movement from mine to destination is at the rate of only twenty-five or thirty miles a day. In fact, the latter is the record figure of the United States.

A recent example indicates that the delay is not always caused by the congestion of these terminal facilities. Sometimes it may be caused by the fact that railroad men in charge of the terminals are not actively on the job and are not watching the shipments.

For example, a Chicago wholesaler sold a carload of coal to a dealer in Maywood, Illinois. The coal originated in West Virginia—a good 500

miles from Chicago. It covered that distance in exactly seven days and, therefore, negotiated not only the cross country haul but all of the division terminals en route. It got up to Chicago and was still fifteen miles away from destination. It took the Chicago railroads *nine days* to get the car that final fifteen miles.

The consignee in question happened to have a need for the coal. The producer in question had no more business than the law allows and was thankful for the order. He wanted, of course, to give the retailer service. After a delay of seven days, a skilled railroad and coal man was put on the job to trace that particular car. He was on the telephone *for exactly two hours before he could get any information as to where the car was.*

He called first the railroad which was to deliver the coal to destination. He had to make three calls before he could get in touch with the party who was supposed to know anything about the car.

Then he was referred by him to the belt line, from which that railroad was expected to get the car. It took two telephone calls to get the party there who knew anything about it. He in turn disavowed any knowledge of the car but passed the inquirer on to another belt line.

There two more calls were necessary with the same result—nobody seemed to know anything about it.

He was finally referred to the Illinois Central which was to deliver the coal in Chicago. After two or three calls there, it was finally discovered that the coal had been transferred to the belt line which had just claimed no knowledge of it. Only when the car tracer was able to dig up the name of the conductor and the number of engine, etc., that pulled the car to the first belt railroad was he able to get any information from that railroad at all. Then, the information was that it had been passed on to the second belt.

Confronted by such specific information, the second belt finally acknowledged receipt of the coal and said finally that it had passed on to the railroad that was to make ultimate delivery.

That is, in dull times, when the railroads are not congested with traffic, everything was running at loose ends and coal was delayed which should have been rushed through in short order. Because of loose railroad discipline it had taken, up to that time, more than seven days to move one car fifteen miles. Before it got to the final destination it was nine days. That meant sixteen days from mines to destination, whereas the originating roads had hauled the coal over 500 miles in seven days.

This is one of the reasons why the retailer's coal is often much longer in getting to him than he things it should be.

Government Gets Refund.

DENVER, August 23.—(*Special Correspondence.*)—Following the settlement of a case long pending between the government and the American Smelting & Refining Company, the sum of \$112,766.88 was paid a few days ago by the Guggenheims. The sum named was payment for coal taken from mines at Aguilar and Cokedale, which were said to be part of the coal lands obtained by the Guggenheim company fraudulently.

In addition to the above cash settlement, 3,475 acres of coal lands have been returned to the federal government on the ground of being obtained through fraud.

Two hundred and five acres of land have been sold by the government to the company. The land is covered with expensive buildings and the government did not wish to cause unnecessary loss, so it agreed to accept payment for the 205 acres on which the buildings had been erected, and which are near other lands which are not involved in litigation. To acquire perfect title to the lands which have passed back to the government, the smelting company must buy the tract outright.

There were two suits involved, one in equity to compel the return of the coal lands and to cancel patents; the other a law action to compel the company to pay the government for the coal already mined from the land in dispute. The decree was entered by Judge Trieber of Arkansas.

The annual distribution of coal contracts by the Baltimore and Ohio occurred the past week. About 6,000,000 tons are now under contract for delivery to the road. The Consolidation and other large shippers along the road got the most of the order, as is the usual custom.

Making a Record With a Small Truck.

The Getzinger Coal Company, of Chicago, believing that a motor truck would pay on small as well as large tonnages and on short as well as long hauls, recently made an experiment using a two-ton Autocar and a two-ton Lee loader. My attention and interest were from the small dealer's standpoint, and whether or not such equipment as described above was going to solve the problem confronting the small dealer who doesn't think his business warrants his buying and using a large motor truck and installing extensive loading facilities.

I was out at the Chicago & Northwestern, Montrose boulevard team track before the loader was hauled into position beside the car of coal and before the truck had received its first load. I saw a Lee loader, which has been previously described in the paper, placed beside a car of lump coal, and three men set to work throwing coal into the hopper. It required about ten minutes for these three shovelers to fill up the hopper, which was of two-ton capacity, and required about thirty seconds for the dumping of the coal from the hopper into the truck. The truck started out at 8:35 a. m. and returned in six minutes, after making a complete round trip of seven-eighths mile, weighing and dumping the load included. The following is a record of the work accomplished by the loader and the motor truck during that day, August 17.

MOVEMENT OF COAL FOR GETZINGER COAL COMPANY FROM RAVENSWOOD TEAM TRACK, CHICAGO, TUESDAY, AUGUST 17, 1915.

Load No.	Load No.	Load No.
1 Out 8:33	17 Out 11:44	33 Out 4:40
In 8:41	In 11:53	In 4:49
2 Out 8:46	18 Out 11:56	34 Out 4:53
In 8:54	In Lunch	In 5:02
3 Out 8:59	19 Out 12:45	35 Out 5:07
In 9:05	In 12:59	In 5:16
4 Out 9:07	20 Out 1:08	36 Out 5:18
In 9:15	In 1:20	In 5:36
5 Out 9:19	21 Out 1:25	37 Out 5:39
In 9:25	In 1:31	In 5:49
6 Out 9:30	22 Out 1:37	38 Out 5:50
In 9:36	In 1:50	In 6:01
7 Out 9:42	23 Out 1:53	39 Out 6:07
In 9:52	In 2:08	In 6:15
8 Out 9:53	24 Out 2:19	40 Out 6:19
In 10:03	In 2:26	In 6:27
9 Out 10:09	25 Out 2:30	41 Out 6:30
In 10:15	In 2:43	In 6:42
10 Out 10:19	26 Out 2:46	42 Out 6:45
In 10:25	In 2:58	In 6:53
11 Out 10:30	27 Out 3:02	43 Out 6:59
In 10:48	In 3:16	In 7:07
12 Out 10:49	28 Out 3:17	44 Out 7:10
In 10:56	In 3:32	In 7:18
13 Out 10:57	29 Out 3:39	45 Out 7:22
In 11:05	In 3:52	In 7:30
14 Out 11:10	30 Out 3:53	46 Out 7:42
In 11:20	In 4:01	In 7:50
15 Out 11:21	31 Out 4:07	47 Out 8:15
In 11:30	In 4:21	In 8:30
16 Out 11:33	32 Out 4:26	48 Out 8:40
In 11:43	In 4:36	

Average length of trip, 1.65 miles.
Labor cost, exclusive of driver, \$8.64.

Let us compare this method of loading and

hauling coal with the customary throwing of coal directly into the wagon box and delivering it by teams. With the ordinary means of loading and delivering coal the team could only have hauled and delivered fifty tons of coal at the outside, taking in the fact that it would require thirty minutes for the team to make a trip of seven-eighths mile weigh, and unload. During this thirty minutes the shovelers in the car would be idle. Figuring eleven hours a day, the team would have made twenty trips and with the ordinary wagon box of two and one-half ton capacity making a total of about forty-five tons of coal. The motor truck and loader hauled ninety-six tons of coal with the same number of shovelers in the same length of time, with an increase of haulage capacity of about sixty per cent.

Comparing the use of this method of equipment with that equipment of the ordinary motor



Getzinger's Two-Ton Auto Car

truck user of throwing the coal directly into the truck, it would have required twelve minutes at least for the truck to receive the load and the same time in making the trip. During the twelve minutes while the truck was making the trip the men would be idle, whereas if they had been throwing coal into the loader and the truck could have driven up and received its load in thirty seconds, the truck would have made at least two trips while the men were idle waiting for the return of the truck.

Therefore, the use of a Lee loader and a two-ton truck made possible twenty-eight more trips than could have been made by teams and seventeen more trips, a movement of thirty tons or nearly fifty-five per cent, greater than could have been accomplished by the ordinary use of motor trucks.

TRAVELER.

Now let us look at this "ad" from the coal buyer's standpoint. For instance I'm a coal buyer, and coal is something I cannot afford to or do not want to run short of. The minute I see my coal bin getting empty, I hustle up, and see that it is immediately filled or that there is an adequate supply on hand. Maybe I've had trouble in getting coal when I need it, and in always getting coal as good as the last lot. If I have experienced that trouble, then "Dependable Coal" will attract and interest me, and I will read on and find out the name of the company offering that dependable service and reliable coal.

But suppose I have never had any trouble in getting coal when I want it and how I want it. Then "Dependable Coal" will not attract or interest me, and I doubt whether or not I will take the time to find out the name of some other company offering no better service or coal than that which I have been using and accustomed to.

Now suppose that line read, "Dependable Coal, a little better than that which you have been using at a little lower price than you have been paying, and service a little more satisfactory than that which you have been accustomed to." Then I could not help but be interested, and there would be an immediate desire created in me to try that company and its coal. So much for the change in the catch-line.

Let us go on. "Direct from our mines, three miles West of the City." Certainly that definitely explains the location of the mines, but wherein does such information create any desire in me to buy coal from Geo. H. Rudy & Co., and creating a desire to buy is the purpose of all advertising. Ah, if the advertisement only read, "Direct from our mines, three miles West of the City, assuring the buyer of prompt and reliable deliveries, lower prices, because of the shorter haul, and a pure, unmixed, unadulterated coal."

"Now is the time to buy,—to wait means you pay more." Oh ho, this company is threatening to make me pay more, unless I heed their warning. I'll show them whether or not any threat of theirs is going to make me buy.

Now the company is not doing any such thing. It is not threatening. Its only purpose in telling the reader of the higher prices, is to save him some money. The intentions are of the best. Then how much better it would be to say, "Slack times, men to keep busy and a dull business season enables us to quote prices much lower than those prices during times when we have all we can do to fill orders in keeping up with the demand caused by cold weather and last minute buyers. If you buy coal at this time, you not only save a surprisingly large amount of money per ton, but also a material percentage of your winter's coal bill. Take advantage of this opportunity by phoning or mailing your order to the —etc."

A saving always sounds so much better to the buyer than the words "will cost you so much more" do. Always say that it will save you so much, and not that it will cost you so much more.

Read over these changes and suggestions, and see if we haven't made the advertisement a little more attractive, a little more interesting, and above all a little stronger in its appeal to the regular or prospective coal buyer to buy from Geo. H. Rudy & Co., the next time he is in the market.

First Aid Teams.

The first team to win, as a prize, the privilege of representing its state and section in the Third Annual Joint Field Meet and Demonstration of the United States Bureau of Mines and the American Mine Safety Association, to be held in San Francisco, California, September 23-24, is the Lehigh, Oklahoma, team.

This team won the interstate championship of the southwest in the contest held recently at Kansas City between teams representing six southwestern states, these teams having been selected as a result of state-wide meets previously held in the various states. At the Kansas City meet, which was held in Convention hall, the following scores were made, out of a possible 900:

Lehigh, Okla., team.....	888
Frontenac, Kans., team.....	883
Hocking, Iowa, team.....	843
*Texas team.....	824
Bevier, Mo., team.....	823
Calhoun, Okla., team (representing Arkansas).....	812

*The regular Texas team did not appear at the contest, the team listed being a "scrub" team picked from the audience in order to make the six teams. This team did not compete for the grand prize.

How the Retailer Should Advertise His Coal.

"This space costs us real money, and we are not sure of the copy?"

Such was the notation appended to the advertisement of Geo. H. Rudy & Co., Owensboro, Ky., a reproduction of which is printed herewith. The original advertisement measured 15½ x 7 inches.

We are led to believe that this company wishes us to criticise the advertisement, and maybe suggest a change or two for its betterment. This being the case, let us pick it to pieces from an advertising point of view.

First let us look at the display, the set-up,

the type arrangement. It is good. There is plenty of white space to make the reading matter stand out, and the type-matter is neatly and attractively arranged, though we prefer up and down sizes rather than across the page ads. Up and down ads are a more familiar sight to the average reader.

Let us look to the text of the reading-matter. Let us look at the first line, the catch-line, the line that is supposed to catch the eye of the reader. "Dependable Coal," Why is it dependable coal? Oh, yes, the second line says, "There when you need it," and "The same coal all the time."

Dependable Coal

Grown in Daviess County

There When You Need It--The Same Coal all the Time
Direct from Our Mines, Three Miles West of the City
Now is the time to buy Coal--to wait means you pay more

GEO. H. RUDY & COMPANY

Successful Miners of Coal.

Home Phone 1220; Cumb. Phone 371

Advertisement of Geo. H. Rudy & Co., of Owensboro, Ky.

Men Prominent in the Coal Trade's Eye.

H. A. Kuhn.

The hardest thing an ordinary man has to understand is that another ordinary man can be two sorts of a fellow at once. That is, ordinary men assume that if another ordinary man is a producer, he knows nothing about selling; if he is in a profession, he cannot be practical; and, if he has a mechanical turn, he cannot possibly be a commercial success. Of most men that is true, hence they cannot believe that any other man can be different.

Recently, somewhat has been said about one mechanical success made by H. A. Kuhn of Pittsburgh. That story being told, other ordinary men set him down as a mechanical genius. That classifies him at once: "He is an impractical fellow who never had and never will make a dollar."

The facts do not support the assumption. In 1900 he and his brother, D. W. Kuhn, took over a mine producing 400 tons a day. In less than ten years they were producing 3,000,000 tons per year.

Also, they had come to control 15,500 acres of some of the best coal land in the world. Incidentally, this acreage has a value today of \$15,000,000.

H. A. Kuhn was the president of this company during this period of growth. He not only supervised the operation of the mines, but he developed his own markets, selling most of the coal himself.

One of his properties was the Blaine mine. He supervised the production and sold the coal. While doing that, he paid, for several years, dividends of two per cent a month. For the last few years, or until he sold it last spring, he paid dividends of three per cent a month.

Some years ago he was asked to take charge of the mines of the Rail & River Coal Company. He had turned them into properties which were beginning to pay when control changed.

Giving the record full consideration, Mr. Kuhn is a coal man with a balanced record. In fact, his mind seems to work in much the same way as does the motor on his new mining and loading machine. It doesn't make any difference to that motor whether it is moving the machine, driving the undercutter, shearing the coal or running the loading apparatus. It works with anything with which it is thrown into gear.

If Mr. Kuhn's mind is thrown into gear with a selling proposition, it sells. If it is geared to a financial problem, it is a banker. If geared to a mechanical proposition, it is the mind of a mechanic. It doesn't seem to have been built into any one train of thought. That is why he can be a successful commercial man and a successful mechanical man at one and the same time. With him it is a simple process. All he has to do is to change his way of thinking and he is a different kind of a man.

For example, he was discussing with a visitor a certain railroad situation when he was interrupted by an inquiry about the status of a certain coal man in an adjoining district. He made a brief reply—it took only three minutes—but when he was through he had told the whole financial status of that district; the relation of that company in question to the ruling financial powers and the relation of the man inquired about to his company. The inquirer departed and he resumed the thread of the other conversation without apparently missing or repeating a word.

On another occasion, a salesman was somewhat bothered over a prospect. His customer was a gas company, the coal for which was sold by a competitor. The salesman had a report of the gas company as to the character of coal it was using, the gas yield per pound of coal and the amount of coke burned under the benches. Mr. Kuhn, without using a pencil, told the salesman to name a certain price which, he added, will give us five cents a ton more than the other man is charging and still give the gas company a profit of fifteen cents a ton." On a test it worked out almost to a penny as he had said it would.

Some years ago, the Institute of Mining Engineers asked him to prepare a paper. He took some of the data which he had been gathering for years and in three evenings prepared a monograph which is admitted to be a complete history of the Pittsburgh district, an accurate forecast of the future and an authoritative explanation of why some coal companies operating there are prosperous and why others are not so prosperous. He reduced this latter information to a graphic map of the Pittsburgh district. From it, it is

possible to figure the sale value of any given acreage in that field.

In 1907, when the panic hit this country, everybody was uneasy; they wanted to know what would be the influence on business. Mr. Kuhn had been studying casually, but thoroughly, the causes of depressions and their influences. He had all the data at his finger tips. In three evenings at home he blocked out a monograph illustrated by graphic charts. This is considered a standard work on that subject and is made a permanent part of the library of such institutions as the National City Bank of New York. Incidentally it has been used in every commercial country on earth and in some places has been translated into other languages.

On another occasion, he wrote a monograph on currency and banking. This is so comprehensive it has explained even to bankers and financiers some things about their own business which they did not know.

Mr. Kuhn is inclined to depreciate the value of these achievements because, he says, "they are nothing." As a matter of fact, they are not extraordinary if you consider it possible that a mind, if used properly, can work as easily in one channel as in another. But, if you consider the mind as built to work in one line of thought and only one, these manifold activities are all but superhuman. Mr. Kuhn, by being able to disconnect his mind from one subject and to gear it up to another, can develop what seems to be an amazing efficiency. This indeed is the keynote of his many achievements.

This faculty of independent thinking has enabled him to solve many important questions. For example: A mine fire started in the center of a valuable acreage. At this mine the slope led down a sharp incline to a point where the coal vein became horizontal; a short distance beyond was another sharp incline up toward another outcrop. The fire occurred in a large opened area where the vein was horizontal. It was a dangerous situation because a great ex-

plosion was likely and because the fire threatened to spread into the undeveloped coal area beyond.

Mr. Kuhn decided to go down from the surface immediately above the fire and through 300 feet of rock. He drilled holes with such precision that he found the exact end of the stub-entries and the room-necks and then poured mud in through the drill holes until the worst part of the fire was extinguished. Thereafter, he sent in the first crew of oxygen helmet men ever employed in the United States. They built a concrete dam around the entire area of the fire. After that was done, he poured in more mud until the arches over the burning area were completely closed. In this way he smothered the fire in less than three months.

Some years ago he operated a gaseous mine which was also inclined to be dusty in winter. He saw the danger of a gas and dust explosion and decided to avoid an accident by destroying the explosive tendency of the dust. He found by calculation that the explosive force of the dust is forty-five times that of gun powder. This showed him the real danger. To offset it, he introduced live steam into the air current. This was the first application of that principle in America and his early experiment had much to do with determining the United States Bureau of Mines, or its predecessor, to investigate how coal dust explosions could be avoided. In fact the whole theory of humidifying mine air to avoid dust explosions starts from his experiment.

H. A. Kuhn, who has thus done so many interesting things, would stand about six feet tall if it were not for a decided stoop. His hair—the original crop has been halved by premature baldness—is black. His brows are heavy and long. His eyes are black and he has no need of glasses. His nose is prominent and full at the point, giving an indication of lung capacity and hence of physical endurance. He wears a stubby black mustache. The lower lip is full, indicating to the student of physiognomy that in him the joy of living endures. His figure is rather spare and he clothes it as to suggest indifference to fine raiment. He walks rather loosely. His voice is deep and as he uses it deliberately.

Owner's Rights in Relation to Carriers.

PAR. 3. SEC. (A)—LOSS OR DAMAGE OF COAL BY TRANSPORTATION. Where a loss is sustained as the result of the carrier's failure to transport properly, safely and with reasonable promptness, and the carrier denies liability, the remedy is in the courts or state commission.

SEC. (B)—WEIGHT—How to establish a basis for a claim for shortage of weight. First, call the railroad agent's attention to any damage or apparent shortage in contents of car, confirm in writing, and insist that he make proper notation of damage or shortage on the receipted expense bill, then unload the car promptly to avoid demurrage. CONFERENCE RULING No. 451, the Commission HELD, the uncertainty of a consignee as to whether or not he will accept a damaged shipment does not justify the carrier in waiving the demurrage charges accruing on the shipment pending his decision.

If a car of coal has evidence of having been robbed or appears to be short in weight call the railroad agent's attention to this condition as before directed, and have car weighed on railroad track scales; if there are none nearby notify the agent that you intend making claim for shortage of weight and that you will weigh the coal over wagon scales and ask the agent to weigh the coal or to be present.

If necessary to weigh over wagon scales have the weighmaster to make tickets showing the exact gross, tare and net weight of each load and then make affidavit as to their correctness, also that all of the coal in the car was weighed and further that there was no coal lost between the car and the scales. The affidavit should be nothing but a statement of the unloading of the car and the weighing of the coal.

If neither of these two methods are possible then endeavor to arrive at the shortage by arbitration with the railroad agent as one of the arbiters.

SEC. (C)—TOLERANCE WEIGHT. *Sunderland Bros. vs. C. B. & Q. Railroad*—21 I. C. C. 632. The Commission held, in substance, that carriers should provide for reweighing of coal upon request of shippers or consignee and that if after such reweighing a variation is shown of more than 1 per cent with a minimum of 500 pounds from the original shipping weight, the original

weight and charges should be corrected accordingly and reweighing charges refunded.

FREIGHT ASSESSED ON RAILROAD SCALE WEIGHTS. *Schenck vs. N. & W. Railway Co.* (I. C. C. No. 4860). Tariff rule of defendant Norfolk & Western Railway Company provided that freight charges will be assessed on weights ascertained at its regular weighing stations, and that the rule will not be departed from, found to be unreasonable.

IT IS ORDERED, That the defendants (N. & W. Ry.) be, and they are hereby notified and required to cease and desist, on or before March 15, 1914, and for a period of not less than two years thereafter to abstain, from applying in connection with interstate transportation of coal in carloads the Norfolk & Western Railway Company's tariff rule which reads as follows:

"Freight charges will be assessed on weights ascertained at Norfolk & Western regular weighing stations, and this rule will not be departed from by the Norfolk & Western Railway."

SEC. (D)—DAMAGES. If it is a case of the coal being damaged by reason of transfer from one car to another while in transit, or from other transportation causes, call the railroad agent's attention to it, confirm in writing, then arbitrate the extent of damage with him, with disinterested parties as witnesses, whom you can have make supporting affidavits as to the condition of the coal on arrival.

Whether a car of coal may be short in weight, transferred or otherwise damaged, the buyer or owner is still legally bound to receive the coal and make claim against the railroad as set forth hereinbefore. He cannot refuse to receive and unload the car without being subject to demurrage and compelled to pay same under the law and in case of later recovering damages from the Railroad the demurrage cannot be recovered.

SEC. (E)—DRAYAGE. The Commission has made numerous rulings and awarded reparation for drayage charges where the carrier misrouted merchandise and caused extra drayage expense to the owner. However, in such case it is always best to have the Railroad authority to incur the expense as they might wish to arrange for the drayage themselves.—From a booklet issued by the Cincinnati Coal Exchange.

National Coal Trade Golf Association.

"Fore!" and forty-three members of the National Coal Trade Golf Association, drove off in turn from the first tee, Monday, August 23, at the Glen Oaks Country Club, Glen Oaks, Ill. They were competing for the qualifying round of the third annual championship tournament of the association.

R. A. Gardner of Hinsdale, Ill., present champion, and Sam W. Reynolds, ex-Nebraska champion, tied for the gold medal for low score with scores of 82.

Qualifying scores for championships were:

S. W. Reynolds, Omaha.....	82
R. A. Gardner, Hinsdale.....	82
E. T. Franklin, Chicago.....	88
K. W. Block, Omaha.....	90
G. S. Patterson, Chicago.....	93
R. Rea, Hinsdale.....	94
C. J. Fletcher, Chicago.....	96
H. M. Hall, Chicago.....	98
B. E. Neal, Indianapolis.....	98
J. G. Coneys, Indianapolis.....	99
B. L. Shepard, Chicago.....	100
B. J. Fairburn, Galesburg.....	101
H. H. Taylor, Chicago.....	101
D. W. Heath, Chicago.....	102
C. G. Hall, Chicago.....	102
A. O. Tandy, Chicago.....	103

Qualifying scores for the Vandalia Cup were:

A. J. Atwater, Chicago.....	106
M. M. Cloudman, Elgin.....	107
W. C. Hill, Chicago.....	110
G. Wood, Chicago.....	110
D. Davidson, Chicago.....	111
A. G. Blair, Toledo.....	112
H. W. Redman, Chicago.....	112

Scores qualifying for the Hull Trophy were:

H. L. Reid, Grand Rapids.....	119
C. M. Moderwell, Chicago.....	119
G. P. Koehler, Chicago.....	121
N. F. Birkland, Chicago.....	123
J. B. Roynon, Chicago.....	124
C. D. Caldwell, Chicago.....	124
A. M. Hull, Chicago.....	126
J. B. Forbes, Chicago.....	128

Pairings for the first match round were played off Tuesday morning, August 24. Summaries of the morning matches are:

CHAMPIONSHIP FLIGHT.

Sam W. Reynolds defeated G. S. Patterson, 1 up.
C. J. Fletcher defeated E. T. Franklin, 1 up in nineteen holes.
R. A. Gardner defeated Ridgely Rea, 7 up and 6 to play.

Karl Block defeated M. M. Hall, 6 and 5.

SECOND FLIGHT.

M. M. Taylor defeated B. E. Neal, 2 and 1.
C. G. Hall defeated B. L. Shepard, 4 and 3.
D. W. Heath defeated J. D. Coneys, 4 and 3.
R. J. Fairburn defeated A. O. Tandy, 5 and 4.

THIRD FLIGHT.

A. J. Atwater defeated George Wood, 6 and 5.
A. G. Blair defeated W. C. Hill, 5 and 3.

M. M. Cloudman defeated David Jamieson, 2 up.
M. W. Redman defeated W. P. Worth, 5 and 4.

FOURTH FLIGHT.

H. P. Pope defeated N. D. Birkland, 1 up.
F. D. Breit defeated C. E. Hostler, 6 and 5.
F. D. Kilmer defeated A. B. Lemmon, 3 and 1.
E. E. Neal defeated J. A. Ballard, 3 and 1.

FIFTH FLIGHT.

H. L. Reid defeated J. B. Roynon by default.
G. P. Koehler defeated A. M. Hull, 4 and 2.
C. M. Moderwell defeated C. D. Caldwell, 1 up.
N. M. Birkland defeated J. B. Forbes, 5 and 4.

Semi-finalists, winners of the morning matches, were as follows:

CHAMPIONSHIP FLIGHT.

Reynolds defeated Fletcher, 5, and Gardner defeated Block, 5 and 4.

PRESIDENT'S TROPHY.

Taylor beat Hall, 3 and 2; Fairburn beat Heath, 2 up.

VANDALIA CUP.

Blair beat Newton, 5 and 4; Cloudman beat Redman, 3 and 2.

HEDSTROM TROPHY.

Breit defeated Pope, 1 up; Kilmer beat Neal, 5 and 3.

HULL TROPHY.

Koehler beat Reid, 4 and 3; Birkland beat Moderwell, 8 and 7.

Finals were played off Wednesday. The winners were:

R. A. Gardner won the thirty-six hole championship, defeating Sam W. Reynolds, 4 and 3. The match was close, neither man having an advantage of more than three holes until the sixth hole of the afternoon match. The match ended at the thirty-third hole.

R. J. Fairburn won the President's Trophy, defeating H. H. Taylor, 4 and 3. The loser was 2 up at the end of the morning round.

A. G. Blair, Jr., won the Vandalia Cup, M. M. Cloudman defaulting.

F. D. Briet took the Hedstrom Trophy, F. D. Kilmer defaulting.

The annual meeting and supper of the association was held at the Glen Oaks Country Club, Wednesday evening, August 25. The election of officers resulted as follows: President, C. T. Robert, Chicago; vice-president, B. S. Hammil, Pittsburgh; second vice-president, Sam W. Reynolds, Omaha; third vice-president, A. G. Blair, Jr., Toledo, and secretary-treasurer, B. L. Shepard of Chicago.

Sliced Into the Rough.

It is rumored that A. O. Tandy will bring his own drinking water with him at the next tournament. However, Tandy can certainly line 'em out.

"Dad" Atwater explained his losing his match

to A. G. Blair, Jr., because he sliced a putt on the 17th green.

"Herb" Taylor grabs his club short, bends over and lays into 'em with all his might, and they invariably go straight and far. We saw "Herb" make some of the prettiest drives we have ever seen.

J. G. Coneys addresses the ball in a dignified manner, and the ball respecting the driver usually goes straight down the course.

B. L. Shepard, "Shep" as us *gollolofers* call him, and N. F. Birkland were the only "south-paws" present.

We have heard of pedigreed dogs, horses, etc., but we never heard of pedigreed golf clubs until we saw those of A. G. Blair. The writer was invited to try several of them, and as each club was handed him a short history went with it,—A history like this. "Say, here's the sweetest little club you ever saw. Ted Ray gave me that down at Brooklyn last year, etc., and so on."

Col. Harold Eldridge was on the job, not participating in the tournament, but showing 'em how it ought to be done. And "by gosh, he done it."

C. D. Caldwell displayed a gold mounted, ebony-headed golf stick, presented him by A. O. Tandy. The club was supposed to be impervious to remarks about driving, as well as to water.

E. T. Franklin and C. J. Fletcher had the honor of playing the only extra hole match of the tournament, these two went nineteen holes, C. J. Fletcher winning the nineteenth by sinking a long putt for a five.

The tournament, though not as well attended as some of those in former years, could not be surpassed for the spirit of good-fellowship it created among the brother golfers. The fact that they were business competitors was forgotten, and each had his words of condolences or congratulations ready to extend to the other man.

On the ground that coal rates, fixed by the Colorado public utilities commission, are "discriminatory and confiscatory," the Union Pacific and the Colorado & Southern Railroads have appealed to the supreme court to review the findings of the commission, set them aside and modify the rates. Attorneys for the roads state that the actions are test cases, and will be carried to the United States supreme court, if necessary. The outcome will determine whether or not the railroads will also appeal from the passenger rates recently instituted by order of the commission.



1—Ex-President Heywood telling how it should be done, and Blair doing it. 2—H. Reid. 3—H. J. Heywood displaying his form, both physical and golf. 4—C. G. Hall. 5—Left to right: Neal, Taylor, Heath, Coneys. 6—Left to right: Cloudman, Franklin, Hostler, Rea, Hill, Tandy, Breit, Jamieson. 7—"Charlie" Hostler lining 'em out. 8—Left to right: Hill, Breit, Gardner, A. M. Hall, Atwater, Heywood, Blair, Rea, Tandy, Hostler.

Aerial Tramway Overcomes Handling Obstacles

When the property of the Harlan-Home Coal Company at Harlan, Ky., was opened up the problem of getting coal down the mountain from the mine to the tippie, a distance of 900 feet with a 430 foot drop, was finally solved by installing a Broderick-Bascom Aerial Wire Rope Tramway.

The tramway is of the two-pocket or jig-

eration of the tramway. He is stationed at the loading end and controls the pulling of the buckets as well as the brakes regulating the speed of the line. The buckets, which dump automatically at the discharge station, are shown in the photograph herewith.

Further particulars concerning this tramway will gladly be furnished any reader of THE



Intermediate Supporting Tower.

back type and, as the name implies, consists of two pockets operating back and forth upon two stationary track cables controlled by means of a small endless moving cable. The tramway, as said above, is 900 feet long with a 430 foot drop in this distance, which permits gravity operation. In other words, the loaded bucket going down on one side hauls the bucket back on the other side. There is only one intermediate supporting tower, which is shown by the photograph herewith.

The track cables used are $1\frac{3}{4}$ inches in diameter and the pulling rope $\frac{5}{8}$ of an inch in diameter. The buckets have a capacity of

BLACK DIAMOND upon application to the Broderick-Bascom Company of St. Louis.

Columbus Coal Bids.

Coal bids for various Columbus city departments opened some six weeks ago were rejected because of the reduction of Hocking Valley railroad freight rates, which was announced after the bids were opened. In the hope of getting a better price new bids were taken, which were opened on the 17th inst. They are as follows: Scioto River Pumping Station, approximately

Reduction Plant, 3,000 tons nut, pea and slack—Fletcher-Williams Company, Hocking, \$1.19, West Virginia, \$1.12; Victoria Coal Company, Hocking, \$1.19. City Hall and miscellaneous departments, 1,000 tons delivered—Franklin Builders Supply Company, Columbus, bids of \$2.29, \$2.05, \$2.60 and \$2.10 on Hocking lump; J. Rapp & Co., Columbus, \$2.30 for all, on Hocking lump; M. A. Suydam & Co., Columbus, \$2.17½ for all, on forked lump.

Boston and Maine Coal.

The Boston & Maine Railroad will receive at its Boston office until noon of September 10th, next, bids for furnishing 720,000 tons of bituminous coal per year. Also bids for transportation of this coal for a like period. The company invites bids under 6 schedules, as follows:

Schedule A: Steamer charter for six years and for five years starting September 1, 1916.

Schedule B: Steamer charter for one year and for five years starting November 1, 1917.

Schedule C: Contract for approximately 720,000 tons of Bituminous coal to be delivered on steamer at loading pier at one year commencing April 1, 1917.

Schedule D: Contract for approximately 720,000 gross tons of Bituminous coal to be delivered alongside Mystic Wharf, Boston, Mass., in one year commencing April 1, 1917.

Schedule E: Contract for approximately 7,600,000 gross tons of coal f. o. b. loading pier, to be delivered in five years.

Schedule F: Contract for approximately 3,600,000 gross tons of coal f. o. b. alongside Mystic Wharf, to be delivered in five years.

New Storage System.

As the practice of storing bituminous coal grows, new systems are introduced for getting it into and out of a pile. The latest one is called the circular storage system. It is intended mainly for public utilities companies and for the mines which want to store an unneeded size until there is a market for it. However, since it works well in units of 5,000 tons or less, it is valuable for retail concerns of some size.

The equipment is simple. It consists of a locomotive crane built with a long radius arm which is equipped with a self-filling grab bucket. This crane travels on a curved track around a central point. From the central point the crane receives its coal from a concrete hopper built directly between two parallel tracks or direct from the car.

The manner of storing coal is illustrated by the outline drawing reproduced herewith. This shows two railroad tracks traversing an area in



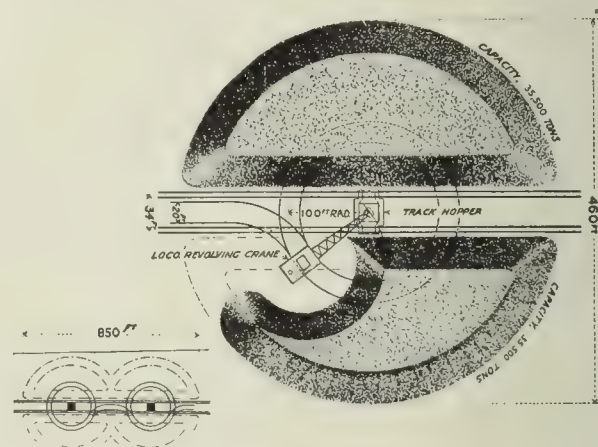
Discharge Station and Tippie.

fifty-two cubic feet each. The buckets are controlled at the loading end by a six foot, two-groove rubber lined shaft equipped with two 48 inch diameter by 4 inch space brakes. The tramway develops a capacity of 45 to 50 tons an hour.

The coal is brought out of the mine in cars to the loading station where it is transferred into hoppers and then into the tramway buckets to be carried down the mountain and discharged into shaker screens at the tippie.

Only one man is required for the entire op-

3,500 tons—Elk Coal Company, Columbus, Hocking mine run, \$1.44 and Cambridge mine run, \$1.46, West Virginia mine run, \$1.42; New York Coal Company, Columbus, Hocking mine run \$1.60; Fletcher-Williams Company, Columbus, West Virginia mine run \$1.45; Gem Coal Company, Nelsonville, Hocking mine run \$1.53; Victoria Coal Company, Columbus, Hocking mine run, \$1.48. Municipal Light Plant, 10,000 tons nut, pea and slack—Victoria Coal Company, Columbus, Hocking, \$1.19; Fletcher-Williams Company, Columbus, West Virginia, \$1.12. Garbage



Circular Storage System.

which coal is to be stored. Customarily, between the two is placed a concrete hopper into which the cars can drop the coal through hopper bottoms. Intersecting these two railroad tracks at two points and running in circle are two other tracks. On these latter the big locomotive cranes move. The crane has, usually, a radius of 100 to 110 feet. The grab bucket takes the coal from the central storage point and swings it around and places it in a pile.

Recovery is effected by reversing this operation; that is, by taking the coal from the pile and putting it directly in the car or, if desired, into an auto truck.

The grab buckets have a capacity of five cubic yards and of handling 240 tons of material per hour. This method of handling coal was designed and is patented by the Link-Belt Company.



Why Incorporate?

A coal dealer who had run his business for about ten years or so as a personal enterprise recently filed articles of incorporation. Instead of being "John Smith, Coal Dealer," the style of the business became "The Smith Coal Company, Incorporated."

He was asked his reasons for making the change, and for apparently losing the intimate personal connection which was insured by the operation of the business on an individual basis. His reasons were sufficiently interesting to be worth presenting.

"In the first place," he said, "I am not as young as I was when I started. I realize that I am not going to be here to run the business forever, and yet I think I have made something that contains the germ of permanence. I want to leave it in such shape that it can go on without me, if necessary; and the only plan which meets that requirement is the corporation."

"Next, there is the question of liability. I have made a little money out of the business, by keeping my nose at the grind-stone ten hours a day for the last ten years; and I don't want to lose any of the savings I have made. I own my own home, have a few gilt-edged bonds and am trying to build up a little personal estate, apart from the business. As long as I run it individually, all of my personal property is subject to any demands which may be made upon me, in connection with the business. For instance, if one of my teams were to run over and kill a man, and judgment were rendered against the business for \$10,000, I, personally, would have to pay it, if I had to sell my home to do it. By incorporating I relieve myself of any personal liability for the acts of the corporation, and restrict the operation of any judgment against the business to its assets."

"In the third place, operating a corporation requires a certain amount of what some of my friends call red tape. You have to be a little more careful, as a corporation officer, than as an individual. Reports have to be made to the Government, for instance, that are not required of individuals operating their businesses as such. The main advantage of this is that I am sure to be more careful about charging company expenses to the company, instead of to John Smith, personally. I will be more likely to see that all sorts of records and accounts are more accurately kept, and to be in a position to make a report on it at any time to anybody who has the authority to demand it."

"Besides, there is a certain prestige about a corporation that an individual seldom has. The public feels it—your banker appreciates it. It means more than the individual name, and lends an air of substance and permanence to the concern. These are some of the reasons I had for making the change—but I believe they are enough; don't you?"

Delivering Coal as an Art.

An Eastern coal dealer recently said in an announcement to his customers regarding the delivery of coal during the summer months, that his men have perfected the art of putting the coal away with the least possible inconvenience to his customers.

"And it is an art," he continued. "We spend time and money training our drivers to get the coal into your bins without disturbing, displacing, or spoiling anything. Their orders are to leave your place in exactly the condition they find it—except that your bins are to hold the

best coal mined. Our coal will make you hot, but our delivery service will not."

The important part played by the delivery end of the business in establishing a dealer in the good graces of his customer—or otherwise, as the case may be—suggests that the plan described some time ago in this department, whereby a retail coalman saves a good part of his investment by having his coal delivered by someone else's teams, has its weaknesses. The dealer who controls the delivery work absolutely can come much closer to insuring satisfaction with this feature than the concern which turns over this job to somebody else, and "hopes" that it will be well done. Such minor points as looking out for the lawn and saving the appearance of the coal window are not likely to be given much attention by the man who isn't paid to look out for these details.

In this connection, the dealer who is handling soft coal, which at this season of the year is very dry and dusty, should instruct his drivers to turn the hose on the coal after it is dumped and before it is placed in the bins. This will eliminate the dust, and will save a lot of damage to the hangings and furniture of the customer, who, if she be a woman, will call you blessed for this forethought.

You and the Accountant.

Just to make assurance doubly sure, and to convince yourself that your plan of handling your books is the best it is possible to devise, entailing the least possible labor, have an expert accountant make an examination once in a while.

Do this whether you have any stockholders to report to or not, and simply for your own personal satisfaction. The chances are that the criticism which an expert will be able to make—and the word is used in its positive, constructive sense—will be worth a great deal to you.

Bookkeeping and cost accounting are almost interchangeable terms; that is, all that one knows about the cost of doing business must be shown on the books. The average accountant has had to study costs, and knows how to advise regarding keeping the books so that the essential facts may be readily accessible. Hence if you have been working in the dark regarding methods of figuring costs, of taking inventories, of departmentizing the various operations of the yard, etc., you can get suggestions regarding all these things from the accountant.

The smallest business can well afford to have the benefit of expert advice of this sort; and the large dealer can't afford to get along without it.

Look a Little Ahead.

The man who succeeds is the man with a vision.

"Vision" is just as necessary in the coal business as it is to the head of a million-dollar bank. Handling the every day affairs of a modest coal-yard requires, in order to insure success, the same broad outlook which one usually thinks of only in connection with huge enterprises and large capitalization.

A vision does not need to be something so grand and magnificent as to be out of reach in this life. It can very well take the form of a new office building or increased yard-room. It may have to do with motor truck delivery or a new home. And when some such project or vision has been created, it is going to help move the business forward. The man who wants to accomplish something, and who is using his busi-

ness as a means to an end, is not going to overlook many possibilities.

Look ahead and see what it is that you are trying to reach. Try to create in your own mind a picture of the business as you want it to be one, five, ten years from now; and then make a special effort to get there a little ahead of the schedule.

Typewritten Bills.

The use of a typewriter in a coal office helps not only in that it makes a neater-looking and more legible statement, but it also impresses the customer with the business-like character of the office. Few men produce hand-writing of the "steel plate" type, and consequently it is not often that a hand-written statement has the good appearance of one which is gotten out on the typewriter. In some cases it would take longer to use the machine than write by hand, but in others the speed would be greater. Certainly for all business communications, such as correspondence with wholesalers and supply houses, letters to customers, etc., the typewriter should be used, as this will make for more rapid handling of the proposition.

The Business Barnacle.

Do you know what a barnacle is?

It is a small parasite which attaches itself to the bottom of a ship, and is carried along with it. Naturally, the horsepower of a barnacle is zero.

The absolute zero of power is reached in the marine parasite of this variety, just as it is reached, from a commercial standpoint, in the retailer who assumes the barnacle attitude.

A man of this type merely "takes things as they come," and is carried along by the impetus of trade. People buy his coal, partly from necessity, partly from force of habit; never because he has actively interested himself in creating interest in his coal and his service and endeavoring to produce sales.

It may be unfair to say that there are more barnacles in the coal business than in other lines; but the fact that coal is the staple of staples, and is needed so definitely that the demand for it comes without any special effort on the part of the dealer, encourages a passive attitude and the assumption that the business will come of its own accord.

On the other hand, the fact that definite efforts to secure new business and arouse the interest of the trade often fail to produce immediate results of any definite, tangible variety, forms an argument, in the mind of the man who has tried them, in favor of leaning back and being a comfortable barnacle.

But the successful, up-to-date, hustling dealer, who is using all of the business-getting devices at his command, knows that the ultimate results justify all of his efforts, even though he cannot see them immediately. The proof lies not in single sales, but in a comparison of volume with volume, month with month, and year with year.

Don't be a barnacle; get up and hustle, and do your part to keep things moving.

Anthracite Rate Case.

NEW YORK, August 26.—(*Special Correspondence*.)—The meeting of the executive officials of the anthracite coal companies and their counsel carried over from last week was resumed at 11 o'clock on Tuesday morning. After a short session the conference was adjourned for a further meeting. No details were given out, either regarding the result of the deliberations or the dates of the next meeting.

As the order of the Interstate Commerce Commission reducing anthracite rates becomes effective October 1st, action by the coal company interests must be taken before that date. It may be stated that nothing definite has yet been decided along any of the lines intimated in the public reports. It has been suggested that each one of the anthracite companies most largely affected by the rate reduction act on its individual account; also that a joint presentment in behalf of all the roads be made; also an appeal to the courts or an application to the Interstate Commerce Commission for a rehearing.

Announcement was made of the incorporation of the Hoffa Brothers Coal Company, with a capital stock of \$20,000. Arthur P. Hoffa, Charles W. Hoffa and Estella Hoffa are given as the incorporators.



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The Retail Idea.

F. F. Herrick, the agent at Savannah, Ill., of the Neola Elevator Company, has recently advertised that he is forming a coal club. When they inquire about it, he explains:

"We will take, weekly, semi-monthly or monthly, any amount of money which you may want to deposit. We will give you credit for this amount and guarantee to give you, at any time you say, the equivalent in any kind of coal you select. By paying us in installments, ahead of time, your coal bill is paid when you need coal and may want money for some other purpose."

The householders in many small places haven't large bins for coal storage. They would like to buy their coal in summer, but they haven't the room. Maybe they haven't the money. However, if each man puts in \$1 or \$5, this soon mounts up to the price of a few carloads. The retailer, receiving this money, instantly invests it in the kind of coal designated by the people. He puts it in his own storage pile. He has the cash with which to pay the bill.

Then, when the winter comes, the coal is on hand. Then, any man who has ordered coal can simply designate that he wants deliveries made at a given time.

The club idea has been worked out by merchant tailors and others. There is no good reason why it should not work out fairly well in connection with the sale of coal. This one retail concern is trying it out.

Anthracite Rates.

Many statisticians have gone into the history and the recent development of the anthracite trade. They came to one conclusion after looking first at the geology, at mine equipment, at the difficulty to prepare coal, and at the present tendencies of market. That was:

Anthracite production grew quite rapidly for a number of years, then it reached the present figure and has been virtually unchanged for several years.

Therefore anthracite production is approaching, if it has not reached, maximum.

This is not our own conclusion, understand. It is that of the statisticians, some of whom have been employed by the United States government.

With that point in mind, it is interesting to consider the rates recently established by the Interstate Commerce Commission. Those, as liberally outlined elsewhere, are fifteen to twenty-five cents a ton, on the average, lower than they were. Two possibilities grow out of these lower rates. One is that the independent operators, who have been making practically no money on the coal at the mine mouth, will have a chance to make fifteen to twenty-five cents a ton more. This would only be a fair profit. That seems to have been the intention of the commission.

The other is that the anthracite operators will do the obvious thing for the coal trade, namely, give the benefit of this reduction in rates to the retailer, who in turn will give it to the consumer.

The latter consideration suggests this question:

"Why pass on this reduction in rates to the consumer?"

One purpose of the reduction in price would be to increase the volume of sales by giving bituminous coal stronger competition. However, if the anthracite area is limited and if productive capacity does not warrant it and especially if production has already reached maximum, it is out of the question to increase the volume of sales because production cannot be increased. Why then pass on the reduction to the consumer?

The only answer to the question is that a few coal men cannot stand prosperity and therefore cannot endure to make a profit out of their business.

Industrial Commission.

The Commission on Industrial Relations of the United States has been the subject of much caustic comment. Even so, none of its enemies has been able, so far, to condemn it quite as effectively as it has done for itself. Sober, thinking persons have said of Frank Walsh, for example, that he was exploiting his partisanship under cover of an United States government job, and, therefore, was making the government a partisan in a social dispute among its own people.

This seemed to convict the commission at first, but the actual effect was to convict critics of being reactionaries. So the commission escaped the criticism leveled at it.

Now, however, the Commission has gone on record, and its critics are repeating joyfully: "Would that mine enemy would write a book." It has put out a triple-headed report. All of the hot-heads

appointed on that Commission could not agree on what should be said. So, we have three suggested solutions of the labor situation. They convict themselves, not by the fact that they could not agree—even the supreme court members cannot do that—but because they tried to find a solution for such a perfectly human thing as the labor problem.

A small commission made up of small men tried in one brief report to set down a rule which for all time should fix the relations between labor and capital. This in essence and in fact is ludicrous.

That is to say, the government is concerned only with seeing that no injustice is done. It does not go so far as to regulate conditions so that a man who is a worker must remain a worker always. It dare not, by government decree, bring back the old feudal system and all that it entailed.

Still, if the government fixes relations as rigidly as this commission proposes, it would mean just that. It would mean that a man who is today in the working class must forever remain in the working class; a man who is in the capital class must forever remain in the capital class. This is making hereditary both management and labor. All human society is trying to get away from just that condition.

Finding a solution for the labor problem, as this commission is trying to do, means therefore nothing else than to put opportunity under the knife and kill it.

The whole effort of the commission is too silly to be considered by those who are struggling for real economic liberty in America. Because its purpose is futile, the commission condemns itself as useless.

An Unwarranted Assertion.

In the report of the Interstate Commerce Commission on the "anthracite rates and practices case," Commissioner McChord, who wrote the opinion, said on page 232:

"It has been the policy for many years of these carriers to gain a monopoly of the production and sale of anthracite coal."

This strong statement is qualified nowhere in the whole document, so far as we can find.

The Sherman anti-trust law makes it a felony to monopolize anything, or even to try to gain a monopoly. In fact, an intention to monopolize anything, if proved, is as much a violation of the law as is the act of monopoly itself.

Therefore, in that four-line statement, Commissioner McChord accuses the carriers of studiously committing a crime. The language quoted, when put alongside the law, leaves the reader in no doubt. Yet, some years previous to the issuance of Mr. McChord's statement the attorney general of the federal government had tried and failed to prove that the anthracite coal roads were doing just what Mr. McChord charges. The Supreme Court of the United States said unequivocally that the government had not proved its charge.

Under those circumstances it was, to say the least, an unwarranted assertion which Chairman McChord made. Whether or not he committed a more serious offense is for the attorneys and the courts to decide.

How Trucks Work in the California Coal Trade.*

When I was asked to make a short statement on "The Economy and Efficiency of the Motor Truck Over Horse Drawn Vehicles" I remarked that I had better decline, as I was far from convinced of the economy of the former as against the latter for delivery of sacked coal, and that is what interests the retail coal dealer. I was told, however, to go ahead and state our experience whether for or against the motor truck, as it might help some other dealer who was wrestling with the same problem. The conditions of delivery vary so much that I can only give you an idea of what our conditions are in Oakland, Cal., and the results we have obtained, and you can adjust them to your own particular cases.

First of all, our firm does a larger business in sand, gravel and rock, commodities which are handled entirely in bulk, loaded and unloaded without any unnecessary delay. In a business of this kind the worth of the motor truck is unquestioned, and, therefore, its value in the delivery of sacked coal is only recognized by us as a secondary consideration and auxiliary to this part of the business, and can be applied when the delivery of building material is light and, therefore, enables us to keep our trucks busy delivering coal when the more profitable deliveries of material are slack.

However, long before we had any trucks on building material, we got the idea that on account of our many long hauls, a motor truck could be used in our coal department to advantage, as our long hauls average up five and six miles in four different directions. We enthused over the idea until it became a reality and we had the first five ton coal truck in Alameda county. The machine we purchased was recognized, at that time, as being a very good make, but the construction of motor trucks was going through the same stages that the first passenger cars did, and we paid dearly for our experimenting and pioneering. It was a rigid frame truck, built very heavy, and every time it went over a bump it got out of alignment and refused to go; in other words, some days it ran and some days it didn't, but mostly it didn't, and it could usually be found gladdening the heart of some repair man. I am going to pass over the details of the life of this truck, however, as they are indeed painful and have no bearing on the operation of the present-day motor truck.

We were so keenly disappointed over our first experience that we waited some time before we bought another. In the meantime we hired trucks and experimented carefully with the different makes under all sorts and conditions. Finally, becoming convinced that the experimental stage of motor truck construction was past, we picked out the truck that had shown up best under tests and bought it early in 1914. This is a five-ton worm driven dump body truck, and the service it gave was so excellent that we purchased another, a duplicate of the first, a month or so later.

As the material business declined with the coming of the rainy weather, we put the trucks on coal deliveries. It did not take long for us to discover that even with a fast modern truck coal deliveries in sacks could not be made as cheaply as by horse-drawn vehicles. The earnings of the trucks when hauling loose material that could be quickly loaded and dumped off were quite different from its earnings when sacked coal had to be loaded and unloaded sack by sack.

For instance, during the summer months one truck was putting 144 yards, or approximately 190 tons of sand and gravel on the municipal auditorium job per day of nine hours with no one on the truck but the driver. This was a two-mile round trip haul, and at twenty-five cents per yard showed daily gross earnings for the truck of \$36.00 with a daily average of seventy-two miles. Of course, these were ideal conditions; the material being loaded on the truck out of overhead bunkers and being dumped at destination into a bunker underneath the truck.

When we put the truck on sacked coal, it delivered an average of fifteen tons per day with one hour overtime, and we kept two extra men on the truck to help pack the coal, and the daily mileage was thirty-five miles.

Of course, when deliveries are being made by the truck and horses also, the trucks are naturally assigned to the most difficult and longest hauls and this must be taken into consideration in making up cost figures. The big drawback on sacked

By Frank G. Coxhead.†

The Hauls Are Long and Expensive, But the Trucks Have Some Big Advantages Over Horse-drawn Vehicles.

coal is the length of time taken to load and unload. A five-ton load of coal is generally split up into several smaller orders and the truck has to manoeuvre around the yard for some time to get the orders on in proper rotation. Then again, the unloading and packing in of 100 sacks of coal even by three men is a slow proposition and a truck does not earn any money standing in the street or in a dealer's yard. It must be kept moving to be economical.

The large lumber companies found this out a long time ago and now have a load ready for each truck the minute it arrives in the yard. This load is loaded on a dummy and transferred to the truck in a few minutes. This scheme is also in vogue in the east with the large department stores that use motor vehicles for delivery of packages; the packages being loaded into a cage which is transferred bodily to the truck when the empty cage is taken off.

Now as to comparison of cost between horse-drawn vehicles and trucks: the cost of delivery by horses on our long hauls from figures covering a period of years shows up pretty close to \$1.00 per ton. In forming an estimate of cost of truck delivery we have used the following figures:

Interest on investment at 6 per cent.....	\$ 324.60
Insurance (fire liability, property damage, theft, collision)	250.00
Driver, \$24 per week.....	1,248.00
Fixed charges for year.....	\$1,822.60
Fixed charges for day.....	6.07
COST PER MILE.	
Tires (7,000 miles guarantee, \$405 set).....	.0570
Gasoline (four miles per gallon at 10 cents) ..	.0250
Lubrication (250 miles per gallon at 60 cents) ..	.0030
Transmission, 5,000 miles per gallon, 65 cents	
Rear axle, 2,000 miles, 3½ gallons, 65 cents	
Repairs and overhauling every 15,000 miles for \$375.....	.0250
Depreciation—Truck good for 100,000 miles..	.0500
Operating cost per mile.....	\$.1600
Figuring on coal sacks we must take the fixed charges per day.....	6.07
Two helpers at \$2.75 per day.....	2.50
Thirty-five miles at 16 cents.....	5.60
Overtime	1.50
Total cost per day.....	\$ 18.67
Or, a cost of \$1.25 per ton.	

So it seems that the cost of motor delivery is higher than the cost of delivery by wagons. But there are certain advantages the motor truck has that must not be underestimated and are often of material worth to the coal dealer even though it may cost a few cents more per day. As I said before, the trucks get the long and difficult hauls, which leaves the easier ones for the horses.

We have noticed a great difference in the condition of our animals at the end of the winter season. Instead of being all used up as they were before the day of motor trucks, they come through the season in excellent condition.

Then, again, the amount of work a truck can do without any rest is unlimited. It does not know the meaning of overtime.

Another advantage that the truck has is better and quicker service. Where it used to be necessary to have orders in by noon from the outlying districts in order to make delivery the same day, it is now possible to take out orders that come in as late as two or three o'clock.

The advertising feature is also a strong one, as there are lots of people who are attracted by a well kept, smooth running coal truck. Some are attracted from a humanitarian standpoint, especially those who live on the steeper grades and do not like to see the spectacle of a load of coal being hauled up by horses, and who can only see in that spectacle a case of cruelty to animals. So you can readily see that, while our experience when looked at in the light of dollars and cents has not been favorable to the motor truck, it has advantages which may or may not offset the difference in cost. But the worth of these considerations must necessarily rest with the individual coal dealer.

There are a few points which we have learned from that best of teachers—experience—which may be valuable to anyone contemplating the purchase of a truck.

In the first place, get a good truck made by a responsible firm that is in the truck business to stay. Then see that the truck is properly taken

care of, many a truck being ruined by lack of proper lubrication.

Get a truck that operates with a minimum of noise. Nearly all the manufacturers are working on this feature and that is the reason why thirty per cent of the trucks now being manufactured in the United States are being built with the worm drive instead of the noisy, dirt collecting chain drive. It is only a question of a short time, in my opinion, when all trucks will be so constructed.

Last, but not least, do not overload your trucks at any time beyond their capacity, because if you do, the little saving effected will be eaten up ten times in damage to the truck.

The Welsh Coal Crisis.

A special correspondent of the *Journal of Commerce* of Liverpool says:

"The South Wales coal owners, having laid details of their scheme to ensure adequate supplies of coal being available for home consumption before the Coal Exports Committee, and having received from that committee notification that the scheme would be sympathetically considered, it remains for the coal owners to lose no time in putting their scheme into practical working order. The government authorities will undoubtedly require to see results, and until something definite is given to the government, coal exports will probably find considerable difficulty in obtaining licenses to export their coals. The authorities have now a firm control on the coal export trade, and if they are convinced that the supplies for home consumption are needed, the refusal of licenses will be so exercised that collieries will be forced either to stop or sell their surplus to home consumers.

"The eastern and western committees of coal owners formed to carry out the scheme submitted to the government have now a hard task before them, but the difficulties will in no wise prove insurmountable if the individual members loyally agree to carry out the clauses of their agreement. In normal times 70 per cent of the total production of the South Wales and Monmouthshire coal field is sent abroad, and the remainder is utilized for home consumption. The coal output has been reduced by 10 to 15 per cent, if not more, the admiralty authorities have greatly increased their requirements over the quantities taken in normal times, and the bunkering requirements of vessels at the ports are much heavier. The requirements for home consumption will at the minimum be 5 per cent greater than during normal times, owing to the greater and heavier calls for coal for the manufacture of munitions, and also to the heavier demand by the railways owing to the increased tonnage railed. Therefore, the quantity available for export on ordinary commercial account, without taking the increased requirements of the admiralty, will be at the maximum about 30 to 35 per cent of the total production of the coal field in normal times. To solve the problem of how much individual collieries shall contribute to the home requirements will be the most difficult point of the whole, and in the endeavor to carry the scheme to a successful issue the coal owners must, of necessity, give details to their committee which, in normal times, they would keep rigorously to themselves. The coal owners must trust each other and abide by the decision of their committee; otherwise it will be impossible to fix quota at which each colliery must be called upon to give to home supplies under their scheme. The government has the whip hand, and any falling short in the supplies for home use will surely be followed by the lopping off of exports, to the great detriment of the South Wales coal trade as a whole. The operations of the Westphalian Coal Syndicate in its allotments for home use and for exporting is an illustration of how such a matter can be mutually and equitably arranged. The South Wales coal owners are astute business men, and there is every reason to believe that their scheme will prove sufficiently successful to convince the government, who will then gladly release the shackles which are encumbering one of the most important branches of trade in the kingdom."

*An address before the California Fuel Dealers' Association.

†Manager of the Pacific Fuel & Building Material Company, Oakland, Cal.

News Local to Chicago.

John L. Pipe of Quincy, Illinois, spent several days in Chicago the first part of this week.

Among the Chicago visitors this week was R. J. O'Donnell of the John O'Donnell estate of Kenosha, Wis.

Mr. Cunningham, secretary of the Western Virginia Operators' Association was in Chicago on Thursday of this week.

R. B. Hullhorst, resident salesman of C. M. Moderwell & Company at Peoria, was in Chicago this week. He was accompanied by Mrs. Hullhorst.

Thomas Grant, the well known retailer of Freeport, Illinois, and a leader of the trade in his section, was in Chicago on Thursday of this week.

R. L. Phelps, proprietor of the Windsor Park Coal Company, No. 7454 South Shore avenue, has disposed of the property to E. R. Sorensen who will continue the business at the same address.

Mr. Henry, western manager of the West Virginia Coal Company, with headquarters in Cincinnati, was a caller on the coal trade on Wednesday. He was celebrating the fact that only recently his company had sold 50,000 tons to the Italian Government.

H. H. Stoeck, professor of Mining Engineering of the University of Illinois, and an authority on coal, was in Chicago on Wednesday of this week, returning to the university from a vacation trip spent in the northern part of Wisconsin.

Two or three of the leading operators of Franklin County field, announce this week, that a new circular price on that coal will go into effect on the first of September. The lump, egg, and number one nut will be \$1.75 and the number two or special stove \$1.40.

The old saying, "The better the day the better the deed" has been exemplified again. Dr. Beebe of the Buchanan Coal Company made 89 twice on Sunday last at the Evanston Golf Club course. The doctor was a bit skeptical as to his form but now is full of assurance and willing to challenge any man in Chicago—who never has played the game.

Karl W. Block, assistant purchasing agent of the Union Pacific Coal Company of Omaha, was in Chicago the first three days of this week. He was playing golf at the Glen Oak Club. In the meanwhile, he was also looking after the interests of his coal company by having several conferences of a business character in the evenings.

W. C. Hill, vice-president of the Chicago & Carterville Coal Company, usually issues his new circulars on the 28th of the month. The latter part of this week he was preparing a new circular to go out on his Williamson county coal, which will name a price at \$1.75 for lump, egg, and number one washed. It is probable the other sizes will not be subject to circular just now. Just what the other Williamson county operators are going to do has not been determined, although there are suggestions that the price may go to \$1.65.

Samuel Reynolds of the Allen & Reynolds Company of Omaha, was in Chicago for three days the early part of the week, playing golf at the Glen Oak Club, where the National Coal Tournament was held. At home Mr. Reynolds, who is something of an enthusiast on golf, has a tournament record of seventy-two on the home grounds and in competition with Mr. Gardner at Glen Oak made eighty and seventy-nine on what is considered a very difficult course. He recently played in the Western Association Tournament at Cleveland.

The Chicago coal trade was somewhat excited this week, over a report that the recent advance in freight rates had been suspended until the first of April, 1916. A brief bulletin sent out from Washington said that car-load rates on coal and coke had been suspended. The coal men instantly jumped at the conclusion that an application of the interstate rates had been held up. An inquiry proved that this was not the case. On the contrary, the Rock Island and the Alton railroads

had gotten into a controversy over the rates from Winona, Ill., and the Rock Island has made some changes. There was some protest against this strictly local rate and the tariff was suspended. This was what gave rise to the report just outlined. In the meanwhile, the coal men are expecting to hear at any time, that the railroads will ask the Railways and Warehouse Commission of Illinois to grant an increase in intrastate rates. It is hardly believed that seeing the granting of an increase on interstate business that the coal operators will make any serious objection to an increase in intrastate rates.

Recess Taken in Ohio's Rate Hearing.

COLUMBUS, OHIO, August 25.—(Special Correspondence.)—In the Ohio coal railroad rate case brought before the State Utilities Commission by the United Mine Workers officials, a corps of rate experts appointed by the commission are now at work on the records of the Hocking Valley Railway Company. The information thus secured will form the basis for testimony when the hearing is resumed on October 5th.

Following the recess taken on the 18th inst., the commission named as examiners: Beman Thomas, Conway W. Hillman, William J. Purdy, W. J. Warren and William Wyand. Mr. Thomas is head of the stock and bond bureau of the commission, and the others are members of the staff of Mr. Hillman, expert employed in the case by the Sunday Creek Company, which formally intervened in the action against the railroads on the 18th. Mr. Purdy, his chief assistant, was formerly auditor of the Rock Island railroad.

At the conference incident to the naming of this force J. F. Wilson, chief counsel for the Hocking Valley, raised objection on the ground that it was not a disinterested body. The commission held that the fact of Mr. Thomas being in charge of the work robbed the force of a partisan nature, and was the best solution of the matter, inasmuch as the commission had no funds with which to employ its own experts. The Sunday Creek Company is responsible for the pay of the men, aside from the commission official.

An expected legal effort to refuse the examiners access to the records when they presented their credentials did not materialize. It is believed, however, that the railroad will not allow the examination to proceed to its close, or at least permit the data to go before the commission, without some form of contest.

There is still much speculation in coal circles as to what other operators are backing the Sunday Creek Company in the large outlay that will accrue in prosecuting the case. The five weeks' services of the experts in taking data and compiling the same into concrete evidence will in itself run into thousands of dollars. It is known that the operators of the state, and even of the Hocking Valley, are not a unit in favor of the present methods. One large Hocking company which has heretofore been aggressive in fighting rates, is holding aloof for the present, at least, because it was believed that a state organization of operators should have first been effected, and the plans of the campaign well discussed in advance.

On the other hand, it is known that some influential coal interests throughout the State are in practical sympathy with the movement now under way. A prominent representative of the Eastern Ohio field has been in Columbus this week urging attendance upon a sub-rosa conference of operators to be held in Cleveland within a few days to provide support for the fight.

What importance the whole matter will assume when the hearing gets under way again in October depends upon the character of the evidence which the experts will be able to submit. Should it show a discrimination against Ohio coal beyond the necessities of the case on the part of the Hocking Valley railroad in preserving its own life as a carrier, under conditions over which it has no control, the prosecution is likely to be severe, according to authorities in the matter. Even in event that the railroad is shown to be a victim of competitive railroad conditions this is not likely to save existing rates if this competition is found to come from other Ohio railroads. The latter development would the more quickly involve all the railroads.

The temper of the commission, so far as can be judged, is to thrash out the matter, since it has been drawn into it, and dispose of coal rate

"B. L. T." in the *Chicago Tribune* has been stealing some of the sporting editor's stuff. He asks: "At Glen Oak yesterday R. A. Gardner successfully defended his title of 'champion of the National Coal Trade Golf Association.' Wonder who is champion of the National Flour and Feed Trade Golf Association?" Being a specialist in only one industry THE BLACK DIAMOND cannot oblige. However we will lay his favorite odds, eight to five, that we could name the champion golfer of the Amalgamated Association of Wheeze-Founders without unduly mussing up our statistical records.

problems for a long time to come. As much was intimated by Chairman Wildermire from the bench, in stating that other important public business had been side-tracked to give this case right of way, and in announcing in effect that unreasonable delays in the presenting of the necessary evidence would not be tolerated.

Coal and Coke Movement.

The Department of Commerce, through the bureau of foreign and domestic commerce at Washington, has just issued a statement of the movement of coal and coke over thirteen leading Eastern railroads during May and the five months ending May 31, 1914 and 1915 compared. It is as follows:

Classes and railroads	May 1914	May 1915	5 mos. ending May 31, 1914	5 mos. ending May 31, 1915
Anthracite.		Short tons.		Short tons.
B. & O. (a)...	97,003	93,698	633,765	526,828
C. & O. (a)...	1,270	1,367	6,224	4,990
Erie (b)	787,288	683,542	3,642,033	3,420,471
Penn. (a, c)...	1,022,077	972,995	4,799,030	4,580,414
Virginian (a, b) .....	.....	145	52	342
Total, 5 roads.	1,907,588	1,751,747	9,081,154	8,533,045
Bituminous.				
B. & O. (a)...	2,488,515	2,723,221	13,716,728	11,730,282
B. R. & P. (a, b) ..	466,455	633,175	3,309,135	3,012,460
B. & Sus. (a, b) ..	43,125	81,162	490,772	437,829
C. & O. (a)...	1,821,011	1,911,315	7,849,046	8,093,417
Erie (c)	4,262	10,432	32,683	45,328
H. & B. T. M. (a, b)	59,043	71,376	466,219	393,776
N. Y. C. & H. R. (b)	492,619	672,041	3,318,606	3,500,634
N. & W. (a, b) ..	2,338,672	2,434,614	10,200,365	10,047,876
Penn. (a, c)...	3,543,218	3,393,328	19,657,638	16,597,074
P. & L. E. (a, b) ..	957,528	954,946	4,482,749	3,339,253
P. S. & N. (a, b) ..	152,807	152,640	1,016,809	899,733
Virginian (a, b) ..	359,879	307,006	1,706,539	1,596,739
W. Md.	187,228	266,763	1,301,792	1,344,024
Total, 13 roads.	12,914,362	13,612,019	67,549,081	61,038,425
Coke.				
B. & O. (a)...	301,163	297,897	1,541,624	1,297,871
B. R. & P. (a, b) ..	21,175	33,662	118,397	166,803
B. & Sus. (a, b) ..	8,643	49,259	129,509	244,213
C. & O. (a)...	31,040	21,803	178,363	87,343
N. & W. (a, b) ..	88,145	79,270	492,747	366,766
Penn. (a, c)...	817,816	872,181	4,434,422	4,008,443
P. & L. E. (a, b) ..	428,395	427,333	2,299,069	1,791,030
W. Md.	5,058	4,497	34,504	17,489
Total, 8 roads.	1,701,435	1,785,902	9,228,635	7,979,958
Total, coal and coke, 13 roads.				
January	18,157,998	15,685,798		
February	15,446,830	13,702,789		
March	20,233,213	14,943,124		
April	15,497,444	16,070,049		
May	16,523,385	17,149,668		
Total, 5 mos.	85,858,870	77,551,428		

(a) Includes coal received from connecting lines. (b) Includes company's coal. (c) Does not include company's coal hauled free.

NOTE—The Southern Railway hauled 274,122 short tons of bituminous coal during April, 1915, and 1,093,804 short tons during the four months ending April 30, 1915.

Philadelphia Exports.

Exportations of coal from Philadelphia during the month of July, 1915, were as follows:

	Anthracite Tons.	Bituminous Tons.
France	28,253
Italy	9,441
Spain	35,747
Sweden	6,975
Cuba	50,045
Fr. W. Indies.....	4,651
Argentina	7,753
Brazil	20,263
Du. Guiana.....	805
Fr. Africa.....	3,388
Canada	5,458	.....
	5,458	167,321

Twelve new charters for foreign ports were announced during the week through the Maritime Exchange of New York. The west coast of Italy is again taking a large quantity of coal.

Facts Which Determine Our Export Prospects.

Export Situation.

The export movement of American coal over the Atlantic seaboard continues in heavy volume. Last week saw shipments of 147,917 tons from the Hampton Roads ports, while Baltimore sent out 52,000 tons and there were also fair shipments from Philadelphia. The latter port is sending some coal to Norway, with shipments also to France and Italy. Italian requirements continue heavy and a good portion of shipments from both Hampton Roads and Baltimore are for Italian destination.

The American shippers are watching very closely the Welsh coal situation, both as to the dissatisfaction of labor and the restriction placed upon exports by the government. It is noted that shipments from Cardiff to South American ports particularly have shown very radical decreases during the past several months, and it is believed that the South American countries, in consequence of the decrease and uncertainty of shipments from Wales, will be compelled to place very heavy orders for American coals in the very near future.

Welsh Miners Strike.

NEW YORK, August 27.—(Special Telegram.)—Ten thousand Welsh miners struck today in protest against decision of President Runciman of Board of Trade in recent settlement matter.

The Welsh Coal Situation.

The latest advices from Cardiff, by mail, which were just on the eve of the enforcement of the new English government restricting order on exports, show that there was an unsettled feeling in the coal trade, both buyers and sellers awaiting the result of the visit of a deputation of coal men to the Coal Exports Committee, in connection with a scheme proposed by the coal operators under which they proposed to guarantee adequate supplies of coal for home consumption, under the Limitation Prices Act, if restrictions be removed in regard to exports to allied and neutral countries. It appears an important deputation of Welsh coal operators and shippers had gone to London to take up this matter with the government committee. There were further difficulties in the exportation of steam coal because of the shortage of prompt tonnage and the consequent sharp advance in freights which had been a feature of the week, following upon the diversion of a large number of steamers. Coal stocks had grown steadily and there was anxiety on the part of operators to avoid accumulation that might result in a partial stoppage of the collieries. They were, however, upholding prices in hope that conditions would become more favorable. Due to the very extraordinary circumstances it was very difficult to fix prices. The government continues to take very heavy quantities of the best grades of coal, but with production on more substantial scale, the surplus was heavier than for some time past. The best second grades of Admiralty coals were being retained for the government, ordinary seconds being quoted at 28s to 30s; other sorts, from 27s to 28s; Black Veins, 28s to 29s. There is a demand for patent fuel, quotations ranging from 34s to 36s. Considerable pressure was being brought to get forward shipments of patent fuel to France.

Some recent freight rates from Cardiff were as follows:

To Algiers, 25fcs; to Genoa, 22s 6d; to Port Said, 24s; to Rio, 23s; to River Plate, 23s; to Marseilles, 22fcs; to Bordeaux, 18 fcs. Recent fixtures from the Tyne to Genoa were made at 24s.

Welsh Labor Still Unsettled.

A London cable on Tuesday stated that the decision of Walter Runciman, president of the Board of Trade, who acted as arbitrator on numerous disputed questions in the South Wales coal strike, was announced last evening. A dispatch received from Cardiff

just before midnight indicates his decision is likely to meet with vigorous opposition from the miners.

The decision is highly technical, but a number of the miners' demands relating to working conditions, hours of labor, and arbitration arrangements, are rejected, although wage concessions are made.

Vernon Hartshorn, the miners' leader, telegraphed from Cardiff:

"The Runciman settlement is impossible. Even if the leaders accepted it, the workmen who do not benefit by it would refuse it, and they can tie up the whole field. Runciman has taken away what David Lloyd George and Arthur Henderson promised the miners, and has brought about a dangerous crisis."

One of the principal disputed points was whether any increase in wages granted at the present time was to be regarded as merely a war bonus or as a permanent adjustment. Mr. Runciman decides that "the new agreement is applicable only to the abnormal conditions prevailing during the war and is not intended for a precedent or to apply to normal times."

On Wednesday, a newspaper cable read:

"The findings of Walter Runciman, president of the Board of Trade, who acted as arbitrator in the South Wales coal strike dispute, has been virtually rejected by the mine workers. The executive committee, at a meeting yesterday, decided not to sign the award, but to call a conference of representatives of the entire coal field for next Tuesday to consider objections to the award."

Recent Coal Freight Charters.

Str. Buxton (Br.). Baltimore or Virginia to Spezia or Magdalena, coal, 39s 6d, "August-September."

Str. Queenswood (Br.). Philadelphia to Rio Grande du Sul Sulj, coal, 42s 6d, "Prompt."

Strs. Iolo (Br.). Orthon Strathatos (Greek) and North Pacific (Br.). Virginia to River Plata, coal, 33s 9d.

Str. Confield (Br.). Virginia to Rio Grande do Sul, coal, 42s 6d, "August-September."

Str. Castlemoor (Br.). Baltimore to Alexandria, coal, private terms.

Str. Stormount (Br.). Philadelphia to Antilla, coal, private terms.

Schr. Mary V. Neville. Philadelphia to Porto Rico, coal, private terms.

Str. Franklin. Atlantic Range to Mediterranean, coal, time charter; account Consolidation Coal Company.

Str. Greataston (Br.). Baltimore to Barcelona, coal, private terms.

Str. Alf (Nor.). Baltimore to River Plata, coal, about 34s.

Str. Poiartsjernen (Dan.). Coal, Baltimore to Gothenburg, private terms, "Spot."

Str. Othon Stathatos (Greek). Coal, Baltimore to River Plata, private terms, "Spot."

Str. Claveresk (Br.). Coal, Baltimore to Felton, private terms, "Spot."

Schr. Bayard Hopkins. Coal, Baltimore to Venezuela, private terms, "Spot."

Str. Teespool (Br.). Hampton Roads to Rio Janeiro, coal, 94s 6d, "Prompt."

Str. Georgios (Gk.). Hampton Roads to Marseilles, coal, 37s, "Sept."

Str. Horflete (Br.). Baltimore to Spezia, coal, private terms.

Schr. Catherine W. (Br.). Philadelphia to St. John, N. B., coal, private terms.

8-17 British Steamship Kintail
8-17 Italian Steamship Eliopoli
8-17 Norwegian Steamship Ydun
8-17 Norwegian Steamship Ocland
8-17 Norwegian Steamship Antares
8-18 Norwegian Steamship Mirjam
8-19 British Steamship Nailsea Court
8-19 American Schooner Gen. E. S. Greeley
8-19 British Steamship Lexie
8-19 Italian Steamship Italia
8-19 Norwegian Steamship Ronald
8-20 British Steamship Don Arture
8-20 Greek Steamship Eugenia S. Embiricos
8-20 Italian Steamship Phoebeus
8-20 Italian Steamship Luzon
8-21 Norwegian Steamship Taunton
8-21 Italian Bark Orealla
8-21 Italian Steamship Circe
8-21 Italian Steamship Labor

8-19 Italian Steamship Attualita

8-16 American Steamship Kanawha
8-16 Mexican Steamship Pueblo
8-17 Italian Steamship Tea
8-17 British Steamship Fairmouth
8-18 British Steamship Jersey City
8-19 British Steamship Lady Plymouth
8-19 British Steamship Penlee
8-20 British Steamship Camlake
8-21 British Steamship Oak Branch
8-21 British Steamship Teespool
8-21 British Steamship Zurichmoor
8-21 American Schooner Lucinda Sutton
8-21 American Steamship Winnebago
Total cargo, 146,917.
Total bunkers, 21,472.

Exports for June.

The Department of Commerce, through the Bureau of Foreign and Domestic Commerce, has just issued a statement of the exports of domestic coal and coke from the United States, and bunker coal laden on vessels engaged in the foreign trade at the specified districts, during the month of June, 1915. It follows:

Districts.	Coal.		Coke. Tons.
	Anthracite.	Bituminous.	
	Tons.	Tons.	
Maine and New Hampshire..	1,613	1	....
Maryland .....	....	305,917	8,010
Massachusetts	52	....	....
New York	20,685	4,201	644
Philadelphia	5,387	121,379	61
Porto Rico .....	....	60	....
Virginia	85	608,599	6,642
Mobile	20	290	....
New Orleans .....	....	769	....
Arizona .....	....	1,130	6,483
El Paso .....	....	13,925	1,211
Laredo .....	....	3,846	....
San Francisco .....	....	31	....
Southern California	1	24	....
Washington .....	....	179	4,872
Buffalo	109,658	124,367	32,600
Dakota	795	2,082	154
Duluth and Superior.....	20	1,850	27
Michigan .....	....	27,597	6,299
Ohio	10,058	630,970	398
Rochester	117,272	64,361	221
St. Lawrence	85,680	21,723	903
Vermont	1,310	109	103
Total.....	352,636	1,933,410	68,628

Districts.	BUNKER COAL.		Gross tons.
	Anthracite.	Bituminous.	
Maryland	76,850	....
New York	318,589	....
Philadelphia	46,574	....
Virginia	159,155	....

BALTIMORE COAL EXPORTS.

For Week Ending Aug. 14, 1915.			Tons,	Tons,
			Cargo,	Bunker.
8-10	Sp. Mar. Mediterraneo, Spain.....	3,672	434	
8-10	Ital. Mongineoro, Italy.....	7,305	740	
8-13	Nor. Lovland, Cuba.....	3,506	350	
8-14	Dan. Ribe, Brazil.....	3,008	879	
8-14	Br. Teviodale, Italy.....	4,789	1,000	
Totals.....			22,527	3,403

For Week Ending Aug. 21, 1915.			Tons,	Tons,
			Cargo,	Bunker.
8-16	Br. Castlemoor, Egypt.....	4,999	1,300	
8-16	Ital. Luigi, Italy.....	4,659	900	
8-18	Br. Rio Preto, Brazil.....	5,142	1,261	
8-18	Nor. Camilla, Panama.....	3,123	410	
8-20	Greek Calimeris, Italy.....	5,602	776	
8-20	Br. Harflete, Italy.....	6,500	1,250	
8-21	Br. Rocker, Egypt.....	5,300	200	
8-21	Dan. Polarstjormen, Sweden.....	5,100	300	
8-21	Br. Gretaston, Spain.....	5,062	234	
8-21	Nor. Alf, Argentina.....	1,300	900	
8-21	Br. Enterpe, France.....	5,400	700	
Totals.....			52,194	8,231

EXPORT SHIPMENTS OF COAL FROM PHILADELPHIA.

Date.	Vessel, Flag and Destination.	Tons.
8- 5	Thelma, Nor., Ivigtut.....	801
8- 6	Sif, Nor., Fort de France.....	4,635
8- 7	Orkild, Nor., Havana.....	3,835
8- 9	Glenmount, Br., Antilla.....	2,631
8- 9	Rio Colorado, Nor., Rio Janeiro.....	4,489
8- 9	Schr. H. A. Stone, Jabos, Porto Rico.....	1,998
8-10	Mordland, Dan., Cardenas, Cuba.....	1,906
8-12	Norbotten, Swed., Norvik, Norway.....	2,270
8-12	Norbotten, Swed., Norvik, Norway.....	6,164
8-13	Bark Balmoral, Ital., Genoa.....	3,861
8-13	Libertad, Mex., Guantanamo, Cuba.....	978
8-13	Chiswick, Br., Havana.....	4,745
8-13	Thorsa, Nor., Cardenas, Cuba.....	1,476
8-14	Hercules, Span., Marseilles.....	5,894
8-14	Petra, Nor., Port Limon, C. R.....	3,105
8-19	Moldegaard, —, Antilla, Cuba.....	4,127

HAMPTON ROADS COAL EXPORTS.

Lambert's Point.			Tons.	Tons.
			Cargo,	Bunker.
St. Vincent, C. V. I.....	5,419	620		
Genoa, Italy.....	5,520	460		
Kingston, Jamaica.....	1,800	240		
Cristobal, C. Z.....	4,700	250		
Vera Cruze, Mexico.....	2,157	316		
Buenos Aires, A. R.....	3,907	1,400		
Buenos Aires, A. R.....	4,614	995		
Pernambuco, Brazil.....	1,838	....	
Montevideo, Uruguay.....	5,224	859		
Civita Vecchia, Italy.....	4,233	989		
Montevideo, Uruguay.....	3,195	1,016		
Buenos Aires, A. R.....	4,948	934		
Buenos Aires, A. R.....	6,243	1,407		
Puerto Ferrajo, Italy.....	4,500	500		
Genoa, Italy.....	5,602	552		
Kingston, Jamaica.....	1,368	236		
Naples, Italy.....	2,822	....	
Italy, any port.....	3,790	500		
Savona, Italy.....	6,000	500		
			77,880	11,774

Sewalls Point.			Tons.	Tons.
			Cargo,	Bunker.
Spezia, Italy.....	6,928	649		
Newport News.				
Port of Spain, Trinidad.....	2,956	456		
Cardenas, Cuba.....	1,545	....	
Genoa, Italy.....	7,168	598		
Cienfuegos, Cuba.....	2,540	434		
Spezia, Italy.....	6,810	873		
Taranto, Italy.....	5,991	536		
Puerto Militar, A. R.....	5,452	1,138		
Spezia, Italy.....	4,755	709		
Montevideo, Uruguay.....	5,764	1,345		
Rio de Janeiro, Brazil.....	6,261	1,066		
Taranto, Italy.....	5,100	600		
Rio de Janeiro, Brazil.....	1,826	....	
Rio de Janeiro, Brazil.....	5,741	1,094		
			62,109	9,049

General Review.

Buying Is Heavier Because of the Season, But Price Advances Come Slowly.

In all parts of the country the buying of domestic coal has improved within the last week. In some places the retailers took coal in order to anticipate either the rise in price or an increase in freight rates. Much of the buying was therefore of a precautionary nature, but some of it was in response to immediate demand by the consumers.

For one thing, the farmers who moved their crops to market very late this year have begun to buy coal. For another thing, the householders who have not purchased all summer are, owing to the cool days and nights, finding a fire is a necessity.

The steam trade is not improving as much as it might, because factories are not running anywhere near full time. There is going to be some late movement of coal up the lakes that will take up part of the mine output at the time the retailers are taking their coal. Also, there is going to be quite a heavy movement of coal to tidewater, as the foreign orders are increasing and prices there are becoming attractive.

One of the big developments of the week is the improvement in the coke trade. This has been under way for some weeks now, but it really reached a phenomenal stage of development within the last week or two.

The New York report is in a sense representative of the east. It says that there is quite an improvement in anthracite, but candidly the upturn is not as sharp as might have been expected under the circumstances. The retailers are not buying as much as they should, the lack of summer storage coal being considered. Also, they are not buying as heavily as would be indicated by a shortage in anthracite production up to the first of August. However, the buying movement has started. In bituminous coal there has been some little improvement, but the steam trade does not seem to be concerned much over the future.

This report is confirmed, in a measure, by another coming from New England. Boston has assumed new importance of late because of increased manufacturing in that center and because of a general awakening of manufacturing interests all through New England. Still the trade does not show the improvement that it should.

Baltimore, on the contrary, is quite optimistic, being made so first by the off-shore movement of coal and, second, by a demand in domestic channels reached through that port.

Pittsburgh is, to a certain extent, representative of western Pennsylvania and Ohio, but in a sense it is not. In that territory there is quite a demand for coal from the coke ovens and the steel mills. In fact, wherever there is a chance for local industry to sell anything abroad there is a good business in coal, but the movement to all rail points is backward and the move up the lake certainly is nothing like it is normally.

Cincinnati strikes quite a different keynote. In the first place it indicates that there is a car shortage and in the second place it speaks for a better demand for both steam and domestic coal. In one respect, however, Cincinnati differs from Pittsburgh in that it is representative of West Virginia rather than western Pennsylvania coal conditions.

In the northern tier of cities, including Detroit, Toledo and others, the situation is improving slowly, because the operators no longer keep the market crowded with consignment coal, and because the demand is improving.

In the west, Chicago is representative of quite a big district. There the retailers are beginning to buy coal because the householders are signifying a demand. In response to general conditions the operators are increasing their price. Thus the first of September sees on bituminous coals a rise in price averaging about fifteen cents a ton.

St. Louis confirms, in a sense, this report from Chicago. Most of the mines in that district are running about full time. The local demand has caused some of the mines in the three southern Illinois counties to do far better than fifty per cent of capacity which they have been doing heretofore.

In the northwest there is an indication that the market is improving steadily, as is shown by the fact that some orders for West Virginia coal have been placed just recently. Also it is interesting to note that some Ohio operators, who had expected to remain out of the market, are planning now to ship quite a good deal of coal up the lakes.

Chicago Market.

Domestic Buying Is Heavier and Prices May Advance Next Week. Coke Stronger.

Office of THE BLACK DIAMOND,
CHICAGO, August 26, 1915.

This morning the suburbanites who gathered at their stations to await the trains were for the first time talking about coal. They had abandoned discussions of golf, tennis, fighting mosquitoes, the rainy weather and its influence on vegetation and vacation plans. Most of them were back on the job for the fall and were talking about the kind of coal they are going to use this winter and what changes they expect to make over what they did last year.

This situation explains the one big change in the coal market for this week. The householders are not only talking about coal, but are buying it. The first movement to stock up for the winter has begun. As the householder buys, naturally the retailer must do so, and this reacts upon the wholesale trade to increase production of domestic coal. The situation all told is much more encouraging than it has been and warrants advances in prices which some operators are planning to make the first of September.

The steam coal situation is not changed much. A slight increase in the production of screenings naturally eases the price there and except for high-grade coal, the market is for 5 cents a ton or more off.

The anthracite trade has shown some little improvement. That is, the retailers are beginning to get orders from the house-holders and are buying more coal from the wholesaler. The increase is not heavy enough yet to warrant any larger shipments or to warrant any speculations on the absorptive capacity of this market. However, some more business is being done.

Smokeless market is strengthening, but as the first of September approaches, some concessions were made on track coal and even on spot coal, about the middle of the month, but mine run for September delivery is firm both on track and on spot at the new circular price of \$1.40. The lump and egg situation is not quite so strong. It is known that coke ovens in the east are running now to full capacity. This is taking much more slack coal than has been the case heretofore. As the operators increase their production of fine coal, they must necessarily increase their output of lump. They are having, therefore, an unexpected volume of coal, but have not enough orders to place all of it, therefore they are now soliciting business on prepared sizes, a situation which has not confronted them for two years. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run.....	\$3.30@3.45	\$1.25@1.40
Lump and egg.....	4.30	2.25

Somerset County coal is a little stronger than what it was. The mine run will advance to \$1.40 on the first of September and some operators will hold for \$2.00 as a minimum on lump and egg. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.75@4.15	1.75@2.10

It is barely possible that Hocking operators will advance their prices on September 1 to \$1.60. The harvest demand has been in full swing for the last week or so and orders have increased materially. The prices have been firm at circular. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
1½-inch lump.....	\$3.15	\$1.50

Splint coal is still a little easy. Some low-priced orders are being forwarded to the mines and are being accepted. However, a change is in sight for the immediate future. The mines have orders for lake coal and these will keep them busy for the next three months. The tendency is towards higher figures, but in the meanwhile, the prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1¼-inch lump.....	\$3.05@3.15	\$1.15@1.25

Several things are improving the situation on Eastern Kentucky coal. There is open demand in the south and there is some improve-

ment in the demand in the west. The minimum prices have been moved up at least 15 cents a ton and another advance is likely on the first of September. In the meanwhile, the prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump.....	\$3.40@3.80	\$1.50@1.90
Egg	3.25	1.35

Franklin county prices will be marked up to \$1.75 a ton on September 1 for the lump, egg and No. 1 nut. The special stove will not be changed at \$1.40. The smaller sizes are not expected to increase in strength because the steam demand is nothing extraordinary. The prospect of this advance and of the increase in freight rates have given business a sharp upturn within the last week and many of the mines are so filled with orders, they will be running several days after the first of September on current business. This last week orders have been refused at the cost price because to accept them would entail delivery in September. The screenings are off from five to ten cents a ton. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.65	\$1.60
Egg	2.65	1.60
No. 1 nut.....	2.65	1.60
No. 2 nut.....	2.45	1.40
Mine run.....	2.15	1.10
2-inch screenings.....	1.70@1.75	.65@.70

One Williamson county operator will advance the prices on September first to \$1.75. The others are sure to make an increase to \$1.60 if not to \$1.65. In anticipation of this advance prepared sizes have been strong but the steam sizes have been easy. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.65	\$1.60
Egg	2.65	1.60
No. 1 washed.....	2.65	1.60
No. 2 washed.....	2.50	1.45

Saline county operators have not put out any new circular prices for September, but the prices are expected to advance to \$1.65 at least. The market in anticipation of a price advance and of an increase of freight rates has been strong, with an exception of screenings, which has been off by a nickle a ton. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.55	\$1.50
Mine run.....	2.15	1.10
Screenings	1.75	.70
1¼-inch lump.....	2.30	1.25

Clinton operators are beginning to get a better demand for domestic coal, but their specialty is still the same business. Prices there are expected to advance ten cents a ton on the first of September. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
Domestic lump.....	\$2.27	\$1.50
Egg	2.07	1.36
Nut	2.07	1.30
Mine run.....	1.87	1.10
Screenings	1.52	.75

Springfield operators will advance their prices on September first to \$1.65. The business both in steam and domestic coal has been stronger this week. Screenings have been off about five cents a ton and soft even at sixty cents. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Springfield—		
Lump	\$2.32	\$1.50
Egg	2.32	1.50
Nut	2.17	1.35
Mine run.....	1.87	1.05
Screenings	1.42	.60

Knox county operators are running mainly on steam coal, with screenings still ranging around eighty cents a ton regardless of the general savings in fine coal market in other directions. There is not much demand in other sizes. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.67	.80

With the approach of September first coke prices have been marked up from ten to fifteen cents a ton. The demand is stronger for all sizes and the big feature is the market on furnace and foundry. The prices up to Thursday were:

	F. O. B. Chicago.
Coke—	
Connellsville	\$4.75@4.90
By-product, foundry.....	4.90@5.10
By-product, egg and stove.....	4.75
By-product, nut	4.75
Gas house	3.85@4.00

Pittsburgh Trade.

Dull Business to Line Points and the Lakes Offsets a Good Steel Mill Demand.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., August 26.

The dulllest week of the dulllest month of the year is being experienced in the coal trade just now, so far as any visible activity or movement of coal is concerned, but notwithstanding the vacation season and the long-continued watchful waiting that tends to give the situation a stagnant appearance, there is a strong undercurrent that is being felt and that will soon disturb the calm of the surface. Not within months has there been the decided feeling that "things will take a turn" that is seen today; in fact, the optimists of the past months say today "it has come," nor do they say it in a doubtful, hesitating manner. The writer was shown correspondence today by selling agents, from their sources of supply in Connellsville and Greensburgh regions, that said "take more orders on" such and such coals at present prices, "advance prices" on such and such to \$—, and with these instructions were seen quotations for screenings for immediate delivery, and for the three months to come, that would average 72½ cents per ton, this against the 55 to 60-cent prices that have ruled the market for some time.

At some mines it is reported that while not working full, their present capacity is absorbed on contract deliveries and they do not want to increase outputs at present prices.

One larger producer, whose contracts have kept operations active, said they would soon be in the market themselves for coal at the present rate of inquiry, export business in other districts throwing interior trade into this section to an extent that will demand the entire surplus output of this district as fall domestic trade opens up. Railroad buying is a feature, and it is intimated that coal is being stored on speculation, it being anticipated that later on, the demand cannot be met, and that prices will soar.

The labor question is again being considered, and the fact that miners have been going from this district to West Virginia and Kentucky causes some slight alarm. The first intimation of "car shortage" developed the past week, when gondolas were found unobtainable in certain districts.

Much complaint is heard in Pittsburgh regarding freight rates, the Fairmont, Kanawha and other districts having such a decided advantage over this section that it is next to impossible for Pittsburgh to compete for certain lake trade, and although this trade has been and is exceptionally light, the odds are against the Pittsburgh operator.

Prices are hardly quotable today, though the tendency is toward a higher plane. Slack is held generally at sixty cents for spot, and scarce, while eighty and eighty-five cents is talked of as to contract for the last quarter. Mine run can be bought at from \$1.00 to \$1.10, with 3/4 at \$1.15 to \$1.25 and 5/4 screened coal at \$1.30 to \$1.40 f. o. b. Pittsburgh, and while some are quoting higher figures than the foregoing, even these can still be shaded for spot delivery.

The coke market seems stronger, if any change can be noted. A number of furnaces are expected to blow in at almost any time and some considerable inquiry has been out, but no definite contracting to any large extent heard of. These furnaces are simply holding off until they see a little more certainty as to continued activity, rather than start on present demand and then blow out again shortly. The demand today for pig seems to have weakened, though the advances made the past ten days in price is maintained. Foundry coke has improved slightly in demand, and prices holding as near the following as can be quoted:

Prompt furnace.....	\$1.50@1.60
Sept. furnace.....	1.60@1.75
Contract last quarter.....	1.80@2.00
Foundry—spot.....	2.40@2.50
Foundry contract.....	2.50@2.65

The surplus tonnage of furnace coke that unexpectedly developed immediately after the Fourth of July seems to be exhausted,

and so far as causing any interference in the market was concerned the quantity was not sufficiently large to create anything but a temporary flurry, which has seemingly passed.

Options on 1,300 acres of coal lands, including the greater part of the unsold coal lands of Luzerne township, Fayette county, were closed last week for \$2,500,000 by Pittsburgh interests. The option will expire on September 10.

The coal optioned is surrounded by some of the largest coal and coke interests. It is bounded on the north by the holdings of the W. J. Rainey Coal & Coke Company, on the northeast by the acreage of the Republic Iron & Steel Company, on the east by the land of Tower Hill Coal & Coke Company, on the south by the holdings of the J. V. Thompson Coal & Coke Company and on the west by the H. C. Frick Company's property.

The parties handling the deal have not made public the names of the Pittsburghers interested, but the properties are owned at the present by ten, or twelve different parties.

Pittsburgh News Items.

Mineral rights under forty-eight acres and the surface of three acres have been purchased by E. E. Miller, of Rockwood, Pa., from David Ansel. A new tippie, storage house and steel tracks are to be installed. A mine on the tract has been worked for several years.

The Capitol Coal Company has been incorporated for the purpose of mining for coal in Brooks county, W. Va., but has its principal offices in Pittsburgh. The capital stock is \$250,000. The names of the incorporators are W. J. C. Hays, W. J. Birmingham, William E. Hays, H. W. Breitweiser and A. M. Lowe.

A memorial of the late Dr. Joseph A. Holmes, director of the United States Bureau of Mines, will be erected when the new bureau buildings are constructed in Schenley Park, according to the announcement made yesterday by Lauson Stone, superintendent of the Pittsburgh district of the bureau. The American Society of Mining Engineers has appointed a committee to publish a biography of Dr. Holmes.

With a guarantee of work for next autumn and winter, a call for fifty unmarried miners has been received by the local office of the distribution branch of the United States bureau of immigration from a coal company in the Latrobe district. The company also guarantees good wages and working conditions. It wants only unmarried men, as all the company houses have been taken by married men. Miners are also wanted by other companies in Fayette and Westmoreland counties.

The plant of the Four States Coal Company has been closed down at Annabelle, W. Va. The miners' houses are being nailed up and a general suspension of business has been instituted. For several months the property at Annabelle and a mining property owned by the same company at Dorothy in Raleigh county, has been operated by the trustees. Two mortgages, one for \$3,500,000, another for \$1,000,000, were placed on the properties at Annabelle and in the southern part of the state. Notes began to come due several months ago. The bondholders ordered the trustees to dispose of the property then. Judge Dayton of the Federal Court in this district refused to allow the sale to proceed. The action of the trustees in closing down the plant, it is said, is a move to hasten the sale of the holdings.

St. Louis Trade.

ST. LOUIS, Mo., August 26.—(Special Correspondence.)—At the nearing of the fall season the coal market on all domestic sizes continues to improve. Mines in Southern Illinois on the whole are running almost full time, and those in the central district are running more continuously. One of the peculiar features of the market is that screenings, instead of dropping, have rallied in price in the last ten days, and on the whole are much firmer, bringing better prices than they were around the first of the month. Standard

coal is moving fairly well and current prices are good.

Standard Coal	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump	\$1.20	\$1.77½
6x3-inch egg	1.00	1.57½
2-inch lump	1.00	1.57½
Steam egg .....	.80	1.37½
No. 1 nut .....	.90	1.47½
No. 2 nut .....	.80	1.37½
Mine run .....	.85	1.42½
Screenings .....	.60	1.17½

Mount Olive coals are moving fairly well and prices are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump	\$1.40	\$1.97½
2-inch lump	1.20	1.77½
Screenings .....	.60	1.17½

Williamson County coals are moving very well indeed, though there is quite a range in prices. Domestic sizes being quoted all the way from \$1.30 to \$1.60 at the mines, the average prices being about as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg	\$1.50	\$2.22½
3x2-inch nut	1.20	1.92½
Screenings .....	.60	1.32½

The movement of Franklin County coals is all that could be desired. The mines are running practically full, and they are getting their prices. In fact a great many of the mines are now three weeks and more behind their orders on certain sizes.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg, or nut.....	\$1.60	\$2.32½
No. 2 stove	1.40	2.12½
Screenings .....	.70	1.42½

Anthracite is moving fairly well through the country, but the local demand has been very light. Smokeless is also in seasonable demand.

Anthracite—	F. O. B. St. Louis.
Chestnut	\$7.45
Stove or egg	7.20
Grate	6.95
Smokeless—	F. O. B. St. Louis.
Lump or egg	\$2.25 \$4.75
Gas House Coke—	F. O. B. St. Louis
Gas house coke	\$4.25
By-product coke (all sizes).....	\$4.50

The prices on Illinois soft coal f. o. b. East St. Louis, Madison, Venice, or Granite City, Ill., are 25½ cents lower than the above quoted St. Louis prices.

Omaha Trade.

OMAHA, NEBR., August 26.—(Special Correspondence.)—There is scarcely any change in this territory during the past week, general business conditions being more or less at a standstill.

There has been a slight increase in the demand for domestic coals, the dealers apparently realizing they have got to come to it sooner or later.

The following prices prevail on coal:

	Mines.	Omaha.
Nut	\$1.85	\$3.20
Slack	1.85	2.70
Franklin County—		
Lump	1.45@1.60	3.75@4.00
Egg	1.45@1.60	3.75@4.00
Nut	1.45@1.60	3.75@4.00
Williamson County—		
Lump	1.25@1.35	3.65@3.75
Egg	1.25@1.35	3.65@3.75
Rock Springs—		
Lump	2.15	5.85
Nut	1.60	5.35
Arkansas Anthracite—		
Lump	3.70	6.60
Broken sizes.....	3.95	6.85

Omaha Local News.

E. D. Scott, western sales agent of the Skeele Coal Company, was in Omaha this week. Scott, as usual, is able to see the bright side of everything and is looking for a good business this fall.

Among the Omaha visitors this week was F. M. Vaughn of the Victor American Fuel Company of Denver. While Mr. Vaughn was optimistic as to the future he stated that the western territory had been having about the same experience that we have had here.

The Omaha jobbers will entertain a number of the prominent railroad officials at lunch Thursday, August 26. The idea of the meeting being, in addition to bringing about a better fellowship, to iron out a few of their general disagreements on claims, etc. Among those expected to be present are: W. A. Holley, J. W. Newell, H. H. Holcomb, C. L. Birch, of the Burlington; H. A. Bierman of the "Katy," H. C. Pribble of the Santa Fe, W. P. Hawkins of the Missouri Pacific and B. D. Daley of the Kansas City Southern.

Cincinnati Trade.

An Improvement in Coke Makes a Better Demand for Slack, Increasing Supply of Lump.

CINCINNATI, OHIO, August 26.—(*Special Correspondence*).—The main feature of the trade, this week, was the slowly developing car shortage in the West Virginia fields together with the good improvement in the demand for smokeless slack for by-product manufacture. This week for the first time in the month, there is also developing a good demand for smokeless lump and egg in the domestic market which demand was also spreading to the splint market toward the latter part of the week. This domestic demand is believed to have been stimulated by the cool weather of the previous week, together with a belief that is forming in the minds of the buyers and their patrons that fall and winter will develop much earlier this year than usual.

The coke market is splendid and is said by old operators and manufacturers of coke, to be the best in four years with a brisk demand, accelerating almost daily, and with rising prices. Cincinnati coal men characterize it as an "old time market" in that product. The condition in the iron market makes it better for the coal man of this district and most of the dealers are optimistic. Prices are not much affected yet in splint and the smokeless operators have been able to hold their prices except in a few isolated cases. The end of the week sees contracts closed which have been hanging fire for some weeks, and it also sees a brisk flow of orders for September delivery. A peculiar thing is that few orders for immediate delivery have been booked by the companies, since August 1. Many cancellations and suspensions have been received by the splint operators and some by the smokeless operators, which were given in July in expectation that the market would stiffen early in August. Seeing that this was not so pronounced the buyers cancelled or suspended orders and as a result they will pay September prices when they do order their goods.

Some of the splint operators are notifying their patrons that with September 1 their prices will go up and they will not protect quotations already made, or made prior to that date. This is quickening orders in some fields. The prices believed probable by some West Virginia operators are: Run of mine, ninety cents to \$1; gas, ordinary eighty to eighty-five cents, fancy ninety-five; nut and slack, spot fifty-five, contract seventy-five and eighty cents while lower grades are quoted at seventy for that date. In the domestic, good two-inch lump is booked for \$1.25 and 4-inch, \$1.50 to \$1.60. This is about an average for the general West Virginia splint market. In another field September prices are quoted as follows: Four-inch lump, \$1.75; two-inch, \$1.40; egg, \$1.10; run of mine ninety cents; nut and slack sixty-five. Kentucky operators expect to run the following prices which are prevalent now, with about ten cents added after September 1: Block, \$1.60 to \$1.75; egg, \$1.25; run of mine seventy-five cents to ninety cents; nut, \$1 to \$1.10; and nut and slack fifty to seventy cents. Smokeless will still hold to \$2.25 for lump and egg, run of mine \$1.40, and nut and slack \$1. These prices are a condensation of prices given by several operations in the splint.

The car shortage is hooted at by railroads but operators say it is a fact and some mines have had to close down one or two days this week because of a lack of cars. It is believed that cars have been delayed at coal terminals, and distributed to grain centers in such numbers that they have thus created a shortage. Good judges predict that within thirty days the shortage will be so pronounced that it will cut the volume of delivery to half its present size. The beet sugar factories will eat into the supply, also, in a few days and other factors are working on the already short supply. Labor shortage will develop as soon as the domestic demand reaches a somewhat larger tonnage.

Operators are saying this week that they begin to see daylight, and higher prices are looming up over the horizon line.

Cincinnati Trade News.

E. F. Bardin of the Wyatt Coal Company, is in the East this week looking over the export situation as well as other matters for his company.

Local coal operators and shippers are being notified by the Monongahela Railroad that this road will begin service transporting freight, Sep-

tember 1st. The road was formerly the Buchanan & Northern Railway.

C. B. Ebbert, of Chicago, western manager of the White Oak Coal Company, was in the city this week in conference with the local office on matters pertaining to the local fall campaign.

Quinn Morton, president of the Imperial Coal Sales Company, of this city and the Imperial Coal Company of Burnwell, W. Va., stopped off a few hours this week as he passed through the city from Detroit to the mines at Burnwell.

G. L. Drouillard, a well known coal traveling salesman in this territory for a number of years, has entered the employ of the Webb Fuel Company, traveling in Michigan and Northern Indiana. Mr. Drouillard was formerly with the Paint Creek Collieries Company, and was with the Webb Fuel Company once before.

A new rumor arose this week relative to the attempt of the Island Creek Coal Company, or rather the United States Oil & Coal Company, to take over the Wyatt Coal Company holdings, operated by the Main Island Creek Coal Company. The new rumor had it that the option which lapsed August 10, had been renewed to date September 10. Local officials of the company say that there is not a shadow of basis for the report, so far as they know. The announcement of the failure of negotiations stands and the company is making more large contracts every week. In addition export demand is rising for the coal and contracts are pending of considerable size with foreign buyers.

Edward Schoenebaum of Cincinnati and Raymond City, W. Va., has been chosen by Governor Hatfield of West Virginia to represent the state at the eighteenth annual convention of the American Mining Congress, which, this year, will be held in San Francisco September 20 to 23, inclusive. Mr. Schoenebaum is treasurer and general manager of the Marmet-Halm Coal & Coke Company, and also of the Raymond City Coal Mining & Coke Company, and is well known in the coal business of the state of West Virginia and to dealers throughout the middle west. The state will have ten delegates, the other nine being George T. Watson, Fairmont; W. H. Koch, Wheeling; A. J. King, Charleston; Edward O'Toole, Gary; E. E. White, Glen White; Clyde Hutchinson, Fairmont; James Elwood Jones, Switchback; George S. Patterson of Vivian and R. P. Maloney of Thomas.

The coal contract for St. Bernard village, a suburb of Cincinnati, was finally awarded this week to the B. H. Wess Coal & Coke Co., of Winton Place, also a suburb. The contract was about to be awarded, July 31, according to several participants in the bidding, to Fred Krehe, son of the treasurer of the village, who was also a member of the commission which awarded the contract. It was not understood at the time that Mr. Krehe, Jr., was representing a Cincinnati coal once, it being believed he was representing his father, who, according to the laws of Ohio was barred from bidding or participating in any of the profits of the award by reason of the fact that he was a public officer in the village ordering the coal. The bid was \$1.80 per ton also for the 3,600 tons to be under contract. There were eight bidders under that figure, of which the lowest was \$1.59 per ton. Mr. Wess' bid was \$1.64 and the award was made to him at that figure, the bid of Mr. Krehe, Jr., being eliminated.

Local coal operators and wholesale dealers are very much interested in news which developed this week relative to a deal that has been pending here conducted by Pittsburgh and Chicago brokers covering the purchase of about 100 acres in the outskirts of the city at Madisonville, for the purpose of establishing a subsidiary plant to the Bethlehem Steel Company's plants elsewhere. G. S. Ellis of Chicago is one of the interested real estate dealers and Thomas A. Nugent and G. M. Hartup of Pittsburgh are the others. The Pennsylvania Railroad company is reported to have options on about forty acres nearby and will handle the output and shipments in its yards, besides constructing shops there also. It is reported that the Bethlehem Steel Company will not operate the new plant but that it will participate in the organization of a subsidiary company to be managed by Pittsburgh capital which will take hold of it and aid in the manufacture of war supplies and materials on contracts held by the Bethlehem Company. The interest by coal operators and producers is that of finding a near market for their coal products.

The annual convention of the National Commissary Managers Association of which Tracy D. Luccock of Chicago is secretary-treasurer and F. M. Meadows of Pineville, Ky., is president, was held here this week and proved one of the best and most successful conventions of the seven that have been held by the organization. About 500 delegates were present and the entire second floor of the Gibson Hotel was occupied by exhibits of merchandise. Gus Lee of the Tennessee Coal & Iron Company is mentioned as the greatest buyer of the entire convention, having to purchase in the neighborhood of \$3,000,000 annually for the company. F. C. Clifford of Chicago was one of the speakers at the convention. The first session of the convention was held at Chester Park, Monday evening, the convention being entertained by the Cincinnati entertainment committee in which a dinner and a cabaret performance were the features. The first business session was held next day and in it, after the convention had been welcomed by Mayor Spiegel of Cincinnati, and S. K. Mayer, chairman of the entertainment committee of the business men of the city, and suitable responses had been made, Anderson Pace of Chicago spoke on "Personality in Business." Mr. Gifford delivered his address Tuesday afternoon on "How the Commissary Manager May Help the Operating Company." The convention was well attended and was a source of great benefit to all the delegates and their companies.

Denver Trade.

DENVER, August 26.—(*Special Correspondence*). There is little life to the coal market this week, and conditions remain practically unchanged. There has been no rush of country dealers to deluge operators and distributors with storage orders at the end of the season, as was expected. Dealers generally are said to be fairly well supplied for a little time to come, and are not worrying about the future. This supply has, in most cases, been ample for every requirement, including threshing.

Lignite production is at a low level this week, and the bituminous output has fallen off in comparison with that of last week. Trinidad and Routt districts are running full time and are leading the state in production.

Cold nights and abundant rains have increased the slack demand, and prices have stiffened a little in consequence. Lignite supply is light, but there is plenty of bituminous for all needs.

Prices for lignite, f. o. b. mines are as follows: Denver delivery, lump, \$2.35 to \$2.65; mine-run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. Points outside of Denver, lump, \$2.50; mine-run, \$1.55 to \$1.65; slack, \$1.05.

Canon City District—	Lump	Nut
For shipment May and June.....	\$2.50	\$2.00
For shipment July and August.....	2.75	2.25
Add 25 cents to above prices for washed nut.		
Walsenburg District—		
For shipment May and June.....	2.50	2.00
For shipment July and August.....	2.75	2.25
Washed nut 25 cents per ton additional.		
Chestnut, \$1.25 for entire season.		
Trinidad District—		
For shipment May and June.....	2.00	1.75
For shipment July and August.....	2.00	1.75
Routt County District—		
For shipment May and June.....	2.50	2.00
For shipment July and August.....	2.75	2.25
Western Slope District—		
For shipment May and June.....	2.25	....
For shipment July and August.....	2.50	....
From Baldwin, shipments for points east of Denver are 75 cents per ton less than Walsenburg prices.		

Denver News Briefs.

A test case involving the right of the state to collect royalties, which it is estimated, will amount to more than a half million dollars, has been filed by N. S. Walpole, owner of a quarter section of state land in Routt county. He asks an injunction against the state land board from granting to George Morrison a five-year mineral lease upon his land with the right to mine coal. Since Walpole acquired the tract a big vein of anthracite, probably six to eight feet thick, has been discovered, and as the state gets a royalty of ten cents for every ton of coal mined, it is estimated that the school fund would receive about \$500,000 if the clause, which is included in every sale certificate, that the state reserves all mineral rights is upheld in the courts. The surface value of the land is only about \$16,000. The suit which Walpole has instituted to prevent Morrison from mining on his land will test the right of the state to reserve mineral rights in making a sale of land and to grant a lease to an outsider to excavate or bore on the land of the purchaser.

Duluth Trade.

DULUTH, MINN., August 26.—(Special Correspondence.)—For the last week there has been a lull in both receipts and shipments of coal at this point, but the indications are that between now and the first of the month there will be a distinct betterment. More charters of vessels have been made within the last week to bring coal up from Lake Erie ports and vesselmen and coal dock superintendents, alike, report expectation of considerable new arrivals from now on. The movement westward must start soon, if there is going to be any at all to speak of, and as it is confidently expected that there will be much better trade this year than last, even though the docks are well filled up at the present time, the expected movement should deplete stocks rapidly, beginning soon, and the arrival of more coal will be imperative to keep up the stocks against the winter months. That is why more receipts are looked for practically at once.

There is less storage available than during last winter, two docks going out of commission. These are the Sunday Creek on the Superior side of the bay and the Boston coal dock on the Duluth side. This will take out of use handling capacity of about 500,000 to 600,000 tons a year. The Boston dock has been used by the Sunday Creek Company. This dock has about 100,000 tons in stock yet for disposal and the Sunday Creek is pretty well cleaned out.

Shipments, which had a fair start a few weeks ago, have suffered a falling off for no apparent reason, but it is believed that they will be resumed shortly. Some docks are complaining that the railroads are slow about making their purchases for the fall, but two of the docks here, at least, find the railroad purchases satisfactory. In the latter cases, the roads are taking the coal to their western storage stations in moving their cars out that way for the grain crop that is starting.

Business in hard coal is said to be dead so far, the season for it not being here yet; and yet, two big train loads of anthracite have just been shipped west in a rather spectacular way. The Clarkson Coal and Dock Company started a special train of seventy-nine cars of anthracite, about 2,300 tons, out of here on Tuesday night of this week. The ultimate destination of the train is Harvey, N. D., via the Soo Line, but cars will be dropped here and there along the road. This is the largest shipment of hard coal that has ever left Duluth in one trainload. A few days before, another trainload was sent out by the same company. This consisted of forty-five cars of anthracite, 1,155 tons, and was sent as far as Crookston, Minn., where it was distributed. R. S. Beattie conducted the sales of the two train loads, and says that the willingness with which dealers loaded up this far in advance of the season is indicative of the optimism they feel for the future.

Duluth Local News.

Ed Savage, of Minneapolis, general sales manager of the Carnegie Company, spent a part of the week in Duluth and Superior.

At M. A. Hanna & Co.'s dock in Superior more rail clamps are being put in on the bridges to protect them from heavy winds and squalls. The improvements being made are to about the extent of \$10,000.

Although the actual receipts of coal last week at Fort William and Port Arthur, Ont., were less than the week previous, the general coal condition there looks better than at any time during the present season. Five full cargoes were unloaded—two bituminous and three anthracite, and 1,600 tons of coke for the West were unloaded also. Two part cargoes of coal were also delivered. En route are reported six bituminous cargoes and one of the hard variety. Car shipments are improving steadily.

Takeshi Kawamura, representative of the Mitsu Bishi Company, Tokio, Japan, spent the first part of this week in Duluth as a guest of the Pittsburgh Coal Company. Mr. Kawamura was here to inspect the dock equipment of the company with a view to ordering similar equipment for his own company at its docks in Korea. The Mitsu Bishi Company is in the iron business extensively but also handles coal, which is mined in Manchuria, and wishes to get the latest in handling machinery. Mr. Kawamura came to America to interview the Brown Hoisting Machinery Company, of Cleveland, regarding equipment, and that concern sent him here to see their

Birmingham Trade.

BIRMINGHAM, ALA., August 26.—(Special Correspondence.)—While the sale of pig iron has been very heavy the past sixty days, the improved conditions in getting out coal have not come up to anticipations. It seems to be the case with the coal trade that it is like the rise and fall of a barometer; at one time it seems to rise and everything looks forward to better trade and more coal being mined, at another it falls and holds off a while longer. The latter case seems to be the situation just now, and conditions are not thoroughly satisfactory in any of the coals gotten out in this district.

The mining of coking coal is about the only kind that has anything like a reasonably satisfactory output. Domestic trade is still slow in getting good business going. At present, steam and bunker trade is only fairly good. Some shipments are being made down the river, but have not yet reached large tonnage. Plans are in hand by several companies to push business down the river as soon as arrangements can be completed. In railroad business this class of trade toward farther southern points, the tonnage is limited.

One bad feature of the trade is cutting. While prices have been established, they are not strictly held up, and this hurts business as far as profits are concerned. The large number of companies mining coal and the anxiety for business have caused keen competition and cutting has been indulged in by some salesmen and agents.

Sales in blacksmith coal hold to fairly good proportion.

The following prices prevail until close of August:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Cahaba fancy lump.....	2.50	2.80
Cahaba No. 2 lump.....	2.25	2.55
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut.....	1.75	2.05
Washed steam.....	1.35@1.40	Frt. rate 30c
Mine run.....	1.35@1.40	Frt. rate 30c
Jefferson Seam Steam Coal—		
Mine run.....	1.15@1.25	Frt. rate 30c
Walker County Domestic—		
Carbon Hill lump.....	1.60	2.00
Horse Creek mine run.....	1.00@1.20	Frt. rate 40c
Shelby County—		
Montevallo domestic prices ranging from \$2.75 to \$3.00.		
Blacksmith coal, washed and screened, per ton, \$2 to \$2.25 at mines, with different rates to various points.		

Birmingham Trade Briefs.

For several years it has been the custom for the state to lease its convicts for mining coal. Two of the larger companies have used large numbers of convicts in mines, and it is claimed by many to be detrimental to mining interests. The state legislature now in session has passed a bill which abrogates the lease system for coal mining, and all convicts must be out of mines by 1920. This will be a heavy blow from a financial standpoint, as the state convict mining department has been a good revenue provider.

The Interstate Commerce Commission recently granted the railroads a raise of fifteen cents a ton in coal rates from Birmingham to Mobile and New Orleans, from \$1.25 to \$1.40 per ton. Thus far the railroads have not asked for date of application of such rates. As Warrior river rates are lower to these points it is probable that while the raise has been granted, it may not be asked for effective dates.

A good report comes from Walker county. "Mining interests in Walker county are taking a new lease of life," said G. D. O'Rear, coal operator, of Drifton. "Most of the mines in our section have closed contracts for the winter and have started their forces to work on full time, while a number of new companies have entered the field and are making new openings. J. J., C. D. and R. Y. Long and associates are starting a new mining camp in the Piney Woods district, several miles north of Jasper, and the blueprints call for a modern mining camp in every respect, with a large capacity."

Coke is in good demand and supply is only fair. The renewal of furnace activity has further shortened the supply of available coke,

thus adding to its firmness and raising prices. The Woodward company has been forced to get some coke from the Tennessee by-product ovens at Ensley. Foundries are taking larger supplies. The following prices are prevailing at present: Beehive furnace, \$2 75 to \$3; beehive foundry, \$3.25 to \$3.50; by-product, \$2.25 to \$2.75.

Detroit Trade.

DETROIT, MICH., August 26.—(Special Correspondence.)—Generally improved conditions continue as the most interesting feature of the coal trade in Detroit. With an apparently broadening demand prices are taking on a firmer tone, while no special increase is reported in the quantity of consignment stock coming into the city.

As would be expected the most active inquiry is for steam coal and the demand seems broad enough to include practically all varieties. West Virginia gas, three-quarter lump, which for a long time has held around ninety-five cents to \$1 is now being quoted at the mines at \$1.10, the equivalent of \$2.50 delivered in Detroit. Mine run has advanced from eighty to ninety cents and slack is selling at from seventy-five to eighty cents while Kentucky splint, nut, pea and slack holds around sixty-five cents.

While the orders are not, in most cases of large size, they are coming in more frequently and in the aggregate they represent considerable tonnage. Orders from towns in the interior of the state, also are coming in more freely with the advance of the threshing season in agricultural sections.

Steam coal continues rather comatose though even in that branch of the business, there are said to be some indications of a growing breadth of demand. The long continued rains which have been an unusual feature of weather conditions in and around Detroit have so charged the atmosphere with moisture that an occasional fire is found almost necessary in many homes to dry out the air.

The volume of business in anthracite continues far short of what the shippers believe should be moving this way at this season of the year. Retail dealers appear reluctant to put their money into stock, even with the stimulant of a ten cents discount, until the time is nearer when a larger distribution may be made to the consumers.

In the rail-lake trade there is no perceptible improvement, with no prospect of any early change. The movement to the interior from coal receiving docks at the head of the lakes is still very light in volume and until it attains a much larger volume, there will be no relief from the congestion, which makes it impracticable to transport any large quantity of coal from lower lake ports.

In the third week of August three cargoes of anthracite and two of bituminous coal were delivered at Fort William and Port Arthur and three partial cargoes, including 1,600 tons of coke also arrived there. Shipment by rail westward from the Canadian head of the lakes is reported as improving slightly. Prices in the local market on mine shipment order, are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	1.10	2.50
Mine run.....	.90	2.30
Slack.....	.75@.85	2.15@2.25
West Virginia Splint—		
Four-inch lump.....	1.50@1.75	1.90@2.15
Two-inch lump.....	1.25@1.40	2.15@2.30
Three-quarter.....	1.10	2.50
Mine run.....	1.00	2.40
Nut, pea and slack.....	.55@.65	1.95@3.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.25	2.85
Kentucky Splint—		
Lump.....	1.60@1.75	\$3.00@3.15
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85@.95	2.25@2.35
Mine run.....	.70@.80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.35	2.50
Three-quarter lump.....	1.25@1.30	2.40@2.45
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.15	2.30
Mine run.....	1.05	2.20
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

New York Trade.

Anthracite More Active, Though Still Dull—Better Tone Permeates Bituminous Circles.

Office of THE BLACK DIAMOND,
NEW YORK, August 26.

There is a much better demand in certain quarters for anthracite, though the volume of coal called for due to this demand is disappointingly small. However, certain shippers are finding that their orders are increasing, and they look upon this as an indication that the fall buying movement, usually felt after Labor Day, has already commenced.

This much is true. The companies are working on better time, whether for the purpose of making prompt shipments, or for the purpose of stocking against future needs. Everyone seems to be agreed upon the fact that there will be an active demand for anthracite coal this winter, and that it is, therefore, in the nature of insurance to lay in good storage stocks now. It will no doubt be found to be the case that the stocking on the part of certain companies runs largely to one or two unfavored sizes. There is some talk of large stocks of steam coals being accumulated at interior points, but this is only to be expected, as most of the large producers have large steam coal contracts that call for very heavy shipments during the winter months, and to lay in stock at this time means only a move towards the protection of the consumers of these coals.

Some activity has been noted in the line trade this week. Dealers say that this is due no doubt, to the fact that consumers in the all-rail district are returning from their vacations and have begun laying in their winter coal. Retail dealers at tidewater points also report more activity on the part of consumers, and that they are making good deliveries from their yards just now. This will call for very heavy demands for wholesale lots in the very near future for replenishing purposes.

At the moment, nut coal is weak, and it in common with egg, is still being offered by individual producers at good concessions from the circular. Stove is holding the leadership very well, and is selling nearer the circular than any of the other coals.

Movement to the lakes should be very active from now on, while the tidewater movement is expected to show up much better early next month.

Some of the trade are feeling considerable optimism as to the outlook for the coming fall and winter. Contrasting conditions with what they were a year ago, it is argued that now, there is practically employment for everybody that will work, and in many instances at an advance of from ten to twenty per cent in wages. Last winter there was a great deal of unemployment. Thousands of those employed worked on short time. This meant that thousands of anthracite consumers suffered for want of coal. Coal consumption was hurt in many ways. Houses that would ordinarily have two or three stoves or furnaces going in cold weather, used only one, and fed the coal sparingly to this. With money more plentiful this winter, the coal man sees them running all stoves, and consequently, a very marked increase in the consumption of coal.

The trade are still very much exercised over the new anthracite freight rate that the commission has ordered to go into effect on October 1st. So far, the railroad people have not made an appeal. Just what action they will take, has not so far, been indicated. The ruling of the commission on the steam size rate to tidewater has been asked for. According to the common interpretation of the order, the roads will be permitted to advance their rates on steam sizes from fifteen to twenty cents per ton. Last week, when this point was brought out, some of the trade scoffed at the idea that the railroads would take this action, though the commission had given them the authority to do so. Now, there is the fear on the part of these same people that the roads may be forced to take this action. In this event, the result will be a most active competition with soft coal that may completely re-arrange many con-

tracts now enjoyed by sellers of the steam sizes of anthracite.

The steam sizes show but little improvement. Demand is yet very limited, with the exception of choice grades of rice and barley, which are very short. Buckwheat is in good supply, while pea is especially long and unimproved.

The Bituminous Situation.

The eastern bituminous trade continues to improve, though not of the radical nature that those most interested would like to see. That is, there is no question but that each week is finding the mines as a whole, operating on better time, and consequently, more coal is moving.

The attitude of several of the very large railroads, in storing large quantities of coal at this time, is being commended. This is helping very materially, those operators who have fuel contracts. Just now, their commercial contracts are not pressing, and it comes as a blessing to them to be permitted to work their mines on fairly good time to supply railroad fuel, as this works to their advantage in many ways. One of the most important of these being that they are able to give pretty regular employment to labor and, therefore, keep together, a good working force to take care of pressing commercial business that seems assured later on.

Already, although general bituminous trade is said to be so very bad, both the Baltimore & Ohio and Pennsylvania roads are developing small car shortages at certain points. What is to happen later on, the trade fear to predict. Certain it is that many large coal consumers, now adamantly indifferent to the treatise of the coal men to take coal, while transportation conditions are ideal, are going to suffer.

Two very important contracts to the eastern coal trade are now up for consideration, both of which are to be settled the early part of September. One of these is the Panama Railroad contract for about 600,000 tons per year for the Canal. The other is the fuel contract of the Boston & Maine for 760,000 tons per year, bids for five years being invited. Both of these contracts are at present being largely, if not wholly, supplied by West Virginia coals.

Prices cannot be said to be improved. Maine prices are inclined to be firmer. At tide there is still to be obtained from time to time, some bargain lots. This week, some good Pennsylvania coals have been obtainable at New York Harbor ports at \$2.55. Choice goods at \$2.65 to \$2.75. Inferior West Virginia sells at \$2.40. Slack is stronger.

We quote current rates of freight as follows:

From Hampton Roads to Boston, seventy-five to eighty-five cents; to the Sound, seventy to eighty cents.

From New York rates to New Haven are thirty cents. New London, forty cents, and Providence and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents; Portsmouth and Portland, fifty-five to seventy cents; to Bangor, seventy cents. Harbor rates are from eighteen to twenty cents.

Prices on gross tons of bituminous coals are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.85	\$1.30
Medium grades.....	2.60	1.10
Ordinary.....	2.55	1.00
Cambria County—		
Best Miller vein.....	3.00	1.40
Medium grades.....	2.55	1.15
Cheaper grades.....	2.60	1.05
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.50	1.00
Indiana County—		
Best grade.....	2.80	1.25
Medium grade.....	2.50	.95
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia Splint—		
Ordinary grades.....	2.40	.75
Best gas, ¾-inch lump.....	2.65	1.10
Best grade, run of mine.....	2.65	.90
Gas slack.....		.55@ .70

New York Trade Briefs.

A. H. Dary, secretary to Vice-president Renahan of the Smokeless Fuel Company, No. 1 Broadway, is spending his vacation at Garnett Lake, N. Y.

T. F. Conway, a well known coal salesman,

making his headquarters at Waterbury, Vt., becomes associated with Hartwell, Lester & Clitter, Inc., of No. 1 Broadway, effective on September 1st.

The Johnson Coal Company of Lloyd, N. Y., has just been incorporated under the New York state laws. The capital stock is placed at \$10,000. Incorporators are H. A. Lent, M. and L. Johnson of Highland, New York.

Thruston Wright of Pittsburgh, one of the receivers of the Merchants Coal Company of Pennsylvania, who is spending a vacation at one of the Jersey coast resorts, was a visitor to the New York office of his company on Monday.

Charles E. Lester of Hartwell, Lester & Clitter, Inc., No. 1 Broadway, sailed on Thursday of this week for Norway direct. From Norway, Mr. Lester will go to London and Paris. His visit abroad at this time has to do with the exportation of coal, in which line his company has been very active since the war began a year ago.

Advices from Washington on Tuesday stated that the Inter-State Commerce Commission had ruled that demurrage charges of \$1 per car per day in excess of five days, as charged by the Delaware, Lackawanna & Western Railroad on anthracite coal waiting trans-shipment at Hoboken or nearby points, are reasonable.

A usually well posted anthracite man said Tuesday: "The anthracite trade showed quite some improvement last week. There was considerable buying for line trade, while the tidewater business was also stimulated. I believe that real buying has set in two weeks earlier than is usual in the fall. In most seasons, very little real buying is felt until after Labor Day. This year, dealers are inclined to get in coal earlier, and no few of them tell me that they are actuated in doing this due to the fact that consumers have begun buying and that they are making good deliveries just now from their yards."

The Panama Railroad Company, through its purchasing department at 24 State street, New York, will receive bids until 12 o'clock noon on September 3rd, for furnishing coal for the Isthmus for the twelve months ending September 15, 1916. Estimated requirements will be run between 500,000 and 600,000 tons. Specifications call for not to exceed moisture delivered coal, 3 per cent; ash dry coal, 6½ per cent; volatile matter dry coal, 21 per cent; sulphur dry coal, 1 per cent. Coal must not contain less than 72½ per cent fixed carbon and 14,700 b. t. u. per pound dry coal.

John Stoddard, formerly a member of the New York coal trade, but now connected with the Stonega Coal & Coke Company of Big Stone Gap, Va., was in New York this week. Mr. Stoddard states that on the first of September, the Southern Railway will put its new coal handling pier at Charleston, S. C., at work, and that from that time on the company with which he is associated will be an important factor for export and bunker trade through the port of Charleston. Charleston will have the same tidewater freight rate on coal for trans-shipment, as is now enjoyed by the Hampton Roads ports, viz: \$1.40 per ton, and it is understood that coal will come to Charleston pretty regularly now from the various Virginia coal fields tapped by the lines of the Southern, Clinchfield and other railroads in this territory.

C. E. Bockus, president of the Clinchfield Coal Corporation, was at the New York offices during the past week. For several days following the hurricane that did so much damage to Galveston and vicinity, Mr. Bockus was unable to get any information as to how the Clinchfield's steamer, dock and harbor properties fared from the storm. The new steamer Clinchfield, now being used by the company in transporting coal to Galveston had left Galveston only a day before the storm. She was bringing lumber east, and was to have put in at St. Andrews Bay to complete her cargo. It was not until late Friday, that advices were received of her safe arrival at this port with practically no damage sustained. While advices from Galveston were lacking in detail, they showed that the new bunkering barge, recently built for the Clinchfield to use at Galveston and Texas City, had escaped damage. Some of the small harbor barges evidently suffered.

Philadelphia Trade.

Anthracite Trade Is Slow, but the Bituminous Demand Is Better in All of the Departments.

Office of THE BLACK DIAMOND,
1400 Land Title Building
Philadelphia, Aug. 25.

Somewhat of a "reverse English" has been observed in the local coal trade during the past couple of weeks. For months the bituminous men assumed the position of the "down trodden brother," while the anthracite people were as perky as could be. The extreme dullness that has followed the anthracite trade for a matter of six weeks has caused quite a down-in-the-mouth feeling, and, with a most promising future the soft coal men have all the best of the going.

Here and there slight changes in spot price on bituminous have been noted but nothing to cause a change in the established prices. Firmer holding to the set mark is about all that is taken in. However on contract prices a decided change has been noted. Pretty near all of the firms, big and small are waiting for a pacemaker. Quite a number of consumers who have come in with eleventh hour contracts have been informed that if they want prices named they must pay a nickel to a dime a ton over the prices that were given three to four weeks ago. And, a more healthy sign has been noted in the fact that firms under contract have been taking more fully their stated requirements.

At the piers the most of the demand has been for cheap coal, and higher grades have been rather neglected, in fact at the Greenwich piers there is quite an accumulation, some on demurrage and some dangerously near. Port Richmond has been fairly free of coal carrying this railway charge.

At the Greenwich pier the Pennsylvania railway is putting some coal into storage. This has been dumped upon the ground. The heavy storage of coal by this company at Altoona, Sunbury and now at Greenwich, and its significance, has been pointed out to consumers as the best evidence that they should be up and doing in looking out for their supply.

From the regions, mines that have seen fit to increase their capacity have run point blank into the labor situation and have found that the bugaboo "scarcity of labor" is a reality.

Anthracite Situation.

With the coming of September first and the resumption of circular prices at the winter standard, the hard coal men are commenting on the lack of interest and movement through the retailers of their product. Generally speaking the wind up of the month is a signal for an increase of business. At this writing there has been no flurry or scramble for supplies and "old timers" in the business are of the opinion that late September may come before any great rush is noted.

Men who have been to New England within the last week say that even this section is due for a late start. They say that most of the dealers are of the opinion that a dash of cold weather is necessary in order to start the wheels moving. This is not based on the fact that coal is necessary for protection, but rather that the need of coal will cause some of the backward ones to pay their bills. As matters stand in that section a heavy percentage of accounts have been carried over from last year and the retailers show little disposition to extend further credit. This is pointed out as a reason for the diminution of water shipments.

Chestnut has been the chief laggard in the sizes. Even prices that have been generously cut in some quarters have failed to move any great volume of this. Pea coal is still draggy but has shown a disposition to strengthen in price. With the curtailment of production all grades of buckwheat have been strong and have been well taken by the steam users. Egg coal is possibly the leader in the market and has held firmly to the August circular price.

Philadelphia Trade Notes.

J. A. Emmons of the Emmons Coal Mining Company was on a business trip to New York City this week.

J. P. Kisbaugh of the Mill Creek Coal Company at Mauch Chunk circulated among the local trade on Wednesday.

F. H. Cortright of the Cortright Coal Com-

pany went over to New York in the middle of the week on a business tour.

R. B. Isner, assistant general manager of the Davis Colliery Company, was a visitor to the local offices this week while en route to New York.

R. H. Bopes, formerly auditor of the Davis Colliery Company, and now located in Washington, D. C., said "howde" to local friends during the mid-week.

L. F. Darnall, manager of the local office of the Merchants Coal Company, took a few days of rest the early part of the week and spent them on the Jersey coast.

John H. Tees of the Cincinnati office of the Island Creek Coal Sales Company, and who was formerly a member of the local force renewed old acquaintances here this week.

Lloyd McCrum of Somerset, general manager of the operations of W. H. Bradford & Co., was a visitor to the local offices of that concern after a day or two spent in New York City.

C. M. Hillegas, sales agent at Allentown, and Charles E. Coffin, chief clerk in the Philadelphia office of the Pennsylvania Coal & Coke Corporation, are on their vacations this week.

H. C. Pearson, sales manager for the Van Wickle Estate, returned early in the week from a tour of the St. Lawrence River and Lake Ontario. In Buffalo he visited the coal trade there and was informed that the storms and other untoward conditions had cut down the usual heavy distribution of coal to the farmers.

The Clearfield district has put in an official bid for honors. Operators there reported that for the first time in months there was a shortage in supplies of cars. The reason given was that the Pennsylvania railroad was using such a volume of cars in its storage preparations that the usual ample supply had to be cut down.

During the week bills have been received by the members Ko-Koal for their dues to the National Coal Association. The bills were made out for \$5 with a foot note to the effect that a three dollar discount would apply to those who were members of the Philadelphia breaker. Some of the members were puzzled over this and Secretary Scott had quite a time explaining just what the "billet-doux" meant.

Hard coal men were on the anxious seat Wednesday when the dispatches from New York intimated that nothing was made public as to the action that the officials of the coal carrying roads took on the new rates ordered by the Interstate Commerce Commission. As these have to be taken into consideration on fall business a keen weather eye on the decision of the railway people is anxiously awaited.

Coal men who have had their eyes on the magic city that has been rising for the Remington Arms Company at Eddystone, and who have been counting the number of tons per day that the plant will use, received the intimation that the coal burning may come from another source. It is understood that negotiations are on for a supply of electricity to run the plant from the Philadelphia Electric Company.

With the opening of Philadelphia's newest skyscraper, the Widener building, there has been no great rush on the part of the coal men to take quarters there. The Shade Creek Coal Company, it is understood, was the first of the fuel people to sign up for quarters. A prophecy was made, however, that with the movement of old established firms from the former center of trade, at 5th and Chestnut streets, it would not be long before some of these companies might be found in the neighborhood of Broad and Chestnut streets.

Cards were received by the local trade this week from Julian Huff, president of the Latrobe-Connellsville Coal Company, that B. Nicoll & Co. would act as the local agents for that concern.

Advertisements have appeared in the local papers announcing the sale of the Marmet Coal Company in Cincinnati. Philadelphia capital has been interested in the re-organization of the company and it is understood that a further entrance of other Philadelphians in the proposal to buy out the company is the reason for the appearance of the announcement of sale.

Quite a number of Bostonians interested in the coal shipping trade were present at the launching of the new collier "Franklin" at the plant of the New York Shipbuilding Company in Camden on Saturday last, when the big boat was placed in the water. Among those present were Captain Arthur Crowley, assistant general

manager of the Coastwise Transportation Company, owner of the new vessel; John Naston, Harry Hutchinson, Walter Irvin, Thomas Rattigan, Captain Elmer Crowley, S. J. Goucher and S. M. Goucher. The boat was christened by Mr. Arthur Crowley. The vessel has a capacity of 9,400 long tons, is 395 feet long and thirty-four feet six inches deep. She is fitted with unusually large bunkers and is a self discharger. As soon as outfitted the new collier will be placed in the Norfolk-Mediterranean trade.

Ed Harding, local manager of the Blaine Coal Company's office, was in New York on Monday.

Buffalo Trade.

BUFFALO, N. Y., August 26.—(*Special Correspondence*).—Anthracite shipments by lake for the past week were 103,000 tons, which is rather below the average. The cause is the slowing down of one large loading company, which sent out but one cargo last week. The outlook for larger shipments in the near future is good, as the consumers in the Northwest are beginning to take more coal, and this relieves the docks, which in some cases have been well filled up to now. Of last week's shipments, 33,200 tons cleared for Chicago; 25,500; Milwaukee, 15,800; Waukegan, 14,000; Green Bay, 7,300; Manitowoc, 7,200.

Few dealers are ordering any anthracite at present and not much picking up in trade is looked for until colder weather arrives. Stocks are now of rather good size, so that there is felt to be little use in ordering. But the usual pressure is likely to be felt this winter when cold weather arrives and those dealers who procrastinate are likely to be disappointed. The railroad freight reductions do not apply to this city and nearby territory, but many dealers are making inquiry on the subject and some believe erroneously that their coal is likely to be cheaper.

The bituminous trade is more active than a few weeks ago and a more hopeful feeling prevails as the outlook for the near future. Plants in different lines are getting busier and some of those making steel have all the business they can handle for the near future. Coal prices are holding fairly steady on contracts, being on a basis of \$2.40 for mine run. For spot delivery prices are somewhat easier, especially in slack, which is now selling at about \$1.90, or a little better price than some weeks ago. The big shippers are beginning to advise their customers that coal is likely to be quite a little higher this winter and that it is a good plan to be prepared by making contracts now.

The pig iron furnaces in this district have lately taken orders for the first quarter of next year and enough business has been secured to keep the operators quite busy. A good deal of tonnage is understood to be under negotiation with Buffalo furnaces for the first half of next year, but at present the furnaces are not seeking business of this type.

The coke market does not gain any particular amount of strength, but prices are holding firm.

Buffalo News Briefs.

C. M. Stanton, for some time with the Underhill Coal Company, is now on the sales force of Whitney & Kemmerer, and will travel mostly in Canada.

James Jones, of the Logansport Coal Company, and W. N. Stone, of the Youghiogheny Coal & Coke Co., Pittsburgh, have lately been callers upon the trade.

It is stated on good authority that the Richland Coal Company, of Wheeling, W. Va., will locate an office here in the near future. Arrangements are not yet quite complete in the matter, but will probably be in a few days.

Charles S. Snyder, who has been located in Syracuse, N. Y., for the past two or three years, representing the Buffalo & Susquehanna Coal & Coke Co., has taken service with the Lehigh Valley Coal Mines Co., with headquarters at Syracuse. H. S. Bradfield, of Buffalo, has been appointed to fill the position made vacant by Mr. Snyder's resignation.

The sale of the Buffalo & Susquehanna Railway Co., which was set down for August 23d, was postponed until September 13. The road will be bid in by the bondholders, who are interested in it to the extent of \$7,500,000. They will turn the property over to the Western New York Traction Company, which is represented by Wilson R. Page, of Olean. He plans to electrify it for passenger traffic and use steam for freight trains.

New England Trade

BOSTON, August 26.—(*Special Correspondence*).—It is difficult to discover any important change in the fundamental conditions governing the wholesale anthracite and bituminous markets of New England. Interest among the local representatives of coal shippers and their clerks appears to center in vacations more than in anything else.

New orders for anthracite appear to be coming in fairly well for late August delivery, but the market cannot really be called active. The buying orders in most cases call for stove, egg and nut, and are for cargo as well as car-lots. Boston, Lynn and Providence appear to have been the best buyers of cargo lots since last reports, while retail dealers located on New Haven and Boston & Albany points have placed more orders than those on Boston & Maine points. Prices here are very firm because shippers have learned through past experience not to force coal on this market and by so doing pay demurrage. Stove coal for \$6.10 per ton on cars at Mystic Wharf can be had for but few days longer, or nut at \$6.35, as prices will automatically advance 10 cents per ton Sept. 1st.

A little business is coming along all the time from the far Maine and provinces points and there is nothing in view that suggests any turn for the worse. Wholesale dealers here, in a great many instances, are predicting a boom in the market after Labor Day. This belief is based on the fact that stocks at storage points are far from abnormal, the mines are still being operated on reduced time, the New England retailers have not bought anywhere near the amount of anthracite they did last year, and a probable car shortage owing to the enormous crops in this country.

As was predicted in THE BLACK DIAMOND a fortnight ago, John W. Bell and Harry O. Staples, former members of the firm of Pratt, Staples, Bell & Young, Inc., have, with Frederick R. Mackenzie, formed a company under the name of Staples & Bell, Inc., with a capital of \$101,200. The firm proposes to deal in hay and grain as well as fuel.

As practically all of the important consumers of New England have contracted for all the bituminous they will need for some time the local market appears quiet. It is believed, however, that the Boston & Maine Railroad may possibly be in the market for supplies for future deliveries. It is probable that some of the largest dealers here will submit bids for the 500,000 to 600,000 tons of coal wanted by the Panama Railroad, bids for which will be opened Sept. 3d. New business is still confined very largely to those mills or manufacturers making war munitions for the Allies who are not supplied with water power.

So far as Mystic Wharf is concerned there is practically no spot market for New River, Pocahontas, Georges Creek or any other kinds. New River and Pocahontas would not, it is generally believed, bring more than \$3.60 per ton on cars at Mystic Wharf owing to competition there. Georges Creek is purely nominal at \$3.90 to \$4 per ton on cars. Stocks of bituminous at Southern ports are still far in excess of the demand and the f. o. b. Hampton Roads market is naturally more or less unsettled although officially quoted on a basis of \$2.85 per ton. It is highly probable that some shippers would accept \$2.75 and possibly \$2.70 per ton. Pennsylvania bituminous is weak owing to a lack of demand brought about by an abundance of water power. The official market for these coals is still ninety cents to \$1.50 per ton on cars at the mines, but some demurrage has brought considerably less.

The Southern freight rate market is sentimentally weaker, yet rates have not changed materially, they being usually from seventy-five to eighty cents per ton from Hampton Roads' ports to Boston. The demand for space is comparatively light and owners might possibly make concessions if a considerable tonnage was involved. Many of the owners of anthracite barges are refusing to take any more charters for return cargoes of ice, fertilizer, lumber, etc., because of their belief that space will be in keen demand before another month goes by. Just now the usual asking rate for anthracite space from New York to Boston is fifty to fifty-five cents per ton.

G. I. Stafford, a Baltimore coal shipper, spends idle hours as a gardener. He is boasting of a crop of big Poderoso tomatoes raised at his Walbrook home. Six he exhibited weighed more than seven pounds.

Baltimore Trade.

BALTIMORE, August 26.—(*Special Correspondence*).—Unless war conditions or some unexpected development comes to disturb the rising tide in the coal trade, the next few weeks should see the fuel industry on the best plane it has held for months past. With nearly every line of industry now reporting gradual improvement, with a veritable boom now on with plants that can handle war orders, and with railroad earnings and general movement all showing distinct improvement week by week, there can no longer be a doubt that much better times are at hand.

Mine connections everywhere are now urging the taking of all the fuel possible, while there is yet time, and pointing to the fact that the Pennsylvania, Baltimore & Ohio, and other great railroads are storing millions of tons of fuel for the coming fall and winter. With English coals practically out of the market now, there is every expectation that the call from foreign sources on American fuels will continue to grow. Railroads here are planning extension of coal loading facilities, and this export movement is apparently destined to cut an increasing figure in the trade.

So far prices have not advanced materially at the mines. Under a growing call for fuel, however, the movement is fast approaching normal, and as soon as this is reached a big jump of prices is apparently sure. The fact that cars are short in many mining regions already, and that all the mining properties are experiencing labor scarcity, even when not running capacity as yet, indicates that the fall and winter are sure to bring decided trouble in supplying everybody as needed.

Prices to the trade at the mines may be quoted as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.85 @ .90	\$2.28 @ 2.33
Run of mine .....	.75 @ .80	2.15 @ 2.23
Slack .....	.60 @ .65	1.98 @ 2.03
Somerset—		
Best	1.25 @ 1.35	2.43 @ 2.53
Good	1.10 @ 1.15	2.28 @ 2.33
W. M. R. R.—		
Freeport .....	.80	1.98
B. & O.—		
Freeport .....	.80	1.98
P. R. R.—		
Best South Fork	1.30 @ 1.35	2.48 @ 2.53
Miller vein	1.10 @ 1.15	2.78 @ 2.83
Ordinary .....	.85 @ .95	2.03 @ 2.13

During the past week several thousand miners were added to the payrolls in West Virginia, Pennsylvania and Maryland. Some mines are now working full time, but there are still a number that have not resumed or are only in partial operation. That the whole field will soon be as busy as can be had with available mine labor is predicted on all sides.

The export movement from Baltimore for the past week held well, as a total of 52,194 tons was loaded at Port Covington and Curtis Bay for foreign ports. Through the Maritime Exchange came announcement of nineteen new charters also for loading here in the near future.

While summer weather holds firmly, anthracite men say there is little to report. Some calls are coming for delivery of coal for future household use, and institutional delivery is fairly brisk for the season, but the main bunch of orders will not be available for several weeks as yet. Steaming fuels are in poor call.

Egyptian Railways have contracted with the Consolidation Coal Company for the delivery of 60,000 tons of coal.

The Allegheny Valley Operators' Association met at the Lafayette Hotel on August 20 with a good attendance. E. C. Roberts was chairman of the meeting and an election of officers was held, resulting in the choice of George E. Henry as president and Dr. G. D. Morgan as secretary and treasurer. The former was long secretary of the association and the latter is son-in-law of the late president, C. P. McCafferty. That officer and the late James Ganoe, both prominent in the association, have died within the past few months, and their deliberations at the meeting were much missed. An executive committee was chosen, consisting of E. C. Roberts, W. D. Ward and J. R. Brady. Also a board of arbitration, made up of G. E. Henry, A. J. Watson and L. B. Lewis.

Wasteful Coke Production.

While Germany is carefully conserving her resources by coking her fuel output in by-product ovens to save the valuable tar, ammonia, gas, and benzol, the United States is literally throwing away these useful products to the value of millions of dollars annually by the continued use of the wasteful beehive oven.

In 1914 the total output of coke in the United States was 34,555,914 short tons, valued at \$88,334,217. Of this 23,335,971 tons was made in beehive ovens, with an almost total loss of the by-products, and 11,219,943 short tons was produced in by-product ovens, with a recovery of over \$17,500,000 worth of by-products, or approximately \$1.55 for each ton of coke. As there were over 23,000,000 tons of beehive coke made in 1914, and as the yield of coal in coke is less in beehive ovens than in by-product ovens, the loss of by-products from coal made into coke in the beehive ovens in 1914 was not less than \$40,000,000. The slump in copper and other base metal smelting following the declaration of war last August was directly responsible for a marked decrease in the coke production in the Rocky Mountain States.

Compared with 1913 the decrease in coke output was 11,743,616 tons, or twenty-five per cent in quantity, and \$40,588,056, or 31.5 per cent in value. The beehive and by-product coke did not suffer equally in the decrease, the former falling off 10,248,859 tons, or 30.5 per cent in quantity, and \$30,030,371, or thirty-seven per cent in value, as compared with a decrease in by-product coke of 1,494,757 tons, or 11.8 per cent in quantity, and \$10,557,685, or twenty-two per cent in value.

Three states, Kentucky, Ohio, and Washington, showed increases. These increases were all due to the operation of by-product plants, the building of which was begun in 1912 and 1913. The principal decreases were: Pennsylvania, 8,495,051 tons; West Virginia, 1,044,790 tons; Virginia, 522,619 tons; Indiana, 450,373 tons; Illinois, 434,385 tons; and New York, 301,116 tons.

At the end of 1914 there were 99,755 ovens in the United States, of which 5,809 were by-product ovens, and 93,946 were beehive. Of the by-product ovens 667, or 11.5 per cent, were idle throughout the year, and 44,450, or 47.3 per cent of the beehive ovens were idle. At the end of 1914 there were under construction 644 new by-product ovens and 605 new beehive ovens. During the year seventy-one by-product ovens were abandoned, all of which it is expected will be replaced by others of the retort or distillation type, and 3,603 beehive ovens were also abandoned.

The following table gives the output of coke in the United States during 1914, by States:

State—	Quantity (short tons).
Alabama	3,084,149
Colorado	666,083
Georgia	24,517
Illinois	1,425,168
Indiana	2,276,652
Kentucky	443,959
New Jersey	255,283
New Mexico	362,572
New York	457,370
Ohio	521,638
Pennsylvania	20,258,393
Tennessee	264,127
Virginia	780,984
Washington	84,923
West Virginia	1,427,962
Maryland, Massachusetts, Michigan, Minnesota, Utah and Wisconsin	2,222,134
Total	34,555,914

Hans Lagerloff, general manager of the Scandinavian-American Trading Company, with offices in the Produce Exchange building, New York, is trying to bring about the purchase of five of the Hamburg-American Steamships now interned in New York, to trade between New York and Sweden under the Swedish flag. The question at issue just now, is said to be the action of the allies in giving permission for the transfer of the steamers to a neutral flag. According to Mr. Lagerloff, there is a great need for vessels to take American products into Sweden. He said: "At the present time Sweden wants 4,000,000 tons of coal for use next winter, and the object of purchasing the ships would be to use them for freight entirely. They would be bought by us for the Sweden-American Line, which was incorporated a year ago, and will shortly have an office in New York."

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Rail Rates and Pilot Fees Dwarf a Big Harbor.

PHILADELPHIA, PA., September 1st.—(*Special Correspondence.*)—Philadelphia, as an Atlantic seaboard coal port, has advantages over some of her sister harbors—and then again she lags behind. While other places are up and doing continuously and everlastingly, Philadelphia takes her natural advantages at their face value, toots no horns and continues to ship her heavy tonnage of coal to the four corners of the earth in the complacent way that she has for a century.

One of the seeming disadvantages that confronts this port is the fact that the harbor is 103 miles from the Delaware capes.

From a coal shipping standpoint this distance is offset by the fact that every mile toward Philadelphia by water is a mile nearer to the source of coal supply. Argument that ports of the old world are sixty to eighty miles from the salt water and that navigation for the distance is cheaper than land transportation should hold good in presenting the claim of Philadelphia.

Yet this point for Philadelphia is offset by freight rate differentials that favor southern ports and also by high pilotage fees. And, if it must be told, it is offset by the fact that Philadelphia's giant influences have never been set in motion to see that the trade which now goes elsewhere should be concentrated here.

An editorial in the *Evening Telegraph* of July 7th aptly describes the attitude of this city. It said:

"It is not shown or claimed that the Oregon and California Shipping Company selected Philadelphia as a port for its vessels because of any united action by the city's business interests to bring the new line here.

"Philadelphia was chosen solely because of its innumerable natural advantages as a center of maritime commerce. This statement does not overlook the public pier at the foot of Dock street, nor the deeper channel being dredged, neither of which may be credited to those unofficial agencies which in Baltimore, Boston and New Orleans labor successfully to develop their own ports.

"Every time this harbor is chosen by 'natural selection' it indicates how swift its development will be when the city's business interests unite to exploit it."

Philadelphia has a great harbor that makes it the second port of importance in the United States. This was created through no combined effort. It is the embodiment of no public spirit. It is not even a product of design. Rather, like Topsy, "it just grewed." Nature and the Penn-

Philadelphia Has Natural Advantages, But These Are Offset in Part by a Lack of Any Concerted Action to Advantage by Them.

sylvania Railroad made it. Philadelphia had nothing to do with it.

And yet, despite its natural advantages, the Quaker City has been slipping in the matter of tonnage in coal. It is losing in the transshipment of the greatest of Pennsylvania's products. This means that it is falling back all along the line. Only a slight increase in tonnage has been made in five years. In that time Baltimore has increased her tonnage by leaps and bounds. Lambert's Point and Sewall's Point have made staggering increases each year. That is, the offshore business has grown, but Philadelphia has not done her share. This can be accounted for on one of two grounds only:

First, Philadelphia is not equipped to handle coal, or

Second, it has not tried—through animated public action—to do it.

Which of these two things is true?

Philadelphia is equipped to handle a tonnage half as big again, and then some, than passes over its piers today. Her harbor equipment has never been tried and found wanting. As a coal port she has never been tested to show full strength. In fact, Philadelphia does not know her own strength. The fault does not lie in the lack of machinery.

But what about the other phase of it? Has Philadelphia lost ground because of a lack of public spirit? Recently the local daily papers let out an awful squawk because the government coal tonnage in its navy contracts was taken from this port. A call was issued to all public-spirited organizations to get busy. And there it ended. There was just a call—but no response; no action; no anything. That is why Philadelphia has lost. It has no public spirit or at least no organization of it.

This is the reason for the statement that Philadelphia's trade is like Topsy—"it just grewed." But, the point is, it did grow. For instance, Philadelphia as an export port has had a gradual growth for ten years. Yet, with the coming of the war, her coal exports showed a falling off instead of a gain. This reversed the program of some of the other shipping ports. In

1913 the shipments of bituminous coal were 915,145 tons, as against 649,201 tons in 1914. The export figures for the past ten years follow:

	TONS.		
	Anthracite.	Bituminous.	Total.
1905	40,414	703,426	743,840
1906	39,098	603,151	642,249
1907	48,541	879,117	927,718
1908	55,823	741,891	797,714
1909	64,499	767,284	831,783
1910	72,733	794,015	866,748
1911	52,984	791,506	844,490
1912	53,754	825,234	878,988
1913	63,481	915,145	978,626
1914	56,628	649,201	705,829

But export business is not the "long suit" of the port of Philadelphia; it is the coastwise trade in coal. Here is the really big business of the port. Nothing can better show it than the figures for 1914, when 1,392,182 tons of anthracite and 1,808,493 tons of bituminous coal were moved by ocean to other cities within the boundaries and possessions of the U. S. A.

In connection with this immense movement of anthracite coal through the Philadelphia harbor it might be well to remind the reader that the Philadelphia & Reading transportation line operates one of the most complete coal moving fleets in the world and transports an immense tonnage of hard coal to the New England states every year. This fleet consists of thirteen seagoing tugs of 400 to 644 registered tons and 1,000 individual horsepower each. Also there are seventy-five seagoing barges of a carrying capacity averaging 1,058 tons each. The fleet has a maximum carrying capacity of 2,600,000 tons of coal annually.

Dan C. Kingman, chief of engineers of the United States army, once said:

"A perfect harbor is a natural place where rail and water routes meet and exchange commodities. This presupposes (1) a center of production which ships through that point; (2) rail transportation to the water edge; (3) docks over which to transfer the goods; (4) a safe place for the anchorage of ships; (5) ships calling at that point, and (6) a market beyond for the goods thus moved."

Philadelphia has the anthracite fields nearby and some bituminous fields not far away. It has some of the best railways in the world. It has all of New England and the southeastern states as a market. It has tidewater facilities at an inland city. And it has the docks. The piers are, in fact, the center of the whole system. Of these there are three. Port Richmond has the largest acreage and handles export business originating on the Philadelphia & Reading



Piers at Greenwich, the Gateway Between the Mines and the Foreign Markets of the World.



Section of Pier No. 3 at Greenwich, Showing Dockage and Power Equipment.

Railroad, the New York Central, the Western Maryland and other coal producing roads. The Port Greenwich piers are devoted to the handling of coal from the Pennsylvania lines exclusively, while the Jackson street piers are the property of the Baltimore & Ohio Railway.

Port Richmond.

Conservative Philadelphia is not given to making any idle boasts. So when the harbor commissioners and the men at the Philadelphia & Reading freight terminal tell the layman that at Port Richmond is the "largest single freight depot in the world" you have to take it that this is no "common barroom jest."

They concede—still conservative, you see—that there are combinations of yards where the tonnage may be larger, but for the yardage alone they take their hats off to none. Here are some figures:

The yardage of Port Richmond is 151 acres, about one-half of which is devoted entirely to coal loading, discharging and storage.

The yard has a capacity of 4,000 cars.

Immediately contiguous to, but not considered a part of, Port Richmond is more trackage and smaller yards covering about the same acreage and with a capacity also for 4,000 cars.

Port Richmond, like most everything in Philadelphia, is no upstart. A volume could be written of its history. It has a family tree. In the late thirties of the last century canal boats and other water conveyances that transported coal found that this made a snug harbor at the ends of the creeks and canals. There the carters and wagon men of the city assembled to get the coal.

In the early forties the trade in coal had grown so much it was found necessary to build piers for the accommodation of the boatmen. These were makeshifts.

When the strenuous days of wartime—the early sixties—arrived the coal business was beginning to spread. The railways were then actively bidding for coal tonnage. The piers built to load wagons began to load from boats to cars.

These cars were of from four to eight tons capacity; mule haulage was employed. Even in these early days the strengthening of the piers was considered a necessity. Also provisions were made for transferring the coal that went to Elizabeth and Port Reading, N. J., in canal boats over the New York and Raritan Canal.

Along in the seventies colliers from New England ports began to put in an appearance and were loaded with black diamonds. The largest of these coal boats was in the neighborhood of 500 to 600 tons capacity.

In the early eighties the "Coxswain Green," a collier of 800 tons capacity, put into Port Richmond. This visit was quite an occasion; so much so, in fact, that thousands of persons journeyed to the port to see "that whale of a boat." Her advent forced the deepening of the

channel at piers 1 and 2 and a growth in the equipment.

This took the form of eight wheeled coal cars and brought into use small engines—known as "wharf rats"—as motive power.

In the ten years that followed there was a continuous growth of the piers and their equipment. Thus, by 1890, twenty-one piers stretched out into the river, making their bid for the coal business of the "Atlantic seaboard and the world." At the time these facilities were supposed to be the last word in modern dockage, but how woefully short of the supposed perfection they were is shown in the fact that only a couple of them remain today and they are more useful as antiques than as modern handlers of coal.

In their place has come piers that would have dazzled the coal handlers of a quarter of a century ago. Pier 18 of the present is possibly the "king bee" of the Port Richmond devices. It rises sixty feet above the water level, is 765 feet long and is seventy feet wide. Four railway tracks run the entire length of this pier.

The "well" principle is used for the transference of the coal from the cars to the boats alongside. The coal flows upon itself through the well with a minimum breakage. The length of this pier permits the loading of boats at four berths and 10,000 tons can be loaded from it in ten hours.

Pier 11 was built in 1899 and rises forty-four feet above the water level and is 765 feet long by sixty-one feet wide. This also permits vessels of heavy draught to load there, for it has a depth of twenty-eight feet below the mean water level. This pier has a capacity of 30,000 tons, with four tracks, atop which empties are run back in the yard by a gravity system.

Pier 16 is thirty feet above the water level, with a width of fifty-five feet at the top, and is 320 feet in length, or just about one-half the size of the two newer piers. This has two dumping tracks and a capacity of 10,000 tons.

Piers 4, 8, 10 and 12 are of the old type with modernized equipment. These are used more for loading barges, river craft scows and canal boats. But so far as tonnage passing over them they are not to be snickered at, for when actively engaged in coal loading they have a capacity of from three to five thousand tons each.

Of the coal tonnage passing over the Port Richmond piers the figures for last year show that 4,950,000 tons were handled there. Of this the volume of anthracite and bituminous is about 50-50; that is to say, half to each.

And of the coal that comes to Port Richmond it is surprising that practically all of it goes into bunkering, tidewater and export trade. Figures show that only about five per cent of it is what is known as harbor coal. This estimate is for purely Philadelphia shipments and not "inside the capes"; that is, it is transferred to local factories or to coal yards.

Add to this five million tons of coal, a little matter of 3,500,000 tons of all sorts of export

freight and it can then be seen where the boast that it is the "largest single freight station" comes pretty near being right.

Before dismissing these piers as a factor of Philadelphia's harbor it might be well to state that here is located one of the anthracite storage plants of the Philadelphia & Reading Coal & Iron Company, which has a capacity of 180,000 tons, all of which is thoroughly equipped with the Dodge system of coal storage.

Figures from the reports of the Interstate Commerce Commission show that in 1914, 688 steamships, 136 sailing vessels, 1,514 barges and 9,223 canal and river boats were served over these piers.

Port Greenwich Piers.

The history of the Greenwich piers, controlled by the Pennsylvania Railroad lines, is a little bit hazy. Since the early forties the section of Greenwich Point whereon the piers stand has been used as a coal dockage and wharfage for retailers, canal boats and later the railways. Today the Pennsylvania Railroad owns a battery of five coal piers on the location, over which 2,500,000 tons of coal go annually.

The oldest of the piers dates back to 1868 and is Pier No. 1. It is like the Kentuckian's rifle; it has had all sort of additions and betterments and hardly a piling of the original timbers remain. But it's the same old location and is still known as Pier No. 1. This is above Pollock street and is used for coastwise and foreign coal loading. It is 100 feet wide by 500 feet long, has four tracks, with a capacity of forty cars. Its water depth is twelve feet on the north side and ten feet on the south at mean low water.

Pier No. 2 has a length of 500 feet and is sixty feet wide, has four tracks and a capacity of forty cars. Its water depth is the same as No. 1.

The location of Pier No. 4 is at Packer street and this is sixty-two feet wide by 725 feet long. The depth of this is twenty-four feet on the north side and twenty-six feet on the south side at mean low water. It is equipped with four railroad tracks and has a capacity of forty-four cars.

Pier No. 6 is the same width and length as that of No. 4 and has the same water depth. Its trackage, however, is three across and the capacity is thirty-six cars.

All of the foregoing piers are used only in case of emergency; that is to say, when the tonnage called for on Pier No. 3 is burdensome or when trimming a vessel on the higher pier interferes with its efficiency.

No. 3 pier is the kingpin of the Pennsylvania lines equipment. This is sixty feet wide at the top and is 800 feet long and has twenty-six feet depth on the north side and twelve feet on the south. It has one railroad track to feed a McMyler car dumper and another to run the empties off the pier. The dumper works at a capacity of 1,500 tons an hour and can be

operated day and night. The dumper equipment was placed in operation on October 1, 1913, after two others installed in their South Amboy piers previously were found satisfactory.

In addition to the dumper the road has also installed a thaw house for winter loading of coal. This has a capacity of thirty-two cars and frost can be driven out in from thirty to forty-five minutes by the application of a hot air system that drives the heated atmosphere in at the top of the cars and draws it off by fan system from underneath. By this system moisture is obviated and moisture is the bane of the coal boatman's life in the winter.

The yardage about Port Greenwich has a capacity of 2,700 cars, though the limit on loaded coal cars there is placed at about 2,000.

Of the coal that is loaded through the Greenwich piers, 2,500,000 tons yearly, about eighty-five per cent is bituminous coal and the rest is anthracite. There is a distribution of about thirty-five per cent of this made "within the capes," that is, on the Delaware River, its branches, creeks and tributaries and the canal system attached thereto.

Jackson Street Piers.

Technically the outlet for the Baltimore & Ohio Railway is known as Pier 81 of the South Delaware wharves. With the entrance of the Baltimore & Ohio into Philadelphia, coal piers were established at the foot of Dickinson street. These proved wholly inadequate, so orders were given to erect a pier "that would take care of the biggest vessel afloat," and the Jackson street site was chosen. No sooner was it erected than river men said that it would be a "fizzle." And they knew more than the high-priced architect who drew the design. Time after time additions have been made, the tracks have been raised, but the pier has always been a disappointment. Today its size is forty-two feet wide by 574 feet long, with a fourteen-foot depth at mean low water. Its equipment is two tracks, with a capacity of twenty-four cars.

There was a time when 150 cars of coal a day went over this pier, but this has dwindled, so that fifteen cars is reckoned a good day's work now. In fact, only about 150,000 tons of coal went over these piers last year.

There is a good foundation for a rumor that has been afloat for some time that pier 81 will eventually pass into the hands of the city and will become one of the big chain of modern docks that has been talked about here for many years. In that event the coal handling plant of the Baltimore & Ohio will be moved to a new railroad yard contemplated for the betterment of South Philadelphia. This location is close to the League Island navy yards and may mean the building of a new series of docks in that part of town.

The Commercial Docks.

In reviewing harbor facilities it would hardly be right to dismiss the subject without a word as to dockage of other corporations than railways.

Shipping men have covered column after column with comparisons between the use that firms abroad put their water frontage to and the wanton disregard of dock values by the average American concern. Now, everything is good and bad by comparison. Also all comparisons are odious. So it is no light matter to sum up Philadelphia's harbor discharging possibilities. There might be more of them and good use could be found for the increase. More attention might be paid to public docks for coal transference—and there you are!

The city, so far as docks are concerned, is divided into "north of Market street" and "south of Market street." "Going north" twenty years

ago, there were scores of small piers and even public dockage. These have practically disappeared. At Susquehanna avenue two docks—those of Hughes and Patterson and the Lennig dock—occasionally take off coal. Private docks are those of the Pennsylvania Sugar Refinery of fair size and having a "clamshell" digger; the J. W. Patton Company, foundry supplies; the Cramp shipyard. At Palmer street the American Can Company has a coal dock that is used only at the height of their season. The Philadelphia Rapid Transit Company and the Twenty-fifth Ward Gas Works are two of the heaviest coal users "north of Market street." Both plants have two "diggers" operated by steam power.

The waterworks station at Torresdale and at Lardner's Point have coal handling devices on the docks. Recently an appropriation was approved by which this plant will be extended.

"South of Market street" the city owns "Pier Forty," which could be and has been used for coal transference. It has no coal handling equipment. Between that pier and Point Girard there are only two docks of any size—those of the Spreckels Sugar Refinery and the Pennsylvania Salt Works.

Coming into the Schuylkill River, however, privately owned dockage and equipment makes coal handling one of the heaviest lines of water traffic there. Most of this, however, is anthracite business and comes down through the canals and direct to the retail coal companies' elevators.

The United Gas Improvement Company has a big digger on its docks with a capacity of 1,000 tons a day. An idea of the wharfage facilities here can be gained from the statement that from 25,000 to 30,000 tons of coal are always on storage there.

Several paper mills, the Barrett Manufacturing Company and Harrison Brothers, all have fair-sized docks, though the last named concern has not used theirs for coal purposes for some months. The Philadelphia Electric Company has also a 1,000-ton-a-day capacity digger and extensive wharfage for the supply of their plant.

Coming further west are the elevators and wharfs of various retail coal companies, of which the American Ice Company and the George B. Newton Coal Company have the largest and best equipped.

Pilotage Charges.

Pilotage on the Delaware River is an ancient and honorable institution. Likewise it is costly for ships that fly a foreign flag. With a comfortable channel of thirty feet depth from tide to the harbor, the pilotage in some instances costs about as much as the coal taken into the bunkers. That is one of the great drawbacks.

There is no disposition on the part of the pilots, who have thrived on the 103 miles of river course, to give up their lucrative calling. The statement from Mobile by the pilots there that they would forego their fee to get coal business for that port brought a long-lipped sneer from the gentlemen of the calling of this port.

Pilot service was established on the Delaware River in 1788 and the present close corporation of about eighty men in the service was formed under the style of the "Pilots' Association" in 1896. Prior to this, with headquarters in Wilmington and authorized by the state of Delaware, there was another association and it was possible to get pilot service at a rather nominal rate. Here is the fee rate established for the service of the members of the present association:

Feet in Draught.	Inward.*	Inward.†	Inward.‡	Outward.
8	35.20	32.00	28.80	32.00
8½	37.40	34.00	30.60	34.00
9	39.60	36.00	32.40	36.00
9½	41.80	38.00	34.20	38.00
10	44.00	40.00	36.00	40.00
10½	46.20	42.00	37.80	42.00
11	48.40	44.00	39.60	44.00

Feet in Draught.	Inward.*	Inward.†	Inward.‡	Outward.
11½	50.60	46.00	41.40	46.00
12	52.80	48.00	43.20	48.00
12½	58.75	52.50	46.25	52.50
13	61.50	55.00	48.50	55.00
13½	64.25	57.50	50.75	57.50
14	67.00	60.00	53.00	60.00
14½	69.75	62.50	55.25	62.50
15	72.50	65.00	57.50	65.00
15½	75.25	67.50	59.75	67.50
16	78.00	70.00	62.00	70.00
16½	80.75	72.50	64.25	72.50
17	83.50	75.00	66.50	75.00
17½	86.25	77.50	68.75	77.50
18	89.00	80.00	71.00	80.00
18½	91.75	82.50	73.25	82.50
19	94.50	85.00	75.50	85.00
19½	97.25	87.50	77.75	87.50
20	100.00	90.00	80.00	90.00
20½	102.75	92.50	82.25	92.50
21	105.50	95.00	84.50	95.00
21½	108.25	97.50	86.75	97.50
22	111.00	100.00	89.00	100.00
22½	113.75	102.50	91.25	102.50
23	116.50	105.00	93.50	105.00
23½	119.25	107.50	95.75	107.50
24	122.00	110.00	98.00	110.00
24½	124.75	112.50	100.25	112.50
25	127.50	115.00	102.50	115.00
25½	130.25	117.50	104.75	117.50
26	133.00	120.00	107.00	120.00
26½	135.75	122.50	109.25	122.50
27	138.50	125.00	111.50	125.00
27½	141.25	127.50	113.75	127.50
28	144.00	130.00	116.00	130.00
28½	146.75	132.50	118.25	132.50
29	149.50	135.00	120.50	135.00

*If spoken east of Five Fathom Bank Lightship, or north of Hereford Inlet Lighthouse, or south of Fenwick's Island Light.

†If spoken inside of Five Fathom Lightship and outside of line drawn from Cape May Light to Cape Henlopen Light.

‡If not spoken until inside of line drawn from Cape May Light to Cape Henlopen Light.

Freight Rates.

Railway tariffs cause more head scratching about a coal man's office than any other thing. Philadelphia is not exempt. In fact, many declare that the tariffs to this city have done much to divert business to other ports. They point to the seven-cent differential that favors Baltimore on tidewater business as being the cause of the coal tonnage there increasing by leaps and bounds.

Three zones from the bituminous fields that serve Philadelphia with Pennsylvania soft coals carry different rates. The first is the bituminous or Clearfield zone, carrying a rate of \$1.60 a ton. The second the semi-gas or Greensburg rate of \$1.70 a ton. The third is the gas or Westmoreland rate of \$1.85 a ton.

The anthracite fields also carry different rates for different zones, but to attempt to explain these would lead to endless complications.

Going back to the bituminous, there enters the tidewater rates and taking the Greensburg rate as an example, the freight rates run \$1.70 for rail delivery in the city, \$1.45 for pier delivery for disposition inside the capes and \$1.25 for deliveries for outside the capes. In other words, the foreign buyer, whether the coal is for export or bunker, gets a rate forty-five cents cheaper than the man whose coal comes all rail to his siding in the city.

The twenty-five cents difference between the all-rail and the pier delivery for local coal has been the mainstay of the lighterage people and the cause of a number of the firms who have wharfage on the river buying their coals at the piers instead of by track delivery.

With lighterage at a dime or less on the ton, some of the business people have been able to save ten to twelve cents on the ton.

Lighterage charges in the local harbor are, as in any other port, on a sliding basis, controlled by the laws of supply and demand. The set rate, however, is ten to twelve cents a ton for coal within the Philadelphia harbor lines and thirteen cents for delivery on the Schuylkill River. This applies to a minimum of 350 tons. The lighters run from 100 to 1,200 tons in capacity. The lighterage companies and the number of boats controlled are as follows: Delaware River Lightering Company, nine; Schuylkill Transportation Company, seven; S. J. Gocher, fifteen; Daniel Junk, twelve; Estate of R. S. Oliver, seven; Bernard Tucker, twenty; Hagen & Co., three; William Donaldson, thirteen.

Stevedoring into bunkers is done at the rate of thirty-five to forty cents a ton for work in the harbor. Only two firms are engaged in this line of work here and their equipment is both of modern and near-modern. M. P. Howlet has five cranes of the new clamshell digger type and twelve of the old style bucket, man-shoveled type, and the Delaware River Discharging Company four clamshells and four buckets.

The smaller machines with the men shovelers will discharge about thirty tons an hour and the grabbers about 100 tons an hour.



The Thaw House at Greenwich Pier Where Coal Is "Dried Out."

Electricity in Mines—Growth and New Uses.

The application of electric current to the various power requirements of coal mining has become so general that the question of its use is no longer as regards its practicability, but rather as to its superiority over other forms of power. Economy of operation and maintenance is the prime consideration that confronts the engineer in the determination of the form of drive to be used in the various parts of the system.

The gain in economy through the substitution of electric power for steam is typified by the results obtained by a shaft operated mine in the

By John A. Randolph.*

The Author Sketches the Progress Made by Electricity, Hints at Central Power Plants and Gives a Table of Costs.

the cost of production to the extent of from ten to twelve cents per ton.

The accompanying chart taken from a paper

culated savings effected by the use of electricity as compared to steam in a certain shaft mine with an average daily output of 1,100 tons:

COST BASED ON ONE MONTH OF THIRTY DAYS.

ITEMS INCLUDED IN COST.

	Total Present Cost.	Amount Saved With Purchased Power.
Three engineers at \$85.....	\$ 255.00	\$110.00
Two firemen at \$75.....	150.00	150.00
One helper at \$50.....	50.00	50.00
Five hundred tons of coal at fifty cents per ton.....	250.00	250.00
Oil, waste and packing.....	50.00	40.00
Boilers:		
Cost, including stack.....	\$4,000.00	
Feed pumps.....	200.00	
Setting and foundation.....	800.00	
Feed water heater.....	400.00	

\$5,400.00

Interest at five per cent.....	22.50	22.50
Depreciation, seven per cent.....	31.50	31.50
Repairs and upkeep.....	50.00	50.00
Insurance.....	10.00	10.00

Boiler Building:

Cost.....	\$2,000.00	
Interest at five per cent.....	8.35	8.35
Depreciation at five per cent.....	8.35	8.35
Upkeep and repairs.....	5.00	5.00

Engines:

Cost, two generator engines.....	\$3,000.00	
Hoist engine.....	1,500.00	
Fan engine.....	600.00	
Elevator engine.....	200.00	
Screen engine.....	150.00	
Conveyor engine.....	100.00	
Pumps.....	400.00	
Machine shop engine.....	150.00	

\$6,100.00

Interest at five per cent.....	25.40	25.40
Depreciation at six per cent.....	30.50	30.50
Upkeep and repairs.....	30.00	30.00

Building:

Cost.....	\$2,500.00	
Interest at five per cent.....	10.40	
Depreciation at five per cent.....	10.40	
Upkeep and repairs.....	5.00	

Piping:

Cost.....	\$1,500.00	
Interest at five per cent.....	6.25	6.25
Depreciation at seven per cent.....	8.75	8.75
Upkeep and repairs.....	15.00	15.00

Generator, switchboard and wiring:

Cost.....	\$2,640.00	
Interest at five per cent.....	11.00	11.00
Depreciation at five per cent.....	11.00	11.00
Upkeep and repairs.....	15.00	15.00

Superintendence..... 25.00 | |

Taxes at one per cent of valuation (assessment ninety per cent).....	15.00	7.50
Liability insurance at \$1.33 per \$100..	6.05	4.15
Overhead.....	50.00	

Total cost.....	\$1,165.45	\$900.25
Fixed charges.....	284.40	
Operating expenses.....	881.05	

The solution of the question as to whether the electric power shall be generated in a private plant or purchased from a central station depends largely upon the proximity of a central station and upon the rate that can be secured. Central station service has proved very satisfactory to mine operation and many prominent mining companies are giving it the preference over the isolated plant.

In coal mining, as in other industries, electric current is revolutionizing power methods, hence it seems reasonable to predict the time when its use in this field will be universal.

The Jeffrey Arcwall Cutter Entering Room Under Its Own Power.

middle west, as cited by a prominent electrical society. Electric power was applied to practically all of the machinery. A steam hoist was replaced by one which was electrically driven. In 1911, with steam operation, 82,000 tons of coal were produced. Of this amount 1,800 tons or 2.3 per cent were used for fuel. The value of this fuel was \$1,800.

In 1912, after electric power had been adopted, 105,000 tons were produced. The power was purchased from a central station and cost \$2,362 or 2.24 per cent of the average value of the coal hoisted. The power bill thus practically equaled the value of the fuel formerly used with steam and in addition a complete saving was effected in the labor of firing the boilers. There was also a considerable reduction in fixed charges on capital investment, owing to the fact that the power was purchased outside, thereby obviating the necessity of installing a large amount of generating equipment.

The use of electric power in the primary workings of coal mines is rapidly increasing. Compressed air in the coal cutting has heretofore been extensively used, but it is now being supplanted by electricity, owing to the lower cost of operation, the simplicity and flexibility

presented by Mr. S. B. King before the American Institute of Mining Engineers shows the relative numbers of coal mining machines in use in the United States by years from 1891 to 1912. It will be observed that since the year 1910 the number of electric machines has exceeded those of the compressed air type.

The Breast Cutter.

Several types of electric cutting machines made by the Jeffrey Manufacturing Company of Columbus, Ohio, are shown in the illustrations.

The following table, taken from a paper read by Graham Bright before the American Institute of Electrical Engineers, shows by items the cal-

CHART SHOWING NUMBER OF COAL MINING MACHINES IN USE AND PERCENTAGE OF COAL PRODUCTION MINED BY MACHINES.

A = Total number of coal-mining machines in use.
B = Percentage of total of coal production mined by machines.
C = Compressed air pick machines.
D = Electric machines—all types.
E = Continuous cutting electric machines.

of the electrical connections and to the broader range of adaptability. The electric cutting machines are giving better satisfaction than those driven by any other form of power. It is estimated from the results obtained in a large number of mines that the electric coal cutter reduces

The Jeffrey Mechanical Loader Ready to Load Coal.

*Of the Society for Electrical Development, Inc., New York City.

How the Nation Can Help Shippers.

J. A. Renahan, vice-president and general manager of the Smokeless Fuel Company of New York, has cleared the air as touching the merchant marine with one shot. He says in substance:

"America is not interested in ships *per se*, but in getting America's products carried at a rate which will allow them to sell.

"If the Government could for a few years operate ships it would find what changes in the laws are needed to allow them to compete."

His suggestion is contained in a letter to Hon. William G. McAdoo, secretary of the treasury, Washington, D. C., on August 17. It follows:

"In connection with the forthcoming investigation by the interstate commerce commission of ocean transportation facilities and rates and the probability of the ship purchase bill coming before the next session of Congress, we would like to present in a measure our views on existing conditions and suggestions directed toward a remedy.

"The end to aim at, we believe, is the movement to the fullest extent of the output of the American producer and manufacturer to competitive territory on a relative rate parity, giving due consideration to the haul involved and other material features.

"The product of this country being the prime consideration, passenger traffic should be a minor or secondary consideration.

"We will not attempt to burden this letter with statistical comparisons, but desire to illustrate the point of rate parity in connection with the item of coal.

"The rate at present from Cardiff to the River Plate is approximately twenty-two shillings sterling, and from Atlantic range ports to the Plate thirty-four shillings, a difference against American coal of about \$2.75 per ton, notwithstanding the shorter haul lies with the American product.

"To depend upon private ownership to bridge this gap would mean the clearing away of the impediments of existing regulations that stand

as hurdles in the competitive race between the American merchant marine and the foreign. Business is possible at the present time only because of shrunken values of the American product and swollen values of the foreign. With deflated values of the foreign product under normal conditions the American product is shut out.

"Were the American merchant marine today one hundredfold its present size it is a matter of sincere doubt if the American producer could safely look to it for protection in rate parity, but more likely that it would follow the basis fixed by British shipping as applying to the movement of American product seeking competitive territory.

"If it be admitted that today capital under present United States maritime regulations will not seek investment under the United States flag, then the producers of the United States stand at the mercy of the foreign shipping and when the foreign owner so elects, our product may move spasmodically at the highest rate the traffic will bear, and the proceeds go to a foreign treasury.

"Should not the ship purchase measure, then, be the plank to grasp? The producer, manufacturer, merchant is interested not so much in *who* does the hauling as that *some one* does or will, and at a *fair competitive rate*.

"If, then, a ship purchase bill undertakes to provide the purchase and operation of a commensurate fleet of cargo ships under competitive rate conditions and employed in foreign trade, the conduct of this business during two or three years will more readily and forcibly demonstrate what is needed in our laws to permit private ownership to enter the same class of trade under similar conditions at a profit.

"It may be argued that the purchase of existing ships does not add one ton to the floating tonnage, but it undoubtedly will add just that much to the bottoms placed at the service of the *United States shipper* at rates fixed by the Government to meet foreign competition."

Locomotive and Car Shortage Is Inevitable.

Last week, we commented to the effect that, everything considered, a car shortage for the movement of coal this fall and winter is inevitable. That is, we showed that the railroads have only about 80 per cent of normal carrying capacity, but are likely to be called upon to move, in the succeeding three months, about 125 per cent of the normal amount of coal. This indicated very naturally a shortage of railroad equipment.

Within the week, we have received one fact and one opinion supporting this view. The fact comes from one of the large operators in Franklin county, Illinois, who reports that a pinch in the car supply is already in evidence. He has been watching the movement of coal away from his mines for the last two or three weeks to detect the first suggestion of transportation difficulty. He says now that the railroads are short of engines even though, for the time being, they have plenty of cars. This is indicated in this way.

The railroads, serving his mines, are quite busy moving the crops to market. They only have a certain number of locomotives and many of these are kept busy on the grain movement. They haven't enough engines to haul coal cars and consequently many cars from his and adjoining mines are held on sidetracks and are being delayed indefinitely.

He points the obvious lesson from the fact which is that the cars held on mine sidings, whether loaded or empty, subtract from the number of cars available at the mines. This means in the first instance a slow movement to market and in the second instance a slowing down of production at the mines. Thus he comes to the conclusion that a shortage of rolling stock already is in evidence.

An opinion supporting this same view is expressed in a circular just issued by C. A. Eastman, of the Eastman-Barber Company. He calls attention to the fact that the lower anthracite rates in the east do not go into effect until the 1st of October. He believes that there will be a reduction in price on anthracite coal in the east. He believes that the average retailer, expecting this reduction, will not buy coal with any freedom until after the rate goes into effect.

He points out that the territory affected by this low rate, absorbs eighty per cent of all the

anthracite coal. Therefore he expects a slowing down in purchasing of anthracite for the next month over this eighty per cent of the total tonnage.

However, he believes that after the 1st of October, the people in the east will buy with redoubled energy. That is, they will try to make up in October the coal which they did not buy and move the latter part of August and in September. Therefore he believes there will be a congestion of eastern anthracite orders in October which will take up about all of the coal available from the anthracite mines.

By a very natural process of reasoning, Mr. Eastman comes to the conclusion that there will be a shortage of anthracite coal for western delivery after the 1st of October. He therefore advises, in his circular, that dealers buy their anthracite now.

Touching the bituminous coal situations, Mr. Eastman is also of the opinion that we are going to have difficulty in getting all the coal needed. He calls attention to the labor shortage which the eastern mines already are experiencing and which he believes will spread to the western mines. He calls attention to the shortage of cars on all railroads and believes that this is going to increase as winter approaches.

On both accounts, he is of the opinion that coal purchases should be made early or the buyer is likely to be disappointed.

Centralize Safety Work.

The impression seems to have been conveyed by articles appearing in the technical journals that the American Mine Safety Association has ceased to exist. We are assured by President A. F. Knoefel and by Secretary H. M. Wilson that this is by no means the case, but that on the contrary it is not only very much alive, but will be more active than in the past though under another name.

The recent ballot concerning the amalgamation with the National Safety Council was almost unanimously in favor of such action and we are informed that the executive committee of the latter also favors the taking over of the American Mine Safety Association as their mining branch.

The effect will be to practically centralize all safety movements within the National Safety Council.

The American Mine Safety Association will hold its annual meeting as contemplated in Birmingham, Ala., September 3, and it is expected that it will recess to reconvene October 20 at the annual meeting of the National Safety Council, in the Bellevue-Stratford Hotel, Philadelphia, as the mining section thereof. At that time there will probably be elected officers and committees of the mining section for the purpose of carrying on the activities of the American Mine Safety Association along identical lines to those heretofore followed.

In addition the members will receive the weekly safety bulletins of the National Safety Council, its correspondence service on safety subjects and there will be a decided strengthening of the local branches through the opportunity to include in their activities not only safety in mining, but also in railways, manufacturing industries, public service, etc.

This should, therefore, tend to strengthen a national safety organization concerned in mining for the reason that heretofore the American Mine Safety Association has not appealed strongly to the metal mining industry because that the latter is concerned in safety in the mills and smelters and railways as well as in the mines, whereas under the reorganization all of these activities will be co-ordinated.

We are further advised that persons taking out memberships in the American Mine Safety Association prior to the consummation of the proposed consolidation in October will have the privileges of membership in the larger organization for the ensuing year, but at the lesser rate of membership dues called for by the American Mine Safety Association.

British Coal Situation.

As predicted in these columns a short time ago, settlement of the British coal situation has not been permanent. The brilliant patriotic oratory of Lloyd-George temporarily adjusted difficulties of the miners. These have started afresh and the decision of Walter Runciman has aggrieved the miners, who find in the concession of higher wages insufficient granting of their demands for various ameliorations of conditions which they are seeking.

Thirty thousand Welsh miners have gone on strike; 200,000 more miners may follow them. In view of the world coal situation, this is ominous. War status depends upon coal supply. The Allies look to Great Britain for their coal needs. Results of the spreading of the strike would be extremely dangerous for the war interests of the Allies.

A new slogan has arisen in Great Britain: Miner slacks, nation lacks. In spite of control of prices by the government, the danger of coal famine, and with approaching winter, is seriously feared.

To obviate this, it is felt that the government must take drastic action. Coal falls into two classes, "contract" and "free." The former takes from 70% to 80% of output. Pressure is, therefore, felt on the free coals. In proportion to the decrease of production in these free coals is the approach to the vanishing point of coals for the small consumer and the immense suffering that this would entail.

War has taken from coal production 250,000 men. There are 750,000 men left to operate. *The miners are receiving record wages, with war bonuses, and are working short time, as they are able to make much in lessened hours. High wages are thus decreasing production materially.* Average working time of the miner is forty hours a week. Munitions workers are working 80 to 100 hours a week. The Eight-hour Act checks increase of daily mine time. Domestic demand is not met. Export trade is paralyzed. War needs and Allies' supplies are in jeopardy.

It is urged that the government suspend the Eight-hour Act and, further, that it penalize shirkers, and that the war bonuses be pooled each week and distributed only among full-time workers.

Conferences have been held between the Government Exports of Coal Committee, representatives of the Mining Association of Great Britain and of the various Coal Owners' Associations looking to the adjustment of all present questions, complicated as these are by the Act limiting prices, recently passed, and the subsequent regulations necessitating the obtaining of licenses for the exportation of coals.—*Wall Street Journal*.

Men Prominent in the Coal Trade's Eye.

Van H. Manning.

On Saturday of last week the announcement was made that Vannoy H. Manning has been appointed director of the Bureau of Mines of the Department of the Interior, to succeed Dr. Jos. A. Holmes, who died some time ago. Prior to his appointment he had been, first, assistant to Dr. Holmes and then acting director of the bureau during the illness of his chief.

On many accounts his appointment to this position is extremely gratifying to all members of the coal trade and the mining industries as a whole, and is considered exceedingly fortunate for the government itself. From the point of view of the public, this appointment is fortunate because Mr. Manning is familiar with the work that has been done since the inception of the Bureau, and, therefore, can be depended upon to carry it on along the same lines which have made the Bureau popular and important heretofore.

The second reason why his appointment is especially gratifying is that his experience has been such as to qualify him in a peculiar way for the work he will have to do. He has been intimately familiar with every phase of mining and is trained in all of the sciences which the work of the



Bureau touches. A brief statement of his record will make this apparent in an instant.

Vannoy H. Manning was born at Horn Lake Depot, Mississippi, December 15, 1861. His father was Vannoy H. Manning, Sr., and in his day was powerful in politics, representing the second Mississippi district in Congress.

Mr. Manning holds the degree of A. B. from the University of Mississippi. He is married and has two children.

At present he is a member of the American Institute of Mining Engineers; Washington Society of Engineers; American Mining Congress; Cosmos Club (an organization of scientific men in the government service at Washington); National Geographical Society; Delta Kappa Epsilon; Twenty Years' Topographers (an organization of United States Geological Survey employees); vice-president of the Home Club of Washington; Trowel Club (Masonic organization); and of the Mississippi Society of Washington. These things show something of the breadth of his interest in scientific and economic matters. The actual work that he has done presents a record which is far more convincing.

For example, he is the author of a large number of topographic maps of several parts of the United States and of Bulletin No. 76 of the Bureau of Mines, the title of which is "United States Coals Available for the Export Trade." This latter report was issued in the fall of 1914, with a view to assisting the American coal mining industry in the development of an export coal trade with especial reference to Latin-American countries.

For more than twenty years he was engaged in technical and scientific work under the Department of the Interior. From 1885 to 1910 he was civil engineer with the United States Geological Survey, engaged in topographic mapping in nearly every state in the Union. In addition to scientific work he has long held administrative positions in the government service.

When the Bureau of Mines was established in 1910, Mr. Manning was appointed to an administrative position in the bureau by Secretary Ballinger, and, on January 1, 1911, was made assistant director; he has been acting director of the bureau in immediate charge of its work since January 1, 1914, at which time Dr. Holmes, on account of illness, had to relinquish active work as director. During his service with the bureau, Mr. Manning has had charge of methods relating to appointments, expenditures and the conduct of investigations, loyally supporting Dr. Holmes in every effort to make the Bureau of greater service to the public, and, by attending

to a mass of detail, enabling Dr. Holmes to give attention to matters of policy and to the coordination of the work of the bureau with that of other government and private institutions or establishments seeking to increase safety and efficiency in the mining, quarrying and metallurgical industries. Since June 1, 1914, when Dr. Holmes was obliged by failing health to relinquish his duties, Mr. Manning has had charge of all the technological investigations, being conducted by the bureau, of the operation of its mine-rescue cars and stations, and of the educational work of safety and health that the bureau is conducting in the mining and metallurgical districts of the United States.

George E. Hutchison.

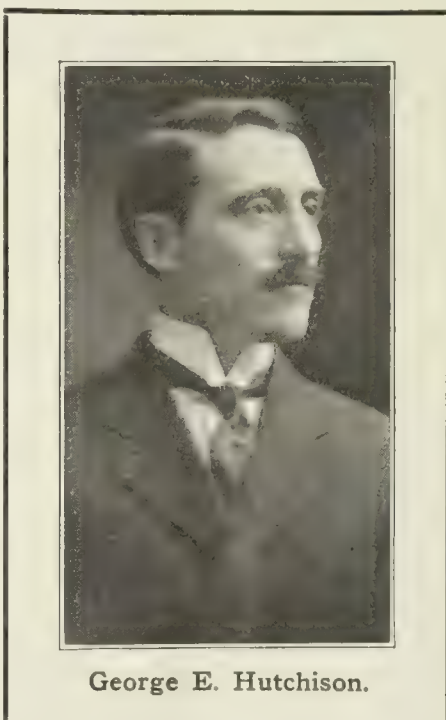
B. L. Shepard and G. E. Hutchison have opened an office as public accountants under the firm name of Shepard and Hutchison in the Old Colony building. This item is of especial interest to the coal trade as both men are well known



B. L. Shepard.

accountants, particularly versed in coal accounting.

Mr. Shepard has been in business as a member of the firm of Shepard & Chandler, and is one of the best posted mining accountants in the country, having devoted years to the study of the practical and accounting problems confronting



George E. Hutchison.

producing companies. He was for several years active in the Springfield field, prior to entering the field of public accounting.

Mr. Hutchison, who holds a degree as a certified public accountant from the examining board of Illinois, has spent most of his business career in the coal trade as a public accountant.

He has been interested for years in urging the necessity for the improvement of cost sheets

and accounting for mining and retail companies in order to produce accurate figures upon the cost of producing and marketing the product.

He was for some time examining auditor of several Ohio coal companies, coming to Chicago some years ago as general auditor for the coal interests of Jos. Leiter, and was until recently secretary-treasurer of F. G. Hartwell Company.

Mr. Hutchison also spent several years in general public accounting work.

In view of the increasing interest among coal men upon the subject of accounting, this firm should prove of value to the trade generally.

F. B. Cortright Dies.

PHILADELPHIA, September 2.—(Special Correspondence.)—Coal men of this city received a severe shock when it became known early this week that Frank Barton Cortright had died Sunday morning after a very brief illness. Popular among his trade associates, without a human enemy and in the prime of life, his taking-off could not be and has not been fully realized.

Frank Cortright came from a family that has been identified many years in the coal business of the state. Fifteen years of his life were put in in his chosen trade, and in that time among all walks of men with whom he came in contact, his was a life filled to the full with kindly words and deeds.

About five weeks ago he was taken ill in his office and was ordered home. An X-ray operation followed and his physical troubles were not shown. Game, he returned to his work at the head of the Cortright Coal Company, and, using his own words, "he fooled the doctors."

Wednesday afternoon of last week he was again seized by the malady that bothered him and was hurried to the hospital where an operation for appendicitis followed. Within a day complications indicating pneumonia developed and this was the direct cause of his taking off on Sunday morning.

Mr. Cortright was born in Mauch Chunk thirty-six years ago. After finishing his education in public and private schools he started his career in the coal business in the employ of the Logan Coal Company of which his father was president. After a connection with this company for several years he joined the forces of Righter & Marshall, and later he was secretary and treasurer of W. A. Marshall & Company.

Six years ago he formed a partnership with his brother, Harry K. Cortright, who was also associated with him in the firm of W. A. Marshall & Company, and the formation of the Cortright Coal Company followed.

While Mr. Cortright gave all of his time and attention to the Cortright Coal Co., since that time, he was an officer and director in the Beaver Run Coal Company, as well as several other operations in Pennsylvania and West Virginia.

Socially Mr. Cortright was a member of the Racquet Club of Philadelphia, a Scottish Rite Mason and a member of the Lu Lu Temple, as well as a member of other organizations.

A year ago Mr. Cortright was married in Virginia. His widow and a five-months-old son survive to mourn his loss.

The funeral was held on Wednesday afternoon from the residence of his father and mother, Mr. and Mrs. N. D. Cortright in Mauch Chunk. Quite a large number of coal men from this city were present as the last sad rites were said. A beautiful floral token was the last good-bye of those in the trade.

J. & T. Hurley of Detroit have been awarded the contract for supplying about 100 tons of anthracite furnace coal to the board of education of Grosse Pointe village. The firm's bid is reported as \$6.95. Delivery of sixty tons is to be made at the Cadieux school and forty tons at the Trombly school.

Want Coal Lands Sold.

At the call of Daniel B. Ely, who, it is said, owns a substantial amount of the Wabash-Pittsburgh Terminal securities, about twenty-five of the first mortgage bondholders held a meeting at his office in New York on Monday to protest against the reorganization plan which call for an assessment of \$300 per \$1,000 bond.

Mr. Ely, who acted as chairman of the meeting of the minority bondholders, said that unless there was a modification of the reorganization plan he would demand that the property be liquidated. He added that there were outstanding \$7,000,000 in notes issued by the company against its coal holdings, which had been turned over to the Wabash Railroad Company. These notes fell due some time ago and were taken up by bankers. Mr. Ely pointed out that if something was not done promptly the holders of the Wabash-Pittsburgh Terminal Railroad would lose their equity in the coal lands. He also objected to that clause in the reorganization plan which gave the second mortgage bondholders the right to subscribe to the new bonds which were not taken by the first mortgage bondholders and complained of the plan to allow the reorganization committee to choose the first directors of the company.

He suggested that the coal properties be sold at once, saying that he knew of one large corporation that wanted them. He thought that \$7,000,000 would be realized in the sale of the properties and believed that with this the railway could be rehabilitated. Mr. Ely also said that it would be fairer to have a board of ten directors elected from among the bondholders, each representing \$3,000,000 in bonds.

Albert Rathbone of Joline, Larkin & Rathbone, counsel of the protective committee for the first mortgage bonds, surprised the bondholders with the statement that the receivers' certificates were unpaid and that an action for foreclosure on the property and its sale as a result of the non-payment would soon come up in court. He said that he was willing to see another plan substituted for the present one if a better plan could be devised. He told the bondholders that their equity in the coal lands was secured only through a verbal agreement.

A committee of five was appointed to co-operate with the Philadelphia committee and also to find a purchaser for the coal lands. Resolutions were passed condemning the reorganization plan for the property as inequitable, harsh, illegal, unfair and oppressive.

Coaling Plant for Honolulu.

On last Thursday, cables received at New York told of the signing at Honolulu, Hawaiian Islands, of a contract for the construction and equipment of a coaling plant, to have a storage capacity of 165,000 tons. The cost will exceed \$1,000,000. The Inter Island Navigation Company of Honolulu will operate the plant, and it is understood that the purpose of same is to provide bunker coals for ships that pass through the Panama canal. The contract was secured by the C. W. Hunt Company of New York, President E. L. Moen of this company going to Honolulu early in August to consummate the deal. Until his return, it will not be known just what will be the particular type of plant that will be constructed. The Hunt Company are now building part of the coaling plant for the Panama canal.

New York coal men interested in exporting and supplying bunkers say that the Honolulu plant will carry Australian coal for the reason that it can be secured so much cheaper than the American coals. They advance the opinion that in this way Australian coals will take away considerable business from the coal depots that will be maintained at the canal, and which will carry American coals.

No coal can be shipped from the Atlantic seaboard ports to Honolulu except in American bottoms, Hawaii being an American possession. Furthermore, coals passing through the canal would have to pay toll. Thus the Honolulu company will be able to secure vessel tonnage for transportation of coal from Australia on a competitive basis, and will have no canal charges to pay. Moreover, it is probable that they can take coal from British Columbia.

It will require fully a year to build the new plant. In the meantime, bunker requirements at

the canal are increasing, and the Panama Railroad Company is this week securing bids on 500,000 to 600,000 tons, which they estimate will be the tonnage that will be required by steamers taking bunkers at the canal during the next twelve months.

Mr. White's Farewell.

President John P. White of the United Mine Workers left the anthracite region early this week for his home in Indianapolis after making a thorough canvass of the three anthracite districts, in which time he delivered sixty-eight addresses. In the three districts he addressed 260,000 miners. Seven weeks were required in this campaign, which had for its purpose the enrollment of new members and to create more enthusiasm among those already paying union dues.

Before leaving, Mr. White gave out the following statement:

"I have always entertained high hopes that the anthracite mine workers would perfect their organization and as a result secure the fundamental reforms in their work for which the United Mine Workers of America have struggled for many years to secure for them.

"The splendid growth of the organization in the anthracite region during the past three years and the result of the membership campaign that we have just concluded will, in my opinion, perfect the union into a 100 per cent organization before contract negotiations are again opened with the operators.

"The public in general as well as the press is in thorough accord with the anthracite mine workers. In fact there is no real opposition

to the United Mine Workers in the entire region.

"The prospects for continued peace and greater prosperity for the miners of the anthracite are indeed encouraging. The receptions that have been tendered me during the campaign have by far exceeded my wildest expectations, and I want to thank everyone who in any manner contributed to the great demonstrations for their splendid hospitality."

J. P. Kishbaugh Dies.

PHILADELPHIA, September 1.—(Special Correspondence.)—Though James P. Kishbaugh, of Mauch Chunk, associated with his brother, W. Kishbaugh, in the management of the Mill Creek Coal Company, died in this city a week ago Monday night, it was late in the week before his associates here knew of his sudden taking off.

Mr. Kishbaugh had been in poor health for some time and had consulted specialists as to a form of heart disease from which he was suffering. A few weeks ago he took a trip to New England and seemed greatly benefited. On the Monday mentioned he was in this city and was out to the ball game and left another coal man to take the train to go home. While in the Reading Terminal he was suddenly stricken and was removed to the Jefferson hospital, where he died. The hospital authorities communicated with his family and the body was taken to Mauch Chunk for burial.

Socially, Mr. Kishbaugh stood high in his native town. He was a member of various fraternal orders and was active in the formation of the Sons of Veterans in Mauch Chunk. He was fifty-one years of age and leaves a widow and three daughters.

Imports and Exports of Coal for the Fiscal Year.

The following statements of the imports and exports of coal and coke for the fiscal year were compiled from the monthly summary of the foreign commerce of the United States for the month of June and for the twelve months ending June, 1915. The figures are presented in tables showing the imports and exports by quantity and value, followed by a table showing the principal countries with which business was done.

Imports of Coal and Coke by Quantity and Value.										
Coal, tons—	June 1914		June 1915		Twelve Months Ending June 1913		Twelve Months Ending June 1914		Twelve Months Ending June 1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Anthracite	2,942	\$ 4,266	22	\$ 153	1,670	\$ 8,337	8,124	\$ 15,881	12,358	\$ 28,809
Bituminous	91,591	277,604	118,719	324,758	.....	.....	1,046,734	2,867,470	1,429,608	4,150,785
Bituminous* .....	.....	.....	.....	.....	1,578,264	4,368,356	311,268	817,538	.....	.....
Coke	14,307	64,349	4,832	23,871	.....	.....	87,373	424,058	88,805	398,949
Coke* .....	.....	.....	.....	.....	102,890	463,419	25,168	113,562	.....	.....

Imports of Coal by Principal Countries.										
Countries—	June 1914		June 1915		Twelve Months Ending June 1913		Twelve Months Ending June 1914		Twelve Months Ending June 1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
United Kingdom	341	\$ 969	.....	.....	9,398	\$ 37,152	11,025	\$ 43,361	33,919	\$ 116,087
Canada	67,511	209,847	85,525	247,113	1,336,387	3,662,931	1,005,693	2,577,915	1,121,810	3,254,830
Japan	1,838	8,156	11,750	30,535	79,072	270,181	85,689	395,058	89,240	314,654
Australia	21,896	58,606	21,094	45,710	150,150	390,965	251,977	654,925	182,041	455,947
Other countries	5	26	350	1,400	3,257	7,127	3,618	13,749	2,598	9,267
Total	91,591	\$ 277,604	118,719	\$ 324,758	1,578,264	\$ 4,368,356	1,358,002	\$ 3,685,008	1,429,608	\$ 4,150,785

Exports of Coal and Coke by Quantity and Value.										
Coal, tons—	June 1914		June 1915		Twelve Months Ending June 1913		Twelve Months Ending June 1914		Twelve Months Ending June 1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Anthracite	433,265	\$2,329,649	352,636	\$1,855,862	4,625,481	\$24,523,800	3,959,114	\$20,881,373	3,682,188	\$19,389,523
Bituminous*	1,185,566	2,848,292	1,933,410	5,001,266	16,083,101	40,573,421	15,704,966	39,039,640	14,412,995	36,516,617
Total coal	1,618,831	\$5,177,941	2,286,046	\$6,857,128	20,708,582	\$65,097,221	19,664,080	\$59,921,013	18,095,183	\$55,906,140
Coke	44,682	169,908	68,628	262,249	900,672	3,318,437	742,476	2,789,814	602,473	2,804,475

Exports of Coal by Principal Countries.										
Countries—	June 1914		June 1915		Twelve Months Ending June 1913		Twelve Months Ending June 1914		Twelve Months Ending June 1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Canada	427,719	\$2,300,335	352,234	\$1,853,392	4,545,976	\$24,124,759	3,897,365	\$20,574,637	3,621,234	\$19,102,661
Uruguay .....	.....	.....	5	34	.....	.....	84	559	5	54
Other countries	5,546	29,314	397	2,436	79,505	399,041	61,665	306,177	60,949	286,828
Total	433,265	\$2,329,649	352,636	\$1,855,862	4,625,481	\$24,523,800	3,959,114	\$20,881,373	3,682,188	\$19,389,523

Exports of Coal Imported Into the United States.										
Coal—	June 1914		June 1915		Twelve Months Ending June 1914		Twelve Months Ending June 1915		Twelve Months Ending June 1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Bituminous, free	9,846	\$ 28,010	12,042	\$ 93,231	.....	.....
Coke, free	50	\$ 963	.....	.....	70	1,196	.....	.....
Coke, duty	13	59	.....	.....	.....	.....
Total

*Does not include fuel or bunker coal laden on vessels engaged in the foreign trade, which aggregated during the month and twelve months ending June as follows: June, 1914, 687,386 tons, valued at \$2,287,387; June, 1914, 727,880 tons, valued at \$2,409,410; twelve months, June, 1913, 7,351,114 tons, valued at \$23,795,960; 1914, 7,811,913 tons, valued at \$25,571,487; 1915, 7,062,653 tons, valued at \$23,679,212.



Relation of Ash to Fuel Efficiency.

By H. A. Atwater.

In order of importance to the buyer, the per cent of ash in a coal can very properly be ranked next to that of volatile matter.

In most cases the relations existing between the per cent of volatile matter and furnace conditions and efficiencies are as a closed book to the plant owner. He will not hesitate to admit it. In his opinion such matters are too technical to be considered except by men who could qualify as combustion experts.

But the subject of ash he regards as coming well within his comprehension. He expresses his ideas as to the significance of ash without any lack of assurance. To him ash is an impurity which is the same as so much common, inert mud and the idea is firmly fixed in his mind that the more ash there is in his coal the more he is being victimized by the coal dealer.

And, the extent of his loss he is accustomed to measure in direct proportion to the per cent of ash as shown by analysis.

The Ash Question.

With very few exceptions, this is the conception that steam coal buyers have of ash. One of the surest means of proving the fallacy of this opinion is the indiscriminate mixing of several different coals. A little experimenting along these lines will soon convince any skeptical buyer that ash is something more than just ash. A number of the larger consumers have gone through with such experiments and the lessons they have learned from repeated cases of expensive and troublesome clinkering should be known to every buyer.

Ash is an impurity and is objectionable for many reasons. But, while it has no fuel value, its injurious effects should not be measured alone by the amount of combustible matter in coal which it displaces. In other words, under certain furnace and grate conditions a coal with a high ash content often gives much better results than another coal with a lower per cent of ash, the coals being similar in other respects.

When Will Ash Clinker?

The question next arises, "How can a buyer judge before contracting for a certain coal as to its clinkering possibilities when fired under his boilers?"

Unfortunately there is no definite answer to this question. However, by combining the experiences of his neighbor with a little careful experimenting of his own, the consumer can determine for himself whether any particular coal is going to give good or bad results as far as a tendency to clinker is concerned.

Objections to the presence of ash in coal may be based upon many reasons, such as the following: Increase in resistance offered to flow of air through fuel bed, thus reducing rate of combustion and boiler capacity; higher drafts necessary increase leakage of air through boiler setting; less intimate combination between oxygen in air and combustible matter in fuel bed due to interference of ash; loss of combustible matter as a result of cleaning fire of ash and clinkers; fouling of tubes by finer particles of ash carried along by gases of combustion, etc.

Two Kinds of Clinker.

The principal consideration, though, is that of clinkering, which is a result of the fusing of the ash. In general, there are two kinds of clinkers,

—the hard, non-adherent kind, and the soft, molasses-like kind which tends to adhere to the grate surfaces, side walls, and bridge wall, and resist removal.

The hard clinker is not very troublesome, as it does not tend to spread throughout the fuel bed, lies quite dead on the grates, and is readily removed.

The soft, pasty clinker is just the opposite in character. It tends to spread throughout the fuel bed, impedes and often prevents any motion of the grates, particularly under hand fired boilers, and does not hold together to permit of its being removed bodily. Such a clinker often finally necessitates cleaning the entire grate surface and starting a new fire.

A great many experiments have been made, most of them dealing with analyses of the constituents of ash in an endeavor to find some relation by means of which the clinkering tendencies of a coal might be predicted, but without any real positive results. There seems to be no general relation between the fusing point of the ash and the percentages of its various constituents, nor does the amount of sulphur present seem to affect the question of clinkering.

Many contracts contain a clause limiting the per cent of sulphur which will be accepted to a certain amount with a penalty added based upon the amount by which this predetermined limit is exceeded. The injustice of such a clause is obvious in view of the above stated fact that sulphur has no particular connection with the clinkering tendencies of a coal.

Fusion Temperature of Ash.

The fusion temperature of an ash is a far more logical item to specify. In fact, this is one of the first things that a careful coal buyer should insert in his contract.

The character of the slag which constitutes clinkers is more or less definitely known now, and experiments have been carried out with promising results looking toward the establishment of definite constants governing the proportion in which certain basic elements of the ash combine to form the slag or clinker. However, until some such system of calculated constants can be definitely worked out and made generally applicable to the analysis of an ash, the best course the buyer can pursue is to obtain his information from actual tests made under operating conditions. This is not at all a forbidding prospect, as the lessons of past experiences cover the ground quite thoroughly.

The furnace temperatures vary considerably in different plants. In plants where the boilers are run well above normal rating, with a consequently high furnace temperature, only a coal having an ash of high fusing point should be used, but in the case of lower furnace temperatures a coal containing ash of a lower fusing temperature could be used with just as good results. The point to be observed is that the fusing temperature of the ash should be sufficiently higher than the highest probable furnace temperature so as to prevent any tendency of the ash to fuse and form a slag.

In case the fusing temperatures of all the coals available are about the same, a distinction should be made between the different kinds of clinkers formed. In general, the buyer should avoid the coal whose clinker is of the molasses type. If any clinker forms it is better to make sure it will be of the hard type, as this one is quite readily removed.

A consumer would certainly make every effort to avoid using a coal which would cause more or less trouble from clinkering, but in case no

other coals were available without recourse to the higher priced coals, he would be in a position where he would have to make the most of a bad situation. Clinkers very often persist in sticking to the grates and walls, thus offering considerable resistance to their easy removal.

Removing Clinkers.

The use of steam in the ash pit is the best means of combating this tendency. As the use of live steam for such a purpose would be quite expensive, exhaust steam should be used whenever available. Even water in the ash pit is a fairly good substitute for steam.

The type of stoker installed has an importance, when considering the subject of clinkering, which is seldom appreciated by the consumer. Some stokers agitate the fuel bed constantly, while others do not. This constant stirring of the fuel bed almost invariably aggravates any trouble from clinkering which might be present. Similarly, in the case of hand fired plants a too frequent use of the slice bar will cause the same difficulty.

Then again, some coals seem to require just this continual agitation to prevent the formation of clinkers.

So the only safe thing for the buyer to do is to make actual tests of a coal to determine whether it does or does not require an agitated fuel bed.

The thickness of the fuel bed carried is another feature of operation which should be investigated as soon as clinkers begin to develop. In hand fired plants the average fireman tends to fire too heavily at a time principally because such a procedure increases the time available for standing around between firings. The heavier fuel bed which results after every charge is a prolific source of clinkers, the obvious remedy for which would be to fire oftener and to maintain a thinner fuel bed.

The cooling action of the air passing up through the fuel bed from under the grates is very valuable as a preventive of clinkering. Consequently, the ash pit doors should always be kept open, and any regulation of the draft should be effected by means of the damper in the breeching.

In hand fired plants, the rake is often used altogether too vigorously for leveling purposes, and the same criticism can be applied to the use of the slice bar. Any violent disturbance of the fuel bed brings the ash up to the hot upper portions of the bed, where it soon fuses and forms a clinker. Furthermore, more or less partially burned coal is dropped down into the ash pit and the heat from this burning coal tends to neutralize the cooling effect of the air passing up through the grates.

Lastly, a word as to the mixing of various coals. An owner frequently obtains the best results, so far as an absence of clinkering is concerned, from a mixture of different coals. However, there have been more cases of expensive failures than successes, and to guard against a shut-down no mixture should be fired during normal operation until sufficient preliminary tests have been carried out to serve as a basis for positive information as to whether such a mixture will or will not cause clinkering.

In the final analysis, the safest course for the buyer to pursue when dealing with the subject of ash in coal is to make actual trial tests of whatever coals are available for use under his conditions. Such tests will remove any doubt whatever as to a coal's tendency to clinker under certain conditions. However, such trials need not be gone into blindly, as the foregoing discussion should present many general relations which should decrease considerably the amount of experimenting necessary.

It is said that there is something of a car shortage on both the Baltimore & Ohio and Wheeling & Lake Erie roads. This is something rather out of the ordinary during the past year and to many it recalls some of the past years when the roads could not get the coal in to the docks here with sufficient rapidity to load the waiting vessels. Up to this time the loading machines are said to have operated in a very dilatory fashion.

Lucien Hill, New York manager of the Merchants Coal Company of Pennsylvania, was advised on Tuesday evening of the explosion at the Boswell mine of his company, which caused the loss of life of some sixteen miners. The mine managers are of the opinion that the mine will be idle only a few days as the result of the explosion.



Charging Degradation on Coal.

About the most convenient method of handling the loss of tonnage and grade involved in running a coal yard is by charging degradation against receipts of lump.

This is the belief of a good many successful retailers who use this method, and who point out that it is much easier to handle the factor, as a bookkeeping proposition, when such a charge is made, provided, of course, that tests are taken occasionally to see that the charge adopted really covers the loss.

For example, when the coal comes in from the mines, a five per cent charge is made against it to cover the loss in weight and grade. This means, in effect, that ninety-five per cent of the tonnage billed to the dealer is charged with the cost of the entire 100 per cent. As a bookkeeping operation, the five per cent is credited to the lump pile, and charged against the nut and slack pile, the assumption being that the latter gets the low-grade coal produced by the handling process. The lump coal account absorbs the net loss in this operation; that is, the difference between the cost of the coal and the market price of the nut and slack. When the coal is rehandled, and moved out of the yard to customers, another five per cent charge is made against it, the operation being handled in the same way.

This makes a total ten per cent charge for degradation. The amount, as a matter of fact, is rather conservative, and errs in being too small, rather than too large. With most bituminous coals, a total loss of fifteen per cent would come nearer taking care of the proposition. The right system is for each dealer to make a study of his own coal pile, compare the weights in and the weights out on sufficiently large lots to know how much of an invisible loss he has and how much actual loss in grade is accounted for, so that his percentage of degradation will represent not merely an arbitrary standard, but the results of his own experience. Only in this way can the charge be made effective, as a business proposition.

The plan of placing a value upon the nut and slack equivalent to the current market price of that grade, and making the lump absorb the loss, seems, in the opinion of a good many retailers, to be the only sensible way to determine the right way to price nut and slack. Steam coal trade is solicited so closely that it is next to impossible, in their opinion, to get better than the market price for nut and slack, and hence the only way to insure moving it is to put on a price which will meet the figures quoted from other sources. That is putting the entire burden on the lump coal, of course, but in most cases it is in the best position to handle it.

Getting Rid of Nut and Slack.

The problem of handling nut and slack coal to advantage is doubtless one of the most severe that the retailer has to contend with. If his market happens to be a convenient dumping ground for the excess production of the mines, he can rest assured that there will be enough demurrage coal put on the market to depress prices for this kind of fuel almost to the vanishing point. In fact, they are often below the vanishing point, and are actually

minus quantities, by the time teaming charges are considered.

When a retailer, who has put high priced lump coal into his yard, is compelled to haul it out in the form of nut and slack to some consumer at a price which represents less than the cost of hauling, it is evident that on that end of the business, at least, the dealer is running not a commercial enterprise, but an eleemosynary institution.

Yet, what is the dealer going to do? He must get rid of his nut and slack. If, as suggested elsewhere, he has already charged the loss of tonnage and grade against his domestic coal—and is getting the price for the latter which this loss absorption requires—his whole problem is one of selling the nut and slack, not necessarily selling it at a profit. So if he goes out into the market and gets orders for it, even at prices which barely cover the cost of hauling, he has met the requirements of the situation.

But, in cases of that kind there is the danger that the lump coal will merely have been charged with the supposed shrinkage in value of the nut and slack, based on assumed prices, instead of a 100 per cent shrinkage, the result of selling at a figure which merely allows for teaming expense.

With the nut and slack question so difficult of solution when the dealer must sell it in the open market to regular steam coal buyers, it seems that a greater play for furnace coal trade, involving delivering a mixture of lump and nut and slack coal, would help some.

Of course, such a plan would necessarily mean selling less lump to customers who took the furnace grade, but, on the other hand, the latter could be figured at a reasonable cost price, and the regular delivery and profit items added to it. The dealer, in that event, would be making a profit on all his tonnage, instead of only on part of it, and while he might not need so much coal to run his business with, he would probably be able to make a better showing in the matter of net results.

A good many dealers supply nut and slack with lump coal for furnace use when the customer requests it, or suggests that he might be able to use a cheaper grade to advantage. Comparatively few, however, actually feature the proposition. Obviously, in order to be of the greatest benefit, it would be well not to use too much publicity, but to present the proposition to individual consumers, using fairly large quantities. If the idea were handled intelligently, the dealer would be able to move a large part, if not most of his nut and slack, and at prices which would enable a profit to be seen with the naked eye.

Display Value of Coal.

Most coal dealers take it for granted that their product has no value from the standpoint of display.

Consequently the window, if the dealer has one, is bare of anything worth the name of display.

A lump of coal, by itself, may indeed be without much selling value, but a man with imagination can make an interesting display out of any sort of materials. For instance, there is a certain stationer in an Ohio val-

ley city whose window displays are famous all over the country. All he shows is ink, pencils, rubber bands, mucilage, etc.; they are not very pretty nor very attractive, but he works them up into exhibits that catch the eye and make the passerby stop and look.

A coal dealer who has the right idea recently applied a little imagination to his window display. The street railway company in his town had been carrying on a "Safety First" campaign by means of big posters in the cars, while the newspapers were also helping along the good work. Consequently the local public was more than ordinarily interested in the topic, though of course safety first propaganda has been more or less familiar for some time.

This dealer made use of the current interest in the question by putting a nice blocky lump of coal in his window. It was set on a pedestal—consisting of a low box covered with cheese-cloth—and really showed up nicely. The legend underneath the coal was this:

"SAFETY FIRST—You Can't Go Wrong When You Buy Blank Coal."

This was quite simple, and anybody could make such a display. Yet, in spite of its simplicity—or perhaps because of it—it was really effective; and those who saw it got a good idea of the character of the coal and a favorable impression of the methods of the concern selling it.

Even coal stored in a yard can be made more presentable than it often is. In the small-town yard, especially, where a great many people pass by, efforts should be made to maintain a clean, shipshape appearance, so that the prospective customer who rides by will say to himself, "That is certainly a nice-looking pile of coal." If he says that, he is more than likely to be converted from a prospective into an actual customer.

The writer was recently in a small town in Ohio, where the leading coal dealer handles lumber and building materials, as well as the other line. His yard is a model of neatness. The buildings in which the supplies are stored are well constructed and attractively painted. The coal is piled up solidly, and looks clean and well graded. The coal pile is not the least attractive feature of the yard, and demonstrates what a little care and thought will do to make a display of coal helpful from a sales standpoint.

Paducah Dealers Get Together.

In line with the recent announcement to delinquent customers, put out by the Evansville, Ind., dealers, as reported in this department some time ago, the Retail Coal Dealers' Association of Paducah, Ky., in the same section of the country, has published an announcement on the subject that is likely to have a salutary effect. It is as follows:

"We, the retail coal dealers of Paducah, have found it necessary to unite in what shall be known as the Retail Coal Dealers' Association for the protection of ourselves in handling the credit business.

"Another winter is fast approaching, and a great many customers still owe us for last season's requirement of coal. We have, therefore, found it necessary to report to our secretary the names of all delinquent persons from whom we have been unable so far to collect by all honest means. We do not desire to embarrass any of our customers who are willing to pay their just accounts, and are therefore advertising in this space for the benefit of those who have not as yet paid their accounts or made satisfactory arrangements to do so.

"We very respectfully urge all delinquent customers to pay up or make satisfactory arrangements regarding their accounts before October 1, 1915, as after that date all accounts not yet taken care of will have to be reported to our secretary, whose duty it will be to notify all members of this association of such delinquency."

According to a recent estimate of the Government, the amount of coal in the Rock Springs district of Wyoming available for mining exceeds 142,000,000,000 tons. This includes all coal deposits within 3,000 feet of the surface and in beds two and a half feet or more in thickness.



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Colorado's Partisanship.

The American people are becoming disgusted—and with good cause—with the conflicting reports from Colorado. One day the daily press says that the Governor has obtained information that the United Mine Workers and certain federal authorities are conspiring to destroy the Colorado militia. It is added that they propose to indict certain state officials that they may trade the withdrawal of prosecutions of such cases for the withdrawal of the prosecution of certain miners who are indicted for murder in connection with the recent strike.

The next day the same daily press carries the statement that the mine workers have convicted a judge of partiality and have had him barred from hearing of all further cases against accused miners. The miners have proved—according to the papers—that the Governor and his staff are partisans in the employ, virtually, of coal mine owners.

Thus today there is accusation; tomorrow there is recrimination. Between the two, the people fail to get the truth of the matter, and the whole country is agitated to the point of taking sides.

One thing about Colorado is preeminently true. It is suffering today and is endangering the nation because it is and has been a state breeding violent partisanship. This is so because Colorado has digressed from its original and proper function of making laws and administering justice into a sort of dominating commercial influence. It long ago reached the

dangerous point where its officials, by extending favors can make men rich, and where by withholding favors they can make men poor. Thus politics, with its constant shifting of partisan control and its constant change of men in power, has been given a function never intended by any scheme of government. In the end, it must prove disastrous as first the representative of capital and next the representative of labor climb into temporary control of this powerful organization and begin to bestow favor on their friends.

In Colorado, heretofore, this political control of the state's power has been purchasable for money; today it is purchasable for a far more subtle influence—the voting strength of an organization of men. The resultant situation is unmoral and dangerous, not only to both capital and labor in Colorado, but to the very existence of a democratic form of government.

There should be no need, at this late date, to thrash out in a small community like Colorado the old dispute as to whether capital or labor should rule. That issue should be considered as settled for all time by the decree that the whole people—and no fraction thereof—are master.

We do not begin therefore to understand the Colorado situation until we recognize that many of its people may be partisans but the state cannot be. That is, the state of Colorado has, and can have, no favorites. It must stand primarily for impartial justice whether the person at bar is mine owner or the meanest laborer in the commonwealth. Incidentally, that impartial justice must be done as well to John D. Rockefeller as to the most powerful labor organizer in Colorado. Only impartial justice and men strong enough to enforce it can ever straighten out the Colorado situation and restore something of the supremacy of government.

England's Coal Situation.

At the outset of the war England employed in its coal mines about one million men. Two hundred and fifty thousand of these have entered the army, leaving three-quarters of a million to do the mining. That automatically limits coal production, unless each man does one-third more work.

With the beginning of war, coal consumption by the navy was more than doubled. Fuel demands by the government were vastly increased and England's coal owners were, for lack of fuel, compelled to retire, to an extent, from the export market.

The excessive home demand and smaller production of coal naturally indicated a rise in price. However, to prevent the coal owners from taking the natural commercial advantage of this situation, Parliament regulated coal prices. In substance, it refused to permit the operators, under heavy penalty, to charge a higher price than had ruled prior to the first of August, 1914. This limiting of prices on a reduced tonnage automatically cut the earnings of the English coal companies.

When three-fourths of the miners found that they had to do practically the work that 100 per cent had done heretofore, they demanded an increase in pay. They were at liberty, apparently, to take full

advantage of the law of supply and demand for labor, even though the operators were not as regards coal. Parliament, through one of its officials, interfered and stipulated that the miners should get certain bonuses. This increased the cost of labor. The operators thus lost in tonnage, lost an opportunity to get a rise in price, and lost because the wages of the miners were increased.

The European war has brought to commercial interests the world over an opportunity to make money out of the things sold to the warring armies, but to the coal owners of England it has brought only a success of losses. On top of that, it has brought increased taxation to support the men in the field. It would seem that England has been asking the coal owners to bear more than their fair share of the cost of the great struggle.

Democracy and the Press.

No one will deny that the essence of democracy is the tenet that the majority rules. A man, therefore, who wants to rule in a democracy must have the approval of the majority. There are two ways of getting that approval.

One of them is to convince the majority that it is wrong and to convert it to a right belief. In any conceivable length of time it is impossible to change the opinion of the majority where the total population is expressed in such an enormous figure as one hundred million persons. Therefore, no public man in a democracy is "fool" enough to try to change the ruling opinion about anything.

The other way is to say what the majority are already thinking—or think they are thinking—right or wrong. If the subject at hand is abstruse and technical, and especially if it demands intensified thinking, it may be depended upon that the majority is not well enough informed to have or to express an intelligent opinion. Therefore to depend upon the majority opinion on a big question is to take the wrong view of it.

The latter is the way most men gain prominence in a democracy.

The press of America—the popular press—is struggling for the same kind of power as is the politician. It is the power which arises from the expression of ideas. For example, the local daily newspaper is constantly running for local office, even as is the sheriff or the mayor. However, the mayor runs for office only once in two or four years; the daily newspaper pleads for votes every morning.

The mayor gets his power by thinking the way he assumes the population is thinking. The daily newspaper gets its prominence by thinking the way it assumes the majority is thinking.

Continuing the simile, the national publication is comparable to the president of the United States or to a member of Congress.

That is, democracy is coloring our literature rather than the reverse being true. This is so contrary to popular belief that we will explain. An editor is only an individual. He can see, hear and think no more than one pair of eyes, one brain, and one pair of ears will allow. He can not possibly know much about anything. Because his orbit is so small, he cannot know what the majority is thinking or

even wants to think. He must assume a lot—an awful lot. By his broad and liberal assumptions, he concludes that the majority thinks a certain way. He does not know that the majority thinks that way; he cannot know. Still he assumes that they think as he concludes, so he writes his articles from that point of view. Incidentally, he colors his facts to suit an assumed and fictitious taste.

This has a vicious effect. The real majority started without any knowledge of a given subject, but keen for information. When some information was presented, the majority eagerly read it. The interest in the subject did not signify that the public had a preconceived idea concerning or had formed an opinion about it. The people merely wanted to know. The editor and publisher believed that the avidity with which the people bought what was printed signified that the people approved the opinion in the first article. Acting on that belief, he printed more to the same effect. The people, to get further information, grabbed at the second installment. The editor, confirmed in his belief that it was his point of view and not his facts which was sold, printed more of the same kind. The people absorbed the third installment.

Pretty soon, since only one point of view was presented, the people began to believe there was only one phase of the subject and formed an opinion. But this was a wrong opinion, because it was founded upon false witness.

There are two points to this situation. The first is that the so-called majority was fictitious in the mind of both the editor and the reader. The editor said:

"I don't believe this stuff, but 'the majority' wants it, so I'll print it."

The reader said:

"This is one-sided and I don't believe it, but 'the majority' wants it, so let it pass."

Both constructed a fictitious majority of which neither was a party and considered it as ruling. Still—and here is the curious psychology of it—frequent repetition of only one point of view so obscured all other points of view that in the end the editor and the reader came to believe what was being said.

The other and the really big point is that by this system of bearing false witness, a device was created by which the very idea of democracy is being destroyed. That is, a false notion of democracy has tinged the literature of the country. This literature has tainted the opinion of the people. The warped opinion of the people is working the destruction of popular government. The combination is resulting in the destruction of a form of government which has been declared to be ideal. It is curious that the thing which has been considered the bulwark of liberty has thus developed into the very engine which destroys liberty.

Centralizing Safety Effort.

The "safety first" propaganda, which is spreading from coal mines to every industry, has reached a sort of climax in the formation of the National Safety Council. This is about to absorb the American Mine Safety Association, which becomes the mining branch of the larger organization. This seems to be a case of the

offspring absorbing the parent. Even so, it is a movement in the right direction.

There can be no such thing as section or any other division lines in such an important movement as that expressed in the slogan "safety first." The phrase means merely to put the endangered individual on guard against himself. It warns men who work in dangerous places to "look before you leap." This warning has a pointed meaning in the coal mine, where danger is imminent all the time. Where men are living in more or less danger all the while, it is human for them to become so familiar with it that, in time, they get a contempt for it. If only to keep the miners on their guard against the thing which is likely to destroy them, the "safety first" movement is needed in the mine.

However, there are other places where equally dangerous conditions exist. There is imminent danger all the time on a railroad, where enormous weights on wheels are constantly in motion, and where an individual is likely to be ground to pieces if for an instant he disregards his own safety. There is just as much danger constantly in steel mills and in other places. Underlying all of these potential dangers is a common weakness of humanity—men will not always be vigilant for their own safety. To keep them keyed up to a need to save themselves, the slogan "safety first" must be reiterated.

If the best results are to be obtained, there should be but one national organization. Therefore the organization of the National Safety Council is most logical. That this safety council should work through subdivisions familiar with the technical phraseology and local conditions in various industries is also quite natural. To do that promises to introduce efficiency through centralized control, and this commands the attention and the approval of the best men in business.

What Regulators Can Do.

The broad assumption of the public has been that the Interstate Commerce Commission is master of the railroad rate situation. This isn't exactly true, as its own statement, of recent date, proves. It makes its own position clear when it coincides in effect at least with the recent ruling of the United States supreme court when the latter said that the owner of a carrier may accept a loss on a certain class of traffic and make it up on another class, but the regulating power cannot compel him to do so. That is, the regulating power cannot force the regulated carrier to accept, as a rate, less than the proved cost of the service; in this particular, the cost of the service is that commodity's percentage of both the total operating expenses and the total profit of the line. In one of its big decisions, the commission makes this statement:

"We may not say that a rate shall be fixed so as to meet the requirements or needs of any body of shippers in their efforts to reach a given market; nor may we establish rates on any article so low that they will not return out-of-pocket cost. Neither could we fix an entire schedule of rates which would yield an inadequate return upon the fair value of the property used in the service given. There is, however, a zone within which

we may properly exercise 'the flexible limit of judgment which belongs to the power to fix rates.' These are the words of the Chief Justice of the Supreme Court. There is no flexible limit of judgment if all rates must be upon a level of cost, and out of every dollar paid to the carrier must come a fixed amount of return for capital invested."

The commission thus recognizes that it cannot force a carrier to accept a loss on one commodity and to make up that loss on another commodity. That is, it cannot force it to accept a loss on coal and make that loss up on the movement of silk, tea, luxuries in general, and high-priced animals. Still, if the railroads themselves decide to do just that thing, the commission, by exercising the "flexible limit of judgment" can sanction what the carrier has done.

This has a particular bearing upon the recent decision of the coal case—in the eyes of the commission. The carriers had said that the loss on coal was too heavy to be made up by any conceivable higher rates on the higher classes of traffic. The commission did not feel itself justified in taking exception to that position of the railroads. Therein, it seems to us, lies the crux of the whole decision of the commission.

A Need Emphasized.

Last November the coal operators of Indiana and Illinois prepared a statement of facts about their business. This was presented to the president of the United States. Saying much in little space, this document said that if the coal operators charged either for the amortization of coal land or depreciation of plant and equipment, they would at the average price of 1914 have a loss for the two states of at least three cents a ton. This statement presupposed a continuance of present production and *present distribution over a territory embracing eighteen states.*

Now comes the Interstate Commerce Commission and makes two decisions which limit the market zone of these two coals without in any way decreasing the production. That is, the differential against these two coals in the northwest, limits the selling zone there. The differential against them in the Birmingham case lops off a big selling territory there. With the coal selling territory abridged both north and south and with lowering rates on Colorado coal limiting the selling territory to the west, the operators have still the same productive capacity but a much smaller selling zone.

If, therefore, there was a need, eight months ago, that something be done to help the operators solve their problem, there is a double need at present.

This need is emphasized by another situation, which is quickly developing in Ohio. Operators of that state, finding themselves in about the same position as the operators in Indiana and Illinois, are fighting the railroad for a complete readjustment of rates. If they get it, coal will move to the lakes for twenty-five cents less than it does now; therefore it will sell twenty-five cents a ton lower in the northwest. By that means the selling zone of western coal will be that much more abridged.

Under the circumstances, if the coal trade is to live, something must be done.

News Local to Chicago.

Frank W. DeWolf, director of the Illinois Geological Survey, spent the better part of the week in Chicago.

C. M. Moderwell, president of C. M. Moderwell & Company, was in Fairmont, West Virginia, over last Sunday.

J. K. Dering, president of J. K. Dering Coal Company was on an eastern trip the early part of this week, returning on Thursday.

W. R. Kernohan, western representative of the Pocahontas Coal Sales Company, took a trip into Minneapolis and the northwest this week.

Joseph Devoy of the Ohio & Michigan Coal Company, Detroit, was in Chicago this week after making a trip across southern Michigan. He reports every dealer in that section heavily stocked and patiently waiting for orders.

H. M. Ullrich, representative in southern Iowa of C. M. Moderwell & Company, and having headquarters at Des Moines, was in Chicago the first few days of this week. He was accompanied by Mrs. Ullrich.

Peter Beck, president of the Beck Coal & Lumber Company of Harvey, Ill., paid his weekly visit to Chicago. Mr. Beck says that industrial conditions are much improved in his section and that the uplift is not due to war orders.

The Higgins-Martin Coal Company, operating in the Clinton, Indiana, district, have opened a Chicago office at 1001 Plymouth building. E. V. Warren, for several years with Richards, Evans & Company, will be in charge with the title of sales manager.

The Gifford-Wood Company announces its removal to the second floor of the Sharples building at 565 West Washington street, Chicago. The company occupies the entire second floor and now has available more ample accommodations for the display of its large stock of ice and coal handling machinery.

On September first the Franklin and Saline and some Williamsfield county operators advanced the price on domestic coal to \$1.75. The Springfield operators advanced their circular to \$1.65, and some Williamson county operators advanced their circular to \$1.60 on lump and egg and \$1.75 on number one washed.

Early this week F. H. Harwood, vice-president of the New Kentucky Coal Company issued a very attractive little booklet, describing the coal of that company. It gives a mighty interesting history of Murphysboro deposit of coal, which is controlled by this company. This proves to be in a way a sort of history of all southern Illinois coal fields.

Charles B. Ebbert, western manager of the White Oak Coal Company believes that the West Virginia shippers will be bothered considerably by a car shortage in the near future. Operators located on the Chesapeake & Ohio Railway report indications of a shortage of equipment on that line and this condition will undoubtedly spread to other roads shortly.

Charles W. Jackson, manager of the jobbing department of the F. G. Hartwell Company, reviewing conditions, says, "Dealers have not delivered anywhere near their usual tonnage and shipments are far below normal up to this time. This tonnage will have to be delivered within the next few months in order to meet the demands of the consumer."

Some time ago the American Institute of Mining Engineers decided to appoint a committee on mine explosion, this committee to act as advisory capacity to the bureau of mines. Early this week the members of the committee were named by the institute and comprise Carl Scholz of the Rock Island Coal Mining Company, Chicago. Frank Haas of the Consolidation Coal Company, Fairmont, and H. M. Chance.

On September first J. H. M. Claggett, resident manager of the Philadelphia & Reading Coal & Mining Company put out a circular price on anthracite, naming the following figures: Broken or grate coal, \$6.60; nut, \$6.85; stove, \$6.85; chest-nut, \$7.10; pea coal, \$5.55. All net tons of 2,000 pounds f. o. b. Chicago. These are the same prices that have ruled heretofore. Therefore, the increase in freight rate of twenty-five cents a ton to Chicago has not been added to the price which the retailer and the consumer are expected to pay.

Van H. Manning, who has just been appointed director of the Bureau of Mines, to succeed the

late Dr. Jos. A. Holmes, is expected to be in Chicago on Saturday, September 11. He will be here on his way to San Francisco, where he expects to attend several mining meetings to be held there the latter part of the month. While he is here, it is expected that he will be entertained by the coal men, the entertainment being under the auspices of the Illinois Coal Operators' Association. This will be Mr. Manning's official introduction to the coal trade, although he has been very well and favorably known to the coal men because previously he has acted as assistant to Dr. Holmes for several years, and in consequence is familiar with coal business in all sections.

A memorial committee for the late Dr. Joseph A. Holmes, director of the Bureau of Mines, has just been appointed by James F. Callbreath, secretary of the American Mining Congress, and is made public by Carl Scholz, the president. It is expected that this committee will meet in Memorial Hall, San Francisco, on September 21, when each member will make a short address about Dr. Holmes. These addresses will be preceded by a historical statement prepared by Van H. Manning, successor to Dr. Holmes. The committee follows: Samuel Taylor, Pittsburgh; George H. Cushing, Chicago; J. H. Richards, Boise, Idaho; C. W. Goodale, Butte, Mont.; H. M. Lawrie, Portland, Ore.; B. F. Millard, Valdez, Alaska; Dr. D. P. Day, Washington, D. C.; J. C. Kolsem, Terre Haute, Ind.; W. R. Woodford, Cleveland, Ohio; T. H. O'Brien, Dawson, N. M.; John Hays Hammond, New York City; C. S. Keith, Kansas City, Mo.; Thomas B.

What the Ohio Coal Mines Need Most.

CLEVELAND OHIO, September 1.—Walter R. Woodford, president of the Rail & River Coal Company, with mines at Bellaire, recently gave out the following concerning the coal rate hearing in Ohio:

"The discrimination in railroad freight rates may have something to do with the present inability of Ohio operators to sell their coal in competition with West Virginia, but when West Virginia operators can sell their coal as they are doing, at 70c or less for mine run when it costs us about 95c under normal conditions, it is evident that there is something besides the freight rate which must be adjusted and rearranged. The real discrimination is that the miners union has permitted a condition to exist in West Virginia which enables the operator to mine coal at 25c or 30c a ton less than we can. The attached figures show only partially where West Virginia has the advantage of Ohio, and these figures are in a contract made by the miners' union.

"Another thing—Hocking Valley miners are being brought to Cleveland at the expense of the state to accept work on streets, etc., at \$1.75 per day, when they refuse or are not permitted to work for an operator in Ohio at less than \$2.62 or \$2.84 per day.

"Is there any wonder that the operator is unable to furnish work to miners? These men and their families are willing to accept charity rather than work for an Ohio operator at wages which he is willing to accept from the city of Cleveland or from an operator in West Virginia.

"How long will the people of Ohio, who really have the state's best interests at heart, permit such a condition to exist.

"The miners of the Hocking Valley are getting some relief at present from the public, but unless this wage question is corrected in the near future, the public will have not only the Hocking Valley but all of the eastern Ohio miners on their hands as well, and this means a serious situation when such a number of persons have to be supported through a long winter.

"Those miners and others who are being misled by the miners' officials and politicians into the belief that the railroads are going to reduce their rates and when they do that work will be forthcoming, will, I fear, be sadly disappointed. A reduction in or readjustment of railroad rates is only one of the things necessary to start up the mines of Ohio.

"The state is now suffering the penalty of the passage of the Green anti-screen law, just as the operators told Governor Cox and Willis and the legislature that it would suffer, but neither of the gentlemen named seemed to think the operators were honest in their statements. The last legislature did believe in their honesty and passed the Gallagher bill, but the delay on the part of the

Stearnes, Denver, Colo.; Jesse Knight, Provo, Utah; M. D. Leehey, Seattle, Wash.; Dr. I. C. White, Morgantown, W. Va.; P. J. Quealy, Kemmerer, Wyo.; Dr. Joseph H. Pratt, Chapel Hill, N. C.; E. W. Parker, Wilkes-Barre, Pa.; and William Griffith, Scranton, Pa.

Carl Scholz, president of the American Mining Congress, is having splendid success with his effort to get up a special party of coal men and their families to go to the meeting of the American Mining Congress at San Francisco the latter part of this month. He thought at first that he would be very well satisfied if he filled one special car, but reports up to the latter part of this week indicated that he would be able to fill at least two cars. The party will be made up in part by men from east of Chicago, but the indications are that some from Illinois and Iowa will join the party here. The intention, as previously outlined, is to leave Chicago via the Rock Island Railroad, making a stop for the better part of a day at Salt Lake City and going on to San Francisco in time to reach there Saturday morning, the 18th. According to this schedule the party will leave Chicago on Tuesday the 14th. This will give them Sunday in San Francisco before the Mining Congress opens on Monday, the 20th. There is special interest for coal and mining people in this western trip just now because the International Engineering Congress will hold a meeting at San Francisco on the 20th, starting the same day as does the Mining Congress, and then on the 23rd there will be a meeting of the American Mine Safety Association. In San Francisco the headquarters of the American Mining Congress will be at the Palace hotel.

governor in signing it made it impossible for the coal industry this year to get the benefit of that law.

"Following is a comparison of some of the items of wages paid in No. 8 (Ohio) District and the Kanawha (W. Va.), District (taken from the contract between the Kanawha Coal Operators and the U. M. W. of A.)

"The rate for mining, loading and cutting applies to Kanawha seams 1 and 2, but the day wage scale applies to the whole Kanawha District.

	No. 8.	Kanawha.
Pick mining.....	\$0.6760	\$0.49
Machine loading.....	.39	.26
Machine cutting.....	.08	.06½
Water haulers.....	3.19½	2.05
Motor and machine runners.....	3.19½	2.55
Track layers.....	3.19½	2.43
Track layers' helpers.....	2.93	2.00
Trappers.....	1.39	.89
All other inside day labor.....	2.93	2.00

"The Kanawha day wages being for 9 hours' work, the No. 8 wages are figured as for 9 hours also. In the unorganized fields of West Virginia the scale of prices is much lower than the above."

Quite a new factor has been making its appearance in the local coal trade during the past few weeks. This is in the shape of Italians who have connections with firms in their fatherland and who have received letters asking to be placed in touch with American coal firms who can export. Some personal calls have been made at some of the offices and facts and figures have been asked for. One thing that is quite noticeable, and that is there is no disposition on the part of the folk at this end to do business for the pure love of the thing. In most cases the query has been as to the amount of commission the coal men would allow were they successful in getting a contract.

Washington dispatch advises that pressure is being brought to bear on the Interstate Commerce Commission to have extended the date on which the recent decision in the anthracite rate case becomes effective. The date set by the commission was October, and this may be extended for sixty to ninety days. There is some gossip to the effect that if the date is not extended beyond October, the receivers may go into court and ask for an injunction against the commission.

The United Mine Workers of the anthracite regions meet at Wilkes-Barre next Tuesday to formulate demands to be made upon the operators at the expiration of present wage agreement, April, next.

Hampton Roads August coal exports were 618,000 tons. Exports from Philadelphia and Baltimore will make the total around the one million ton mark.

Facts Which Determine Our Export Prospects.

The Export Situation.

At the moment figures showing exports over the Atlantic seaboard for the month of August are not available. According to early estimates the totals for the month will not fall very far short of shipments for the month of July, although some shippers were very much handicapped during the month for lack of vessel tonnage to move coal under contract.

The trade following very closely the labor troubles in England, cables on Wednesday announced that the Miners' Federation had met at Cardiff and had voted to accept the terms of settlement agreed upon in London on Tuesday. This will mean that all of the miners will return to work immediately.

As is shown in the Cardiff market review, published elsewhere in this issue, shippers are experiencing a great deal of difficulty in exporting coal, due to the new government restriction. To a great many neutral countries English exports have been radically curtailed during the past several months, and this leads American shippers to anticipate that there will be a great many spot purchases of American coal in the very near future to fill pressing needs.

American coal exporters are just now working on some very big business for trans-Atlantic shipment, but finding it very difficult to arrange satisfactory transportation as well as satisfactory terms for payment of cargoes.

At the Hampton Roads ports there is no over-abundance of New River and Pocahontas, and these coals are held very closely around the \$2.85 price.

Bunker demand continues good and is expected to show a very marked increase during the present month, as a great deal of shipping is expected because of the commencement of the grain export season.

The Welsh Coal Situation.

Tuesday's cables told of the settlement made in London between the leaders of the South Wales coal miners and the coal operators through the offices of President Runciman of the Board of Trade and David Lloyd-George, minister of munitions. As was announced in THE BLACK DIAMOND last week, 10,000 miners, dissatisfied with the award made them by President Runciman following the strike of several weeks ago, had quit work. From that time until Monday the number of idle men in the Welsh fields ran between ten and twenty thousand. The settlement made at Tuesday's conference, according to the cables, gave the miners all that they asked for. Had no settlement been reached it was stated that the government would have intervened and taken the mines under control.

Latest mail advices from Cardiff under date of August 30th show that the coal market was at that time in a very much unsettled state, due to the difficulty of exporting coal under the new government restrictions. Since August 13th shippers have been unable to export coal except upon the securing of special licenses from the coal export committee of the War Trades Department. These authorities have evidently been very careful as regards the issuing of licenses and shippers are required at every instance to give the name of destination and consignee. This due to the delays in a position to do. Due to the delays experienced in obtaining permits, considerable coal has accumulated at the piers and prices have eased 4 and 5 shillings per ton on the grades most traded in. Best and second best grades of Admiralty are out of the market. Ordinary seconds are quoted at 24 to 25 shillings; best drys at 24 shillings to 25 shillings; black veins at 25 to 26 shillings; western valleys, 23 to 24 shillings; best bunker smalls, 20 to 22 shillings 6d. A Greek firm was said to be in the market for 50,000 tons of second Admiralties, but quotations were subject to licenses being obtained to export, also the Admiralty's permission to release such coals. Due to the heavy accumulations Monmouthshire coals were weaker. Patent fuel makers have had numerous inquiries and nominal quotations ranging from 33 shillings to 35 shil-

lings. The Algerian states are in the market for about 40,000 tons.

Some recent freight fixtures from Cardiff have been as follows:

To Boulogne, 15 shillings 2d; to Bordeaux, 22 fcs.; to Gibraltar, 15 shillings; to Genoa, 24 shillings 6d; to Lisbon, 18 shillings; to Marseilles, 32 fcs.; to River Plate, 21 shillings; to Rio, 21 shillings 6d; to Algiers, 26 fcs.; to Barcelona, 20 shillings; to Naples, 20 shillings 10d.

Baltimore Coal Exports.

For week ending August 28th, Baltimore's exports were:

	Cargo Coal.	Bunker.
Aug. 23—Br. S. S. Claverest, Cuba.....	6,100	300
Aug. 23—Br. S. S. Allanton, Italy.....	5,866	1,260
Aug. 24—Gr. S. S. Andros, Greece.....	4,407	650
Aug. 25—Gr. S. S. Georgios, Italy.....	5,057	550
Aug. 25—Br. S. S. Evandale, Italy.....	5,156	600
Aug. 26—Br. S. S. Newstead, Cuba.....	4,000	150
Aug. 26—Br. S. S. Harmattan, Italy.....	6,200	830
Aug. 26—Swed. S. S. Roland, Sweden.....	6,243	600
Aug. 26—Ital. S. S. Liguria, Italy.....	4,435	984
Aug. 27—Gr. S. S. Othon Stathalos, Uruguay.....	3,335	1,030
Aug. 27—Br. S. S. Ecclesia, Italy.....	5,300	1,120
Aug. 27—Gr. S. S. Orion, Italy.....	4,300	800
Aug. 28—Br. S. S. Sitmouth, Italy.....	5,300	1,000
Aug. 28—Nor. S. S. Senator, Cuba.....	971	250
Total	66,670	10,124

Coal Freight Charters.

Strs. Ecclesia (Br.) and Sidmouth (Br.), Baltimore to west coast Italy, coal. Private terms.

Str. Sedor (Nor.), Baltimore to Manzanillo, coal. Private terms.

Schr. Josephine, Philadelphia to Porto Cabello, coal, \$4.75.

Str. Sleidrecht (Dutch), Virginia to Bahia, coal, 44s. "September."

Str. Julia Mendi (Spain), Virginia to west coast of Italy, coal, 41s 6d. "September."

Strs. Allanton (Br.), Silvia (Ital.) and Liguria (Ital.), Atlantic range to Italy, coal. Private terms.

Schr. A. J. Sterling (Br.), New York to Moncton, N. B., coal, \$1.90.

Schr. M. A. Bellerwill (Br.), New York to Yarmouth, N. S., coal, \$1.65; back from Bridgewater, N. S., lumber. Private terms.

Str. Constantia Embiricos (Greek), Virginia to Buenos Aires, coal, 33s 6d. "September."

Schr. Alice May Davenport, Norfolk to Rio Grande do Sul, coal, \$9. Substituted for the James B. Brake.

Str. Gurra (Dan.), Philadelphia to Coquimbo, coke, \$12. Option coal and coke, \$6.50 and \$11.50, respectively.

Strs. Morte (Span.) and Ellin (Greek), Virginia to west coast of Italy, coal, 41s 6d.

Str. Roland (Swed.), Baltimore to Gothenburg, coal. Private terms.

Str. Evandale (Br.), coal, Baltimore to Savona, with options. Private terms, spot.

Str. Liguria (Ital.), coal, Baltimore to west coast of Italy. Private terms, spot.

Str. Allanton (Br.), coal, Baltimore to Tarento. Private terms, spot.

Str. Hellenic (Swed.), coal, Baltimore to Sweden. Private terms, spot.

Str. Oaklands Grange (Br.), Norfolk to Marseilles, coal, 37s.

Schr. James B. Drake, Norfolk to Rio Grande do Sul, coal, \$9. "September."

Schr. C. F. Cressy, Baltimore to Porto Rico, coal. Private terms.

Str. Senator (Nor.), Baltimore to Manzanilla, coal, private terms.

Schr. F. C. Pendleton, Philadelphia to St. John, N. B., coast. Private terms.

Str. Hassel (ex. Merity), Virginia to Buenos Aires, coal, 33s 7½d.

Str. Silvertown (Br.), Baltimore to River Plata, coal. Private terms.

Str. Charitow (Br.), Baltimore or Virginia to Piracus, coal, 41s 6d. "September."

Strs. Titania (Br.) and Sesostris (Greek), Baltimore to west coast of Italy, coal. Private terms.

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, report as follows under date of August 30th:

During the past week we chartered a number of steamers to load coal for South American and West Indian ports. Plate rates are practically the same as a week ago. Mediterranean rates are firmer; several steamers were chartered last week at 41s 6d.

We would quote freight rates on coal by steamer as follows:

West Coast of Italy.....	41s 6d@42s
Marseilles	39s @40s
Barcelona or other good Spanish port.....	38s @39s
(Spanish dues for account of cargo.)	

NOTE.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge 1s per net register ton per day demurrage."

Montevideo about.....	33s 6d
Buenos Aires or La Plata, about.....	33s 6d@34s

(Above quotations on Plate coal by British steamers. Neutral steamers are more difficult to obtain and the rates are always higher.)

Rosario, about.....	35s
Rio de Janeiro.....	34s 6d@35s
Santos	35s @36s

(Consignees paying docas dues.)

Valparaiso or Callao, about.....	\$7.00
Havana	2.50@3.00
Cardenas or Sagua.....	3.00@3.50
Cienfuegos	3.25@3.50
Port of Spain, Trinidad, about.....	3.75
St. Lucia.....	3.50@3.75
St. Thomas.....	3.00@3.25
Barbados, about.....	3.75
Kingston	2.75@3.25
Curacao	3.25 and p. c.
Santiago	2.75@3.25
Guantanamo	2.75@3.25
Demerara	4.00@5.00
Bermuda, about.....	3.00
Vera Cruz.....	3.25@3.75
Tampico	3.25@3.75

Export Trade Briefs.

For the year ending June 30, 1915, the United States exported 112,351 tons of bituminous and 4,292 tons of anthracite to Porto Rico. This compares with 111,877 tons of bituminous in the year ending June, 1914, and 4,663 tons of anthracite for the same year.

From the opening of the Panama Canal, August, 1914, to June 30th of this year, 56,312 tons of cargo coal was handled from the Atlantic to the Pacific; 28,212 tons were shipped from the Atlantic seaboard ports to South American ports in the Pacific; 19,170 tons going to the Pacific coast of the United States; 930 tons to the Far East; 10,700 tons went from Cardiff to unknown destinations. There were 14,193 tons of coke to pass through the canal, 2,350 tons from Philadelphia to Noumea; 1,877 from England to San Francisco, and 9,996 tons from the Atlantic seaboard to South America.

Coal-peat fuel has been utilized in Canada somewhat extensively, the peat being mixed with coal breeze and then pressed into briquettes. Such fuel has been found efficient and economical. Now it is reported that chalk, of which there are large deposits in Canada, can be converted into profitable fuel. The chalk is first pulverized and then combined with a certain percentage of breeze and solidified tar, and then compressed into small briquettes, which are said to have a high calorific value, to burn freely and to be smokeless.

Columbus Contracts Let.

On readvertised bids for municipal fuel purposes, contracts have been awarded as follows: Main pumping station, West Virginia, \$1.40 a ton, Elk Coal Company; municipal light plant, Hocking, \$1.19 a ton, Victoria Coal Company; garbage reduction plant, \$1.19, Victoria Coal Company; city hall, parks, water works shop, State street yards and recreation centers, \$2.17½ delivered, M. A. Suydam & Co. All were Columbus concerns. Daily consumption of the pumping station is estimated at twenty-four tons, of the municipal light plant fifty-five tons, and of the garbage reduction plant twenty-five tons. According to the city chemist, to whom was put up the controversy as to the relative cheapness of Hocking and West Virginia bids, Hocking makes the best showing from the economical standpoint on the three bids awarded that field.

The Buffalo State Hospital is looking for a supply of slack coal for a period of six months from October 1st. Bids are to be opened September 8th by the Purchasing Committee for state hospitals, room 138, Albany, N. Y. The quantity needed is about 6,000 tons.

Johnstown Mine Explosion.

JOHNSTOWN, PA., August 31.—(Special Correspondence).—Sixteen men are dead and a score or more badly injured as the result of an explosion in the Orenda No. 2 mine of the Merchants Coal Company at Boswell.

The explosion occurred during the forenoon, but it was night before the full extent of the accident was known. Rescue parties sent out six injured men during the afternoon, two of whom died later, one at the mine mouth and the other in the Memorial Hospital, this city. There are three others in a critical condition at the hospital here.

This evening the rescue parties reached the part of the mine in which the explosion occurred and took out fourteen bodies. None has been identified as yet.

It is said that a fall of rock opened a gas pocket, which was fired by an open lamp. After damp killed most of the victims.

General Review.

Domestic Prices Rise Due to Increased Orders and to Fear of an Acute Car Shortage.

The actual development in the national coal trade within the last week has been first a big increase in orders for domestic coal. In some sections the increase was modest but perceptible. In others it amounted to as much as 100 per cent of existing business. The cause for the increase was quite different in different places. In many cities it was due to cloudy and cold weather, waking the householder to the appreciation of the fact that winter is approaching. In very many districts it was due to warm weather with sunshine which dried up the roads and allowed the farmers to haul coal.

The development of second importance was an increase in price. In some places this was modest, being only five cents a ton. In other places the rise amounted to twenty-five cents. The average perhaps is close to fifteen cents.

Quite a factor was growing apprehension of a car shortage. In some districts this is not felt at all. In other sections it is just beginning to appear. In one or two places it is quite pronounced. The trouble does not seem to be in actual shortage of cars, but a shortage of motive power with which to move the cars.

The third important influence is the return of activity in the exports of coal. Both Baltimore and Philadelphia say that while actual shipments are not up to those of June and July, they are rapidly approaching that figure and inquiries for future business are very attractive.

Another influence of some importance is the movement of coal up the lakes. For a good part of the year the vessels had no down-bound cargoes of iron ore because the steel mills thought they had nearly enough to carry them through. Now, however, the steel mills are running to capacity to fill export orders, and in some places operation has been interfered with by the lack of iron ore. The movement of that commodity is consequently quite heavy now. This brings into commission a great many boats which had been idle and these are carrying coal up the lakes. This movement is aided by the fact that many of the upper lake coal docks have had such an indifferent movement to the interior, they did not believe that the season was going to develop any active demand. The latter part of August changed this forecast materially and the appearance of September indicated something approaching normal demand. As a consequence coal companies are shipping heavily to the lakes.

Coke interests make the statement that their business is in better condition today than it has been in four years. For one thing, the steel mills are running to full capacity and many foundries are doing likewise. This calls for the full tonnage of metallurgical coke. Naturally the ovens are running to capacity and the situation is quite strong. This has a double effect upon the coal trade. It calls, of course, for a big tonnage of coal moving to the coke ovens and that is strengthening the prices of slack, but in order to produce slack, there is an increased production of lump and egg. Were it not for the quite heavy demand for domestic fuel, this might easily result in the congestion of market.

Strength of domestic coal is a conspicuous factor in that market. As indicated, in places, the demand is 100 per cent heavier than it was the early part of August. Everywhere it shows a decided improvement. This has two causes. The first, of course, is the fact that neither retailers nor householders had stored coal during the summer to anything like normal amounts. September must, therefore, supply its regular tonnage plus a proportion of the amount not stored. The second is that August towards the end of the month was quite cold. Household fires were quite common and the householder was not sure that winter had not set in much ahead of schedule, therefore, the householder bought, forcing the retailer to buy.

The anthracite situation is commanding analytical attention, especially in the east. There is, for example, an apparent shortage as shown by production figures up to September first of about two million tons. Those who have studied closely say that this must be multiplied by two and, therefore, the real shortage is near four million tons, the additional amount having been subtracted from storage. Since the next four months are ones in which the largest amount of anthracite goes to the ultimate consumer, the question as to whether there will be a shortage and a rise in price.

Chicago Market.

The Buying of Domestic Coal Is Booming, Cars Are Short and Screenings Are Easier.

Office of THE BLACK DIAMOND,
CHICAGO, September 2.

For the first time in about four years the Chicago domestic coal market has been on a genuine boom for the last four or five days. Some sales agencies said it looked like old times to have orders coming in by telegraph and telephone; to have the mines sold up for some time ahead of production, and to have users of coal urging delivery. That is the condition in which the Chicago market has been, especially on western coal, for the better part of last week. This is so despite the fact that prices on the average are nearly fifteen cents a ton higher for September than they were for August delivery.

The question of orders is not what is bothering the sales agencies, because those are coming of their own accord. The thing that is bothering them is the supply of cars to make deliveries. One operator, reporting on the situation in southern Illinois, said that only a few empty cars were on track, which was only a small percentage of the cars needed and of the number that has been available. This was annoying, but it is explained, not by the absence of cars, but by the fact that loads and empties are held on sidings because the railroads have not the power to move them and move the crops also.

Screenings are easier. In Chicago proper one and one-half inch screenings of ordinary quality have sold as low as fifty cents a ton, with sixty cents considered a good figure. Two-inch screenings of better grade are selling from sixty-five to seventy-five cents. The highest grade screenings are selling from seventy to seventy-five cents. The increased production of lump coal naturally increases the production of fine coal.

Demand for anthracite has gained materially within the last week. It is impossible to get as yet a full statement of the buying over the whole territory reached through Chicago, but indications are that while the movement is heavier, tonnage is not quite up to normal, owing to the competition of other fuels. However, the demand shows vast improvement.

On the 1st of September, the producers of smokeless coal put out a circular of \$1.40 on mine run and are holding to it. The demand improved considerably because, for several days, the apartment houses had to maintain fires. Both in price and in tonnage the situation is improved. Lump and egg were easy for a few days because the operators were increasing production in order to take care of the demand for slack. In the last few days buying has improved all over the western territory and the coal is again firm at circular of \$2.25. Prices on Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.45	\$1.40
Lump and egg.....	4.30	2.25

Somerset county operators are beginning to get the market they have been waiting for. When prices were low they did not care to tie themselves up on a lot of cheap business. Now that buying is improved, they realize the wisdom of their policy, as prices are stronger and orders increase. The leading mines have not advanced the circular, but that will come soon on mine run. They quote \$2 on lump and egg. Prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30	\$1.25
Lump and egg.....	3.75@4.05	1.75@2.00

There has been something approaching a spurt in buying of Hocking coal this week. This comes at the time when some of the mines were beginning a belated movement up the lakes. So the supply of coal for the western territory is not large unless some mines which have been closed down are opened. The situation is improved vastly, with indications of a rise in price of ten cents a ton soon. The market up to Thursday was:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.15	\$1.50

Orders, lately, for splint coal have been more abundant. The sales agencies have not been accepting the low prices which prevailed only recently and today \$1.15 is the minimum, with \$1.25 a very common figure. The prices up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.05@3.15	\$1.15@1.25

The demand for eastern Kentucky coal has also

shown an improvement and prices generally are stronger. One dollar and sixty cents is now about the minimum on any good grade of coal, while \$2 per ton is being obtained for the best grades at the mine. Prices up to Thursday were:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.40@3.90	\$1.50@2.00
Egg	3.25	1.35

According to indications printed in the last report, most of the operators in Franklin county advanced their prices on the 1st of September to \$1.75 for lump, egg and No. 1 nut coal and \$1.40 for No. 2. Rather than causing any falling off in demand, the increase in price was accompanied by an increase in buying. Some of the mines are sold up for several days ahead and report some difficulty in getting enough cars to move the coal. Mine run coal is selling from \$1.10 to \$1.15 and screenings are a trifle easier at sixty-five to seventy cents. Prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.80	\$1.75
Egg	2.80	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.45	1.40
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.70@1.75	.65@.70

One Williamson county operator put out a new circular this week on lump, egg and No. 1 washed coal at \$1.75; No. 2 washed, \$1.40; and No. 1 dry screened nut at \$1.50. The other operators put out a price of \$1.60 on lump and egg, \$1.75 on No. 1 washed, and \$1.40 on No. 2. All of them show increases in orders, as the retailers are buying to get in some coal before the advance in freight rates takes effect. The domestic sizes therefore are booming, but steam coal is not moving very well. Prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.65@2.80	1.75
No. 2 washed.....	2.45	1.40

The major Saline county operators on September 1st issued a new circular naming \$1.75 on lump egg and nut, \$1.40 on No. 2 nut, and \$1.30 on steam lump. The mines are sold up for some days ahead and the difficulty is to make deliveries, owing to growing shortage of cars. There is a fair demand for mine run at \$1.15, while screenings are a trifle easier at seventy to seventy-five cents. Prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.80	\$1.75
Mine run.....	2.20	1.15
Screenings	1.75@1.80	.70@.75
1¼-inch lump.....	2.35	1.30

Springfield operators advanced their circular prices to \$1.65 on lump, egg and nut. Orders were much heavier than they have been, being influenced in part by the cold weather which spread over the country the latter part of August. The demand for mine run coal and screenings has been just fair, the latter being easy at fifty-five to sixty cents on shipments from the mines and fifty to fifty-five cents when on track. The prices up to Thursday were:

Springfield—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.47	\$1.65
Egg	2.47	1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.37@1.42	.55@.60

Knox county coal is unchanged in price as compared with last week, but the demand is better. Prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.67	.80

Clinton operators are still devoting most of their output to the steam trade, but they have had considerable increase in domestic orders from the territory near the mines. Prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$2.27	\$1.50
Egg	2.07	1.36
Nut	2.07	1.36
Mine run.....	1.87	1.10
Screenings	1.47	.70

The coke trade is decidedly better this week than it was last. Steel mills are running to full capacity, taking a great deal of coke, and this is advancing the prices on foundry by about ten cents a ton on the average. There is a demand for about all the domestic coke that is produced at price ranging about even with those previously quoted. The market up to Thursday was:

Coke—	F. O. B. Chicago.
Connellsville	\$4.85@5.00
By-product, foundry.....	4.90@5.10
By-product, egg and stove.....	4.75
By-product, nut	4.75
Gas house	3.85@4.00

Pittsburgh Trade.

Demand from the Homes Added to That of the Steel Mills Makes Conditions Better.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., September 2.

If the naked truth must be told "September Morn" finds a touch of frost in the atmosphere that suggests a possibility of better demand for coal for domestic purposes, and retailers are experiencing a little rush of small orders for "home" consumption that augur well for better things to come—indicating that coal cellars and bins are empty and the winter supply as yet unprovided. Jobbers have not as a general thing been stocking, and retail yards are practically bare, hence the explanation of numerous hurry up orders for one and two car lots for local delivery that have been passing through the 'phones—and those who have delayed are meeting with disappointment in the expectation of lower prices, for while the market for months past has been a buyer's market, now the tide has turned and the seller is to have an inning.

Generally speaking the market is unchanged from that of a week ago, save that prices are more firm and an upward tendency shown all along the line. A call on the leading producers develops a decided betterment as to sentiment and the fact that offers of buyers for coal at past low prices are being refused in many instances shows the confidence of the producer in the near future.

Quite considerable small demand has developed, and largely increased shipping orders on existing contracts seems to be the order of the day. Slack has been a leading feature for some days, with a short supply and advancing prices. No one seems to have any quantity on hand, owing to the restricted mining operations of months past, and the light demand for screened coal. The better brands of gas slack are quoted today at sixty-seven and one-half to seventy-five cents spot, and eighty to eighty-five cents for October and November deliveries, or up until the close of the lake trade, while the opinion is voiced that slack should and soon will be bringing \$1. Other coal quotations remain practically the same as given here last week. The only larger inquiry we meet with today is for 5,000 tons mine run, two thousand tons three-quarters lump, and 2,000 tons of slack per month for one year from this date, names not given, and considerable hesitancy as to prices is being shown by parties quoting. The market, as near as can be quoted, ranges about as follows, f. o. b. Pittsburgh:

Gas slack.....	\$0.65@0.75
Steam slack.....	.55@.65
Mine run.....	1.10@1.20
¾ screened.....	1.25@1.35
5/4 screened.....	1.30@1.40

The Pittsburgh Coal Company has put three of their new mines on the line of the Montour Railroad into working the past month. These are new operations now active for the first time; another indication of better conditions. The mines of the Meadowlands Coal Company, in the same territory, lately passing into the hands of receivers, are being operated by Messrs. Theiss and Boggs, receivers, awaiting court orders as to a final disposition of the properties.

Officials of the Pittsburgh Coal Company announced yesterday that mine No. 10, near Athens, Ohio, would begin operations September 3d, after being idle nine months. These and other factors all bear on the market and have a bracing effect that helps weather conditions to strengthen prices.

Local stock operators are carefully watching the operations of the Pittsburgh coal issues, which are standing fairly firm, the preferred even making a new high record in a sliding market. Close observers believe that this stock is being bought by outside interests in big blocks, but so carefully that the price is not run up. It is thought the outstanding indebtedness and back dividends will shortly be paid, but as absolutely no information is being vouchsafed by officials of the company, any operations in this stock must be considered as speculative. It is understood the company will go into the coke business on a moderate scale and the contracts for a battery of coke ovens will be let in the very near future.

The Coke Trade.

Coke maintains its strength also, and operators are very firm in their belief that the next few weeks will bear the fruit that they have been so long hoping for. There is little free coke in the

yards now, and little accumulating, and while no quotable change of prices can be said to have taken place, prices for further than 1915 are not being quoted. Some small lots of foundry have been marketed during the past week as low as \$2.25, but the following figures represent standard grades:

Prompt furnace.....	\$1.50@1.60
September furnace.....	1.60@1.75
Contract, last quarter.....	1.80@2.00
Foundry, spot.....	2.40@2.50
Foundry, contract.....	2.50@2.65

The by-product coke question is entering the field to a considerable extent, in various ways. A large producer of both coal and coke informed the writer yesterday that he was now operating about 750 of his coke ovens, but that over 500 were still idle, and that he would not blow them in at present prices, as he was now selling his coal more profitably to by-product ovens, and that the coal orders from such were taking his surplus output today and would take more.

The labor situation, while in nowise acute, is taking attention, and miners are wanted today in various sections in the Pittsburgh-Connellsville districts. The Jamison Coal & Coke Company, the Pittsburgh-Westmoreland Coal Company and others require additional forces at their various operations, and the call continues to come from West Virginia and Kentucky for help.

Pittsburgh Personals.

Mr. Gryce, sales manager of the Carnegie Coal Company, is lost to the trade, by virtue of a month's vacation.

M. F. McDermitt, general sales manager of the Four States Coal Company, is spending a week with the lake trade and other northwest interests.

George Paul, vice-president of the Commonwealth Fuel Company, returned today from a business trip east, in the interests of his company.

J. G. Geegan, general manager of the Clyde Coal Company, who has been ill at home for some weeks, is convalescent again and will be on duty in a few days.

H. R. Hyndman, of the Washington Coal & Coke Company, who has been spending a month in the wilds of Algonquin Park, Canada, alone, save the company of his guide, returns to his office in the First National Bank building today.

John M. Jamison, president of the Jamison Coal & Coke Company, who was reported in THE BLACK DIAMOND New York news, of August 21st, by mistake, to have returned from France, is still abroad, and will probably remain there for some time yet, as no definite date has been set for his return.

A coal transaction involving nearly 5,000 acres was closed last week between the Rochester & Pittsburgh Coal Company and the Buffalo & Susquehanna Coal & Coke Company, two of the largest operating corporations in the bituminous coal district. For 2,019 acres of coal in Jefferson, Clearfield and Armstrong counties, the Rochester & Pittsburgh Company has traded to the Buffalo & Susquehanna Company a slightly larger acreage in Indiana county, in the White Bush Flats region.

Joseph A. Donnelly recently sold 554 acres of coal and limestone land in Washington township, Butler county, to the Pittsburgh Limestone Company, but the amount of money which changed hands was not made public. The royalties paid for limestone lands in the vicinity of the property which was sold amounts to between \$1,200 and \$1,500 and on coal lands it averages about \$400 per acre. According to the figures the value of the land sold will probably amount to \$1,000,000. The sale is one of the largest transactions in coal lands which has ever been made on Butler county coal property.

Eighteen men were killed and a score injured in an explosion at Orenda mine No. 2 of the Merchants Coal Company at Boswell, Pa., yesterday. Several of the sixteen unidentified dead are of American birth. All of the bodies are so badly burned and blackened that identification was impossible tonight. Practically every man in the path of the explosion and in the workings reached by after-damp was killed. The injured list shows only three men. The explosion occurred deep in the mine. The roof in a room dropped, opening a gas pocket which ignited from an open lamp. Several bodies were taken from this room, also charred so as to be unrecognizable. Rescue squads started into the mine within fifteen minutes after the explosion occurred, but it required hours for them to make their way to the deeper drifts. Three hundred men were in the mine when the let-go came.

Detroit Trade.

DETROIT, MICH., September 2.—(Special Correspondence.)—Though orders for steam coal are still of very moderate size the frequency with which they are being booked continues to impart a stimulating effect on the Detroit market and shippers assert that the situation at present is much more satisfactory and by far more encouraging than the conditions under which business has been done for several months past.

With the rather steady demand for stock a tendency toward greater firmness of prices is apparently developing. In the repetition of small orders shippers see proof of the lessened movement of consignment coal to the Detroit market. That consignment coal is still being brought into Detroit, the shippers do not dispute, but with the quantity of such stock curtailed, the amount that is being put on the market at forced sale has diminished to a point where consumers in search of cheap coal are quite often unable to find any available when they find it necessary to buy.

After a few experiences of that nature, the consumer, the shippers say, is more willing to come to a realization of the fact that by ordering his stock on a mine shipment basis, he will be certain to have a supply on hand when it is needed and of the character and quality he desires, even if it does cost a few cents a ton more for the coal.

In the domestic coal trade the outlook also is taking on a slightly more encouraging aspect, the shippers say. Following a summer of heavy rainfall and low temperatures, the weather for the last week has been of a brand more suggestive of October or early November than of late mid-summer.

Atmospheric conditions have had a tendency to direct attention of domestic coal users to the extent of their supply on hand, much earlier than in previous years. While the amount of business resulting from the chill weather is not yet large it is expected that, with a few days more of such weather the buyers of domestic coal will be coming into the market in considerable numbers.

The fact that many families are now returning to their homes after having spent the summer at various outing resorts, also is counted on to add very materially to the volume of business in domestic stock in the next few weeks. The same circumstances are expected to bring a stronger activity in the retail distribution of anthracite, this being strengthened also by the circumstance that October 1 will bring an advance of fifty cents a ton on hard coal for domestic consumers in the local market.

The rail-lake movement of coal is far short of the quantity usually handled at this season of the year.

Prices in the Detroit market on mine shipment orders are:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	1.10	2.50
Mine run.....	.90	2.30
Slack.....	.75@.85	2.15@2.25
West Virginia Splint—		
Four-inch lump.....	1.50@1.75	1.90@2.15
Two-inch lump.....	1.25@1.40	2.15@2.30
Three-quarter.....	1.10	2.50
Mine run.....	1.00	2.40
Nut, pea and slack.....	.55@.65	1.95@3.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.25	2.85
Kentucky Splint—		
Lump.....	1.60@1.75	\$3.00@3.15
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85@.95	2.25@2.35
Mine run.....	.70@.80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.35	2.50
Three-quarter lump.....	1.25@1.30	2.40@2.45
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.15	2.30
Mine run.....	1.05	2.20
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

James DeWolfe, after attending a reunion of his Civil war regiment in Mt. Vernon, Ohio, and spending a few days in Columbus, is back in Detroit, where he is the representative of the Pittsburgh and New Pittsburgh Coal Companies.

Cincinnati Trade.

Demand Is Improving Slowly and Prices Are a Shade Stronger—No Advances Made.

CINCINNATI, OHIO, September 2.—(*Special Correspondence*.)—With the opening of a new month the market continues in much better shape and both splint and smokeless dealers have little cause to grumble. The splint man, in general, reports that the market is rapidly improving and that prices are a shade better and that all that it is reasonable to expect in a market that has been demoralized so long, is coming. Some of them, however, are yet complaining that they see little difference. The improvement is here, they will admit, but they do not enthusiastically hail it and point to the dilatoriness of the country dealer in placing his stocks as a proof that the market is no better.

The fact, however, remains that the market is better and is daily growing more secure and firm. Demand for nut and slack is growing day by day, legitimately, and, coupled with that is the fact that mine run can be shipped either to the sea coast or to the lakes at any time, now, that cars can be obtained, and this gives relief. Better prices rule also and but few loads of cheap, good coal are now to be found. Within the past week lump and egg, both washed and unwashed, has increased in demand and are growing much better in a domestic way. The cool weather that was general at the beginning of the week had a hint at Jack Frost's coming that was too serious to be overlooked. For two or three days last week and for the whole period this week orders, which had been suspended earlier were released and shipped. Suspended orders were renewed, the latter at the prevailing prices, some ten to fifteen and twenty cents heavier than when they were cancelled. Contracts have been closed and new orders given, or former orders increased in almost every local office.

Smokeless operators here are keeping their eyes anxiously on Chicago to see what the dealers there have done toward keeping the pact for prices in September, some of them having failed to uphold August prices. In Cincinnati the August figures were held up to the schedule, and these are unchanged for September: Lump and egg, \$2.25; run of mine, \$1.40; nut, \$1.25 and nut and slack, or slack, \$1.00 per ton. There will be no deviation in this, and it is expected that Chicago dealers will follow suit. Splint operators are not in such secure position but they are in better position than for many weeks, even months. Cabin Creek district reports 2-inch block, \$1.35, run of mine slow and no market practically, nut and slack sixty cents. Miller's Creek district reports four-inch block at \$2.25; 1½-inch block, \$2.10; egg, \$1.85; run of mine, none free; nut and slack out of the market by reason of contract requirements. Fairmont nut and slack is out of the market but any chance tonnage would be hailed at eighty-five cents, according to operators of that district. One and one-half-inch lump in that field is quoted at \$1.40; three-fourths-inch nut and slack, \$1.20; mine run, \$1.00. Other West Virginia districts report run of mine ninety to \$1.00; gas, eighty to ninety-five; spot nut and slack, fifty-five cents; contract, seventy-five and eighty cents; low grade nut and slack has risen to seventy cents in most of the districts. In the domestic sizes 2-inch block is quoted and held at \$1.25 and 4-inch at \$1.50 and \$1.60.

In all these districts nut and slack are in great demand and are very strong. Lump and egg, or large and small block, as the case may be, are growing in demand and will be firm by the middle of the month at better prices, according to the prognostication of many operators and salesmen who have been pessimistic up to this week.

Car shortage is here. Quite a number of West Virginia operations have been interrupted in their mining by lack of cars. Some have closed down from one to three days for the past two weeks, owing to scarcity of cars. On the C. & O. it is more pronounced than on the N. & W. or the others, but there is a slip frequently now in the number of cars allotted and the number delivered. The railroads deny that there is a shortage of cars, but the operators will lift both hands and a foot if required when they answer there is a shortage, and a serious shortage, with worse conditions to follow. If it were not for the car shortage the labor shortage would have been evident even now. It will become more and more in evidence as the days go by.

The Rip Van Winkles among the retail dealers

in the interior are slumbering still, and the empty bins and yards will be snowed under if the predictions of the operators come true, before they are filled with cheap coal this season.

Cincinnati Trade News.

R. S. McVeigh has just returned from a visit to the east.

C. F. Iler, a dealer of Carnstown, Ky., was a visitor in the city this week.

President J. M. Wright of the Raleigh Coal & Coke Company is still trying to enjoy the breezes of the ocean in Rhode Island on his vacation with his family.

Tom N. Mordue of the Castner, Curran & Bullitt Company, Chicago office, and W. H. Harris, Chicago, representative of E. L. Hedstrom & Company, were in Cincinnati this week.

The Consolidation Coal Company, through T. H. Richardson, local manager, has renewed contract with the Factory Power Company of Oakley, which serves power to about a dozen large manufactories of that suburb of Cincinnati, for 20,000 tons of coal for the ensuing year.

Bernhard Freudenstein, manager of the foreign department of the Chamber of Commerce, is in Europe traveling in the interest of the business of the city. He sends back letters frequently, containing information and coal orders for Cincinnati coal companies. He is quite successful in getting coal men in touch with interests in neutral Europe, and also some of the belligerent countries, in need of American coal and the continuance of negotiations between them are conducted at close quarters and are generally fruitful of good business for the Cincinnati coal interests.

Newspaper men, lawyers, and detectives have been busily engaged in uncovering an unsavory chapter in the life of John C. C. Mayo, the Kentucky coal baron, owner of millions in coal leases and lands, whose life, from a backwoods school teacher to a wealthy mine owner, reads like a Monte Cristo romance. A pretty widow, a young son imputed to the millionaire coal man and escapades in different parts of the country are being dragged to light, regardless of the feelings of the friends of the dead man. The story of the woman has been told to Cincinnati lawyers and detectives and reproduced in the papers.

Nearly all the coal men of Cincinnati are out of the city this week, scattered all over the country. Kuper Hood is in New York. Frank B. Stewart is in Philadelphia attending a directors' meeting of his company, the Winifrede Coal Company, after which he goes to New York. Hugh Jenks is in the coal fields. Fred Legg is down in West Virginia looking around among the mines. E. J. Howe is at the Pocahontas mines. L. M. Webb is at the mines. D. Cave is on his vacation in Indiana and E. E. Minor is in the east, trying to rest a few days. Alex Vowles is on the road, despite the serious train accident in a tunnel in West Virginia which laid him up a few days. The absence of all these national warmers from their usual places of business may explain the recent drive made on their intrenchments by their old friend and enemy, General J. Frost.

The close of the convention last week of the National Commissary Managers' Association of America was marked by intense interest. Chicago was selected as the convention city for next year. The business features of the convention were very instructive to the membership and did much to solidify the organization and will tend to make it more effective. The addresses were pertinent, to the point and very instructive and entertaining. The social features were well enjoyed by the visitors and delegates of whom there were close 800. The election resulted in a re-election of Tracey D. Luccock of Chicago, secretary-treasurer. Other selections were: J. Milton Bailey, Penland, N. C., president; vice-presidents, G. A. Musson, Pacific Coast, Reed, Cal.; A. M. Phillips, Altoona, Ala., Southern; E. L. Harlev, Warren, Ark., Central; F. S. Meyer, Hopkins, Fla., Southeastern; John I. Bellaire, Blaney, Mich., Northern; J. W. Walters, Franklin, N. J., Eastern.

Cincinnati coal men were astonished this week to learn that the executive committee of the Splint and Gas Coal Association of West Virginia had selected Tom L. Lewis, the well-known labor leader and former president of the United Mine Workers of America, as their secretary. The Splint & Gas Coal Association of West Virginia was formerly known as the High Volatile Coal Association of the state, but there was some objection to the designation, "High Volatile," and it was abandoned, and, recently, the new name

was adopted. The organization combines together all the companies not represented in the association of the smokeless people and all those outside the West Virginia Coal Operators' Association. The secretaryship of the new association is practically an executive position and requires, under the objects of the association, a high character of executive ability as well as ability in business administration. In the interim of finding such a man E. T. Heasley, private secretary of Quinn Morton, president of the Imperial Coal Company, and of the Imperial Coal Sales Company was appointed assistant secretary.

Twin Cities Trade.

MINNEAPOLIS and ST. PAUL, September 2.—(*Special Correspondence*.)—Coal market conditions in this territory are chiefly interesting on account of the varied features, all of which seem to contribute to delay in buying on the part of large purchasers of coal. The delay in the season and the presence of cold weather last week all operated to prevent early threshing, hence a great deal of coal in dealers' bins for this purpose is not moving out. It will probably be a couple of weeks before threshing is in full swing. In the meantime, unless household fires are a necessity, it is not to be expected that dealers will buy very liberally. Their bins are full and there is a reluctance on the part of the average consumer to purchase fuel until he absolutely needs it.

The recent advance in freight rates in western territory will not affect anthracite prices in the northwest. As a matter of fact, owing to the advance in all-rail freight rates into some parts of Iowa, Nebraska and Kansas, the territory for the distribution of coal from the Lake Superior and Michigan docks will undoubtedly be increased. Rail movement is practically prohibited by the increased rate in much of that territory.

The full effect of the advance in Illinois rates is not yet apparent, but some indications of its influence are already seen. Some of the milling companies in the central and western part of Minnesota are making tests of dock coal, with a view to giving it preference if the cost per barrel of flour shows up satisfactorily. One large milling company has completed its test and has concluded to give smokeless screenings from Duluth the preference, claiming that on the present rate the Duluth coal will make a saving. The southern Illinois rate to this mill is \$2.20 per ton and the Duluth rate \$1.40. Illinois coal will lose about 3,000 tons per annum in this one instance.

Dealers who handle Illinois coal, especially Franklin county, have not yet reached a decision as to their future plans. It is safe to say, however, that those who have used any considerable tonnage will continue to handle the coal the present season, attempting to make an advance in their retail price to cover the extra cost of transportation. The full effect of the advance in that branch of the business will not be apparent, however, until next year. If the quality of the coal will sustain a higher price in competition with dock coal, undoubtedly some Illinois coals will continue to be sold in this territory for domestic purposes.

Current quotations on leading grades of coal sold in this market are as follows:

	ANTHRACITE.	
	F. O. B. Duluth and Superior.	F. O. B. Minneapolis and St. Paul.
Grate	\$6.60	\$7.80
Egg	6.85	8.05
Stove	6.85	8.05
Nut	7.10	8.30
Pea	5.50	6.70
Buckwheat	4.00	5.20
BITUMINOUS.		
Splint, screened lump and stove	\$3.30@3.40	\$4.26@4.36
Splint, dock run	3.10	4.06
Hocking, screened lump and stove	3.30@3.40	4.26@4.36
Hocking, dock run	3.00	3.96
Youghiogeny, gas, lump and stove	3.30@3.40	4.26@4.36
Youghiogeny, gas, dock run	3.10	4.06
Pittsburgh vein, lump	3.30@3.40	4.26@4.36
Pittsburgh vein, dock run	3.00	3.96
Pocahontas, screened lump or egg	4.75	5.71
Pocahontas, screened lump and egg mixed	4.50	5.46
Pocahontas, mine run	3.25	4.21
Cannel, lump	5.25	6.21
Smithing, bulk	4.25	5.21
Smithing, in 100-lb. sacks	6.00	6.96
Briquets, anthracite	5.00	5.96
Briquets, smokeless	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks	\$1.65@1.75	\$3.85@3.95
Southern Illinois egg	1.65@1.75	3.85@3.95
Southern Illinois No. 1 nut	1.65@1.75	3.85@3.95
Southern Illinois No. 2 nut	1.25@1.40	3.45@3.60
Southern Illinois No. 3 nut	1.10@1.25	3.30@3.45
Southern Illinois run of mine	1.15@1.25	3.35@3.45
Southern Illinois 2-in. screenings .....	.60@.70	2.80@2.90

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

St. Louis Trade.

ST. LOUIS, Mo., September 2.—(*Special Correspondence*).—The opening days of the fall market showed a brisk demand on all grades of coal, especially in domestic sizes. Steam sizes are holding on remarkably well. The southern Illinois mines are all running practically full, and the standard mines are nearly so. Screenings also are surprisingly steady for this time of year, and are bringing good prices. Current prices on standard coal are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal		
6-inch lump	\$1.20	\$1.77½
6x3-inch egg	1.00	1.57½
2-inch lump	1.00	1.57½
Steam egg	.80	1.37½
No. 1 nut	.90	1.47½
No. 2 nut	.80	1.37½
Mine run	.85	1.42½
Screenings	.60	1.17½

On Mt. Olive coal there is a better demand from the north than locally, with prices as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump	\$1.40	\$1.97½
2-inch lump	1.20	1.77½
Screenings	.60	1.17½

On Williamson county coals the demand is much stiffer than it has been for some time in the past. Prices are getting steadier with the advent of the first cool days. Operators are optimistic over the way the orders are coming in. Prices are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg	\$1.50	\$2.22½
3x2-inch nut	1.20	1.92½
Screenings	.60	1.32½

Franklin county operators are fairly swamped with orders, which are pouring in. September 1st showed a general advance of fifteen cents on Christopher, with no decline in orders on the first day of the increase in price. They are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut	\$1.75	\$2.47½
No. 2 stove	1.40	2.12½
Screenings	.70	1.42½

Anthracite has shown a big influx of orders in the last few days, both from the city and the surrounding territory.

Smokeless and coke are picking up considerably:

	F. O. B. Mine.	F. O. B. St. Louis.
Anthracite—		
Chestnut		\$7.55
Stove or egg		7.30
Grate		7.05
Smokeless—		
Lump or egg	\$2.25	\$4.75
Gas House Coke—		
Gas house coke		\$4.25
By-product coke (all sizes)		\$4.50

The prices on Illinois soft coal f. o. b. East St. Louis, Madison, Venice, or Granite City, Ill., are 2½ cents lower than the above quoted St. Louis prices.

The Warren Coke Company have sent invitations to the entire coal trade in St. Louis for a trip through their new by-product coke plant in South St. Louis, next Saturday. A feature of the trip is that the Warren people are going to include a boat excursion, and take the members of the coal trade from downtown to Carondelet, which is on the river, on the steamer Belle of the Bends.

Duluth Trade.

DULUTH, MINN., September 2.—(*Special Correspondence*).—At Fort William and Port Arthur last week nine coal cargoes were unloaded, only one of which was anthracite. Three were in American bottoms and six in Canadian vessels. Three more cargoes, two of them bituminous and one anthracite, were reported en route, the latter in an American bottom. The general outlook for the coal trade in western Canada is much improved and it is expected that coal arrivals at the Canadian head of the lakes will increase from now on.

Figures will not be available for a few days yet, showing the amount of coal receipts at the Duluth-Superior coal docks during August, but it is known that quite a comfortable increase will be displayed. A good many more boats than in July or previous months came up, a considerable portion of them bringing anthracite. Vessel men report that coal cargoes are easier to get now, and that the near future augurs well in the vessel trade in that line, which is something that they have been devoutly wishing for. Of course, this means a larger supply on western docks for the

coming winter than seemed likely a short time ago.

A few days ago the Island Creek coal dock in Duluth established an unloading record, when 8,600 tons of coal were taken out of the steamer Adriatic in eight hours and twenty minutes. Two hoisting rigs were used.

On Monday of this week the largest cargo of coal ever unloaded at a dock in Superior was discharged from the steamer Col. James M. Schoonmaker, consisting of 13,560 tons of bituminous. She was unloaded at the Carnegie dock. This, however, is not the largest coal cargo ever received at the head of the lakes, for in 1913 the William P. Snyder brought 13,849 net tons, which stands as the record. Last season the Schoonmaker brought 13,203 tons from Ashtabula to Duluth.

Coal shipments are picking up, according to the superintendents of the docks at the head of the lakes, and it is believed that they will soon reach normal size. The demand is increasing from the harvest fields and industrial demand is growing. Business is picking up well in hard coal also, orders being received from almost all points of the northwest, and taken to be a result of the prosperity insured by the enormous crops.

Yesterday an advance of ten cents a ton on hard coal was announced locally. This is the last advance of the year, the price holding until spring as follows:

Egg	\$6.85
Stove	6.85
Nut	7.10
Pea	5.55

The Northwestern Coal Dock Operators' Association is holding a monthly meeting here today, and operators from Chicago, Milwaukee, Green Bay and other points are here. Many coal company officials are here from Minneapolis and St. Paul. The party left Duluth this morning on the steamer Columbia, and started on a tour of the bay, during which all of the coal docks were visited and inspected. The business meeting of the association was held on board the boat.

Cleveland Trade.

CLEVELAND, OHIO, September 2.—(*Special Correspondence*).—Although it is growing somewhat late in the season, it can not be said that lake shipping, as a general proposition, is in a very encouraging condition. It is true that some of the shippers have had a fairly satisfactory business, but others have not fared so well. Generally speaking, those producers who either have docks at upper lake points or are interested in such properties have fared better than those who have depended upon their contracts for business. They have been able to ship almost the usual amount of coal, because of their storage facilities, but others must depend upon the willingness of purchasers to take the risk of putting in full stocks without the best of prospects for distribution.

Steam business has not shown much life for the past several weeks. It is probable that natural gas has cut a greater figure than usual this season and many concerns have contracted with the central station plants for electric power instead of generating their own current or continuing to use steam power direct. Pittsburgh slack for the past week has ranged from \$1.55 to \$1.60 and in some cases perhaps a little higher, while gas slack has sold as high as \$1.70. The demand has been somewhat more brisk than heretofore, perhaps because of delay in some of the shipments.

Prices of No. 8 coal for lake shipment are said to be unsatisfactory in a general way. Those who are compelled to sell to shippers can not expect much of a margin, it is said, because of the heavy offerings.

The demand for Pocahontas coal has been better the last week than for some weeks past, because of an increase in the domestic sales due to increasingly cool weather. Lump is selling at the mines at \$2.25; mine-run, \$1.40, and slack, \$1.00. It is probable that some producers have quoted better figures in certain instances, but these are said to be standard prices. The freight rate is \$1.45.

Orders for Massillon coal are increasing in numbers and size and operators feel they will have a fair season. Lump is quoted f. o. b. here at \$3.20; nut, \$3.20, and slack, eighty-five cents, with a 70-cent freight rate. As these are circular prices they will probably not vary, since there is little necessity of producers bidding against each other on this brand of coal.

Goshen coal is commanding its usual amount of business and for the past week has been quoted at \$2.30 f. o. b. here for lump and \$1.50 for slack.

The retail business of the city is said to be fully a month behind the fall seasons of the past. Neither the summer prices on anthracite nor any other inducement resulted in the usual volume of early sales and deliveries. Consequently, the deliveries will be crowded into a much shorter period this fall. For a week past orders have been good and seemingly coal users have only begun to realize that they must look after their supplies. Anthracite, stove size, is selling at retail for \$7.65 per ton; chestnut, \$7.90. Pocahontas ranges from \$4.25 to \$5.75 for lump, according to the quality and manner of preparation. Nut is selling for \$4.50.

Louisville Market.

LOUISVILLE, KY., September 2.—(*Special Correspondence*).—Very marked and definite improvement has come about in the coal trade during the past week or ten days, and producers, wholesalers and retailers at present are feeling optimistic. Mines in the eastern Kentucky-Tennessee fields are running nearly full time as an average, and a number of mines with well known and popular coal are entirely sold up for several weeks to come. While an average advance of ten to fifteen cents a ton in the market price of domestic coal is realizable for the month of September, this average still keeps the price below the normal level of September prices during past years. However the broadening demand, the fact that prices are now on a basis which insures a small margin of profit to most mines, is in itself more encouragement than the coal trade has known for many months.

Buying by the country trade is still backward, owing to cold weather and continuous rains, and when this starts, as it must within two or three weeks, this demand, plus the already growing demand from city consumers, should cause a wave of buying that will be sufficient to put up prices by October 1st, so that business, at least for a term, will be restored to a healthy plane.

While no reports have been received as yet of any shortage of cars, railroad people consider that within the next thirty days some shortage may develop. During the past year there have been a great many new operations started, both on the Lexington and Eastern branches of the Louisville & Nashville and on the branch extending into Harlan county. This great increase in the number of operations, even if these operations have been on a restricted producing basis for many months past, has made the problem of car supply and distribution more difficult, and this, in view of the fact that railroad equipment has been increased very little during the past year—in fact probably shows a net decrease, due to less promptness in repairing and replacing cars—make it not at all improbable that a slight shortage will be experienced in a few weeks.

During the past several days abnormally low temperatures over a great part of the south and central part of the country have reminded coal dealers and consumers of the fact that summer is past and autumn is here. The change of season may be expected to have a stimulating effect on industries, and in that way help the steam coal trade as well as bring retail dealers to time with a realization that their stocks of coal in most instances are very low.

Omaha Trade.

OMAHA, NEB., September 2.—(*Special Correspondence*).—A few days of sunshine, together with the prospect of advances all along the line in prices, has had quite a stimulating effect on the local market. While no great amount of business has been placed there has been a disposition to get some coal placed and a few orders to cover immediate requirements. The prices have been firm and very little transit coal being offered.

There has not been much change in the general business conditions in this territory other than the natural activities following a few days of sunshine.

The following market prices prevail:

	Mines.	Omaha.
Southern Kansas—		
Nut	\$1.85	\$3.20
Slack	1.35	2.70
Franklin County—		
Lump	1.45@1.75	3.75@4.15
Egg	1.45@1.75	3.75@4.15
Nut	1.45@1.75	3.75@4.15
Williamson County—		
Lump	1.20@1.50	3.65@3.90
Egg	1.20@1.50	3.65@3.90
Rock Springs—		
Lump	2.15	5.85
Nut	1.60	5.35
Arkansas Anthracite—		
Lump	3.70	6.60
Broken sizes	3.95	6.85

New York Trade.

Better Demand for Anthracite Being Felt —Bituminous Storing Calls for Big Production.

Office of THE BLACK DIAMOND,
NEW YORK, September 2.

During the past week the anthracite demand has materially increased, this improvement being confined largely to eastern territory. The western trade is still very quiet and shippers are hoping that September will see a marked improvement in this direction. Many dealers around New York city report a better demand and this is taken as an indication that consumers are commencing to buy coal earlier than in former seasons. Many of the wholesale sales during the past week for New York delivery will go into immediate distribution, it is believed, and this will pave the way for still further buying on the part of these retail dealers during September.

The all-rail trade has shown considerable improvement during the week. This trade is far short of the tonnage coal that it ordinarily has taken by September 1st, and it is predicted that this trade will take a very material increased tonnage from now on. Through the east, consumers are in much better condition to purchase anthracite coal than was the case last year, and dealers are looking for a very radical increase in consumption should the weather be seasonable. As was pointed out in these columns last week, labor is well employed now, and in many instances at heavy increases in wages as compared with former winter seasons. The war has brought increased prosperity, and in practically all the manufacturing territories the average consumer of anthracite coal has perhaps more buying power than ever before.

It was announced on Wednesday that the Interstate Commerce Commission had extended the enforcement of the new anthracite freight rates until December 1st. This will give the anthracite roads two more months in which to make their plea for a new hearing, should they decide to take this step. In the meantime, it is believed that this announcement will stimulate buying on the part of those retail dealers who were hesitant about placing orders, due to their anticipation of securing the reductions in freight rates as previously announced on October 1st.

The full winter prices on coal went into effect on September 1st. At the moment at New York harbor ports there is an ample supply of the domestic sizes with prices on individual coals ranging from ten cents to thirty-five cents below the circular. Chestnut coal is weak, with egg coal unfavored. One hears the concessions made by the individuals of thirty-five cents per ton on egg and about twenty-five cents to thirty-five cents on chestnut. Pea coal is in better demand and prices this week are quoted all the way from \$2.15 to \$2.50, according to the quality and the loading port.

The choice grades of No. 2 and No. 3 buckwheat are practically out of the tidewater market. No. 1 buckwheat is in better demand, though not as strong as the other two sizes.

The miners are working on an average of from four to five days a week.

On September 1st, the full winter price list went into effect on anthracite, tidewater prices being about as follows:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of Red Ash and other high grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

The Bituminous Situation.

The eastern bituminous trade continues to show improvement, in spots, it is true, but of sufficient tonnage in the aggregate to call for full time production on the part of many operators and to put into use most of the equipment of some of the railroads.

While the general reports show spot trade in most markets disappointing, and prices on spot coals but little if any improved, it is

found, on the other hand, that most of the operators having a good percentage of their output under contract, are finding their customers calling for heavier shipments than heretofore.

With the exception of the New England railroads, practically all of the big eastern roads are stocking coal. They are not buying in the spot market but are calling on their regular contractors to fill their cars, and as a result of this very heavy demand, certain operators who had made quotations on spot lots have had to withdraw them.

One by one, the gas coal producers are withdrawing quotations. A month or so ago, these people were clamoring for orders. Now they are finding a ready outlet for their tonnage, and they are not seeking spot business.

There is a very good demand for slack. Recently some new Canadian business has been offering for slack, which is desired in the place of run of mine or screened on account of the difference in the tariff charges. The Reynoldsville slacks are pretty well sold up, while the situation is so much better in the Fairmont region that the prices have advanced to sixty to sixty-five cents per ton.

While there is a fair tonnage of unsold coal at tide, and at New York harbor points particularly, the aggregate is not unusual. The offerings include many of the inferior coals. Choice coals are scarce in the offerings, and are usually confined to odd cars left over after filling out cargoes. Prices this week at New York harbor ports range from \$2.45 on inferior West Virginia and Pennsylvania coals to \$2.60 on medium grades, and from \$2.70 to \$2.90 on choice and fancy grades.

The Vessel Situation.

Coastwise vessel rates are unchanged. Off-short rates are firmer, especially to the Mediterranean. Rates to the Provinces show a very heavy slump, now that the demand for vessels for taking anthracite has slackened. Owners who formerly wanted \$2.25 to Halifax now offer at \$1.40. Like reductions are also made to other ports in the Maritime Provinces.

From Hampton Roads to Boston, eighty to ninety cents is about the range; to Portland and points east of Boston, from ninety cents to \$1. To sound ports, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton roads rates.

From New York to Bridgeport or New Haven, thirty cents; to New London and Providence, forty cents; to Fall River and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.85	\$1.30
Medium grades.....	2.60	1.10
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein.....	3.00	1.40
Medium grades.....	2.55	1.15
Cheaper grades.....	2.60	1.05
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.50	1.00
Indiana County—		
Best grade.....	2.80	1.25
Medium grade.....	2.50	.95
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia Splint—		
Ordinary grades.....	2.40	.75
Best gas, ¾-inch lump.....	2.65	1.10
Best grade, run of mine.....	2.65	.90
Gas slack.....		.60@ .75

New York Trade News.

W. A. Smith of David E. Williams & Co., Philadelphia, was calling on the New York trade on Tuesday.

W. H. Thomas of the Flat Top Fuel Company, of Bluefield, W. Va., was a New York visitor this week.

L. A. Hickley of the Island Creek Coal Sales Company, of Philadelphia, was a New York visitor on Tuesday.

Abel Mishler, of the Blaine Mining Company, No. 1 Broadway, has returned from a vacation spent at Lake Spofford, N. H.

George A. McIroy of Parrish, Phillips & Co., No. 1 Broadway, has left for a trip to the Panama-Pacific Exposition at San Francisco.

W. S. S. Rowland, of the sales forces of

the Lehigh Valley Coal Sales Company, has returned after a two-weeks vacation spent in New York state.

Harry Hosford, shipper for the Lehigh Valley Coal Sales Company, of New York, left on Tuesday for a trip to San Francisco and the Panama-Pacific Exposition.

Lemuel Burrows, vice-president of Castner, Curran & Bullitt, Inc., No. 1 Broadway, spent part of last week and this week on an automobile tour up New York state.

Leon E. Muller, a retired retail coal dealer, for many years in business at No. 111 King street, Manhattan, died on Tuesday, August 31st, at his home on Staten Island at the age of sixty-two.

W. R. McTurk, the well-known anthracite operator with Philadelphia headquarters, called on several of the New York trade late last week while enroute to Maine, where he will spend a brief vacation.

The McNulty and Neuffer interests of Scranton are said to have a lease on a sixty-acre tract of coal land in the Hazelton district in the anthracite field. They are expected to shortly build a breaker so as to develop this property.

Edward Brevoort, Jr., of Frederic A. Potts & Co., No. 143 Liberty street, met with an accident to his right hand last week, which, while not so serious as to keep him from his desk, is keeping him from making his regular trips to the golf course.

W. R. Minds and George Minds of the Beulah Coal Mining Company, No. 120 Broadway, went to Conifer, N. Y., on Wednesday to attend the marriage of their brother, Chester Minds, to Miss Doris Cafilisch. Mr. Chester Minds is superintendent of the Beulah operations at Ramey, Pa.

News has been received in New York of the death on August 27th of Morgan Davis, Jr., a well-known coal mining engineer of Scranton, Pa. Mr. Davis was well known in New York city, where he spent quite a lot of time, being very active in this city during the past two or three years in an effort to organize a lot of the New River coal mines into a big company, to be financed largely by English capital. Mr. Davis was forty-eight years old and his death was the result of pneumonia.

Late last week the report of the Western Maryland Railroad for the month of July was made public, and it was so favorable that immediately the common stock of the company made an advance of around three points. The increased net is due to the new coal tonnage that this road is securing by reason of the traffic agreement entered into some months ago with the Consolidation Coal Company. The July gross amounted to \$833,177, an increase of \$120,747. The net after taxes was \$255,024, an increase of \$88,773.

Joseph Morrison, Jr., president of the Clarksburg Coal Mining Company of No. 61 Broadway, returned late last week from a trip to his mines in West Virginia. Mr. Morrison states that the coal business in the Clarksburg section shows improvement, the eastern movement being especially improved. Demand for slack coal is some better and he finds prices on slack have advanced, selling at sixty cents to sixty-five cents per gross ton. Mr. Morrison says that the steel interests have taken quite a lot of labor from the coal mines and there is a likelihood of labor shortage developing later on.

The New York coal trade was very much shocked to learn on Monday morning of the sudden death of Frank B. Cortright of Cortright Coal Company of Philadelphia. He had visited many of the coal offices in New York as recently as Tuesday of last week. He was well acquainted in New York, having been for a number of years a member of the firm of W. A. Marshall & Co., of No. 1 Broadway. For a period of about five years he was manager of the Altoona office of Righter & Marshall. Frank Cortright was looked upon in the trade as being one of the most energetic and able of the younger men engaged in coal, and a most brilliant future was predicted for him. A good number of his New York acquaintances went to Mauch Chunk on Wednesday to attend the funeral services.

Philadelphia Trade.

Bituminous Coal Prices Have Advanced from Five to Twenty-five Cents a Ton—Anthracite Strong.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, September 1.

Price, rather than any other condition, has been the general topic of interest in the trade locally for some time past. With the coming of September 1st, the general disposition has been to take a firm grip on the question, and, while the anthracite figures automatically advance, the bituminous men have also had something to say. Within the month advances from five to twenty-five cents on the ton have been noted, according to the locality and mining conditions.

This week practically all of the bituminous mines have seen fit to withdraw from the market any and all quotations that had been put out for contract delivery. To use one sales agent's expression, "The consumer is being brought up with a short turn. For months he has had the say-so as to price. The withdrawal of quotations has made him realize that there is a new element in the trade. It is an indication that the producer has the upper hand and that he must set the price from now on."

One of Philadelphia's most trustworthy barometers of trade is the pier business. That there is a tightening even in spot coal is shown by the fact that Port Richmond was nearly clear of free coal this week and even the Greenwich piers that have been crowded more than usual in the summer months showed very little accumulation.

While Somerset coal has not shown any further price climbing than was noted a couple of weeks ago, yet the market is firm and it would surprise no one were there a nickel or a dime tacked on.

The underlying cause for this was the shortage of cars on the Burlington & Ohio lines on August 27th and 28th. While this line has promised to keep cars coming, general doubt is expressed. The labor situation also is cutting a figure that sooner or later must be reckoned with. Following is the quoted prices:

Best	\$1.35@1.45
Medium	1.20@1.30
Ordinary .....	.95@1.15

Contract quotations practically withdrawn.

A little heavier demand made on the mines has changed the situation with Fairmont slack and the price, which held around sixty cents, was whittled down a nickel. On spot shipments the following prices have been made:

Gas coal, low sulphur, mine run.....	\$1.10@1.20
Gas coal, mine run.....	.70@.80
Three-quarter size.....	.85@1.00
Slack .....	.50@.60

Some of the companies operating on the Western Maryland have offered a price of contracts running over short periods. Depending on the quality of the coal, the range has been from \$1 to \$1.10. The spot market has been on another upturn, with most of this coal being held at eighty-five to ninety-five cents. These are prices to consumers with five to ten cents reduction to brokers.

The Greensburg district has shown the fullest advance of all other soft coal fields feeding in here. Run of mine sold around a dollar up to the first of August. The heavy buying by the Pennsylvania railroad has steadily sent the price up, and few mines have anything to offer. Prices quoted were:

Run of mine.....	\$1.20@1.30
Screened	1.35

Clearfield coals have been coming east freely and for good Miller vein coal for spot shipments prices at \$1.25@1.35 have been made. Contracts have been offered at \$1.35@1.40.

With the Buffalo, Rochester & Pittsburgh taking freely from the Reynoldsville-Punxsutawney district and Canada taking considerable coal for steel and farmer requirements, the prices on this commodity have stiffened and are holding firm. The price list quoted is:

Slack	85c and up
Run of mine.....	\$1.00@1.25
Smithing	1.25
Screened	\$1.30 and up

Anthracite Situation.

How great a shortage will the official figures of the Bureau of Anthracite Statistics

show? That is the question that is agitating quite a few of the independents at the present time. From a source that will bear quoting it was learned that while the July figures showed that the production was running about two million tons less than last year, the actual shortage is figured at twice this amount. The reason—because there has been a considerable reduction in the heavy stock of storage coal. While there is bound to be an effect from this, weather conditions aiding, yet there has been no change from circular prices for September, which are substantially those of last April before the summer discounts were allowed. Following is the lineup of prices shown on the Reading circular:

Sizes—	Mahanoy and Shenandoah.	Locust Mountain and Schuylkill White Ash.	Shamokin.	Lorberry and Schuylkill Red Ash.	Lyk's Valley Red Ash.
Lump	\$3.50	\$3.50	....	....	....
Steamboat	3.50	3.50	....	....	....
Broken	3.50	3.50	....	\$3.75	\$4.10
Egg	3.75	3.75	\$3.75	4.00	4.35
Stove	4.00	4.00	4.00	4.25	4.60
Chestnut	4.15	4.15	4.15	4.25	4.60
Pea	2.50	2.50	2.50	2.60	2.75
Buckwheat	1.50	1.50	1.50	1.60	2.35

Locally there has been little change in the price on sizes as is governed by conditions. Pea coal has shown a little betterment in tone and is still to be bought from \$2 to \$2.25. Chestnut has not revived to any great extent and the larger sizes are still the leaders on the market. Quite a number of the retailers are holding off from making any great amount of purchases until the court hears the case of the railways in appeal against the orders of the Public Service Commission of the state demanding a reduction in tariffs to this city. The case has been set for September fifteenth at Harrisburg.

Buying from New England has been a little heavier during the week and the flurry of cool weather along the east coast evidently has turned the mind of the householder coal-binward. This has relieved to an extent the pressure on the storage yards and piers.

Philadelphia Trade Notes.

Charles S. Ling, of the Sunnyside Coal Company of Johnstown, Pa., was in town the early part of the week.

George Paul, vice-president of the Commonwealth Fuel Company of Pittsburgh, was among the visitors noted this week.

Richard Gabelle, in charge of the bituminous department for Thorne, Neale & Co., was in New York on Tuesday.

J. W. Gallaway, president of the Maryland Coal Company of New York City, was in Philadelphia early in the week on business bent.

T. W. Arnett, general manager of the Antler Coal Company at Fairmont, W. Va., took a look at seaboard conditions early in the week while on a trade visit here.

Joseph P. Reilly of the Reilly Coal Company and the Duncan-Spangler Coal Company, who has spent a vacation in a visit to the Panama-Pacific Exposition, returned last Friday.

Arthur Kuppinger, sales manager for the Valley Smokeless Coal Company, was up the state on business during the fore part of the week.

Arnold Gerstelle, head of the sales department of Percy Heilner & Son, has been on a western tour for ten days and will not return until the latter part of the week.

J. B. Van Dusen of Van Dusen Brothers is on a trip to Ithaca, Buffalo and Toronto, Can., and while it is more on pleasure he will also make a survey as to business west.

C. H. Tudworth of H. M. Hartwell & Sons, of Boston, finished a trip through the regions with a visit to this city. He was in Scranton, Wilkes-Barre and Hazleton during the past week.

Harry K. Stauffer of the B. Nicoll & Co. forces here was a visitor to headquarters in New York this week. A. A. S. McQueen, manager of the Pittsburgh office of that company, visited with the local force late last week.

W. L. Scott, secretary of the Commercial Coal Mining Company, and N. L. Haldt of the same concern leave the end of this week for a fishing trip to Fortescue, N. J., where coal men have angled for the big ones that got

away. Scott says they are going to "catch 'em all."

By October 1st another 9,000-ton collier for trans-Atlantic coal purposes will be in shape. The sister ship of the Franklin, the Plymouth, is to be launched at the yards of the New York Shipbuilding Company on September 9th. A third ship of the same style and type will be laid and work commenced early next year on it.

Golf enthusiasts of the trade were particularly interested in the amateur tournament in Detroit this week, because of the entry of Howard Perrin, sales manager for Philadelphia and vicinity for the Susquehanna Coal Company. Any number of his friends were "pulling for him" to run up a high score. They hope that he will have better success with the redoubtables from New York should he enter the tournament that the golfers from that city are planning over a New Jersey links.

For over ten days, the Pennsylvania railroad has allotted their cars to operators on a distribution basis in the various soft coal districts of the central part of the state. This usage has not been strictly lived up to for a couple of years and operators who have been in the city during the past week declare that cars were never tighter than at the present time. While there is a disposition on the part of the buyer to discount the talk of labor shortage, one Clearfield operator declares that men are as scarce as "hen's teeth." "And they are some scarce," he added.

Buffalo Trade.

BUFFALO, N. Y., September 2.—(Special Correspondence.)—Anthracite shipments by lake for August amounted to 509,935 tons, a trifle larger quantity than the same month last year, which was 508,620 tons. The shipments to September 1st this year were 2,379,325 tons, against 2,728,355 in the same period of last year. The movement just now is light, but it is expected that it will increase as the season progresses. The fall will probably see a rush, in view of the labor settlement of next spring. Some trouble is likely to occur at that time in getting vessels to carry small cargoes, as quite a few of such craft have been removed from the lakes to engage in ocean trade.

For the past week the anthracite shipments were only 92,037 tons, or considerably below recent averages. The largest quantity, or 43,400 tons, went to Duluth-Superior, with 28,800 for Milwaukee, 14,200 for Chicago, 5,337 for Marquette, 5,200 for Waukegan, 3,000 for Ashland and 1,900 for Fort William.

Anthracite demand has shown a little increase during the past couple of weeks, though it is not at all brisk. Before the month is out it is expected that dealers will begin to show a fair amount of interest in new purchases in preparation for cold weather. Shipments are not coming through from the mines quite as well as desired, owing to the fact that operations have been on a lighter scale lately.

In the bituminous trade a scarcity of cars is beginning to be noted for the first time in a long while. The small gondola class is hard to get and many such cars are now wanted. Mines are finding that the railroads are no longer able to deliver all the cars needed, but are placing them on a pro rata basis. As yet there is no great shortage, but with operations getting to work on a more extended basis in the different districts, and with more cars needed than formerly in other lines, a gradual tightening of car supply is likely.

The contract prices on bituminous coal are a little firmer than a few weeks ago, but few contracts are being taken. Operators are not willing to take chances for a long period at recent figures, and consumers are slow to convince that prices are to go higher. Yet the evidence seems plain that the period of depression is getting over with and that this fall will see a fair increase in volume of business. Steel plants are busy and other manufactories are also getting more orders than a few weeks ago.

Believing that the present rates for compensation are too high, the members of the New York Boat Owners' Association have decided to start a mutual insurance company. This association represents about 130 owners of boats that trade in and around New York, comprising the principal owners of tug-boats and barges that are used in the coal trade.

New England Trade

BOSTON, September 2.—(*Special Correspondence*)—The closing days of August were quiet ones among the local wholesale anthracite and bituminous houses. In anthracite, for instance, a majority of the retail dealers were well supplied or had enough stock on hand to carry them along for a month or two. For that reason comparatively few took advantage of the ten-cents-a-ton reduction. Generally speaking, the retail trade has been backward this summer, and it will be another month at least before dealers will have to come into the market for supplies. Naturally with his trade dull, the retailer has not felt like tying up a lot of money in coal until he was actually obliged to. Then too, certain of the retailers have felt that possibly the recent decision handed down by the Interstate Commerce Commission in the freight rate case, may possibly have some bearing on prices before December 31st.

Very little, if any, August business was carried over into this month by the wholesalers, and they already are making strenuous efforts to get new orders on books. Independent shippers are offering coal at concessions for all-rail points, which, of course, makes the task of the dealer handling big company anthracite more difficult. Amounts offered at concessions are small in most cases. The new prices bring stove and egg along side Boston Harbor up to \$5.85 per ton, nut is \$6.10, and pea unchanged at \$4.05. At Mystic Wharf stove and egg are \$6.20 per ton on cars, screened, and nut \$6.45. The prohibiting of coal exports by Great Britain has brought in more inquiries from provinces points, but actual bookings have not increased noticeably. There is little doubt but that New England would have done a very large provinces trade this year had not freight rates been so high.

With all the lack of business local dealers are by no means pessimistic. Some of them are not only predicting a rushing fall and winter, but believe some prepared sizes will sell at a premium. Stocks at tidewater shipping and at stocking points are relatively small and will remain so for some weeks, as all of the mines are materially curtailing their outputs. About the only buckwheats moving are those that were sold in the early part of the season. One of the oldest bituminous dealers says that he cannot remember a year when consumers in general have been supplied with so much water power as they have in 1915. The present condition of the local market seems to bear out his statement. At Mystic Wharf there is no open spot market for New River and Pocahontas as some weeks ago the rank and file of dealers found it unprofitable to ship to that point. Plenty of good coal has been offered there at \$3.60 per ton, as compared with \$3.85 a year ago. Shippers of Georges Creek quote the Mystic Wharf market as nominal at \$3.90 per ton on cars, and claim they have no desire to compete for business so long as price cutting prevails on southern coals.

Some bituminous is, of course, selling every day, but it is mostly in small lots, which, as one dealer says, "goes to the four corners of New England." The Boston & Maine has done nothing as yet toward contracting for fresh supplies, but probably will soon. The New Haven and Boston & Albany have, it is understood, a large supply of coal on hand, but may take their cue from some of the other large railroads of the country and stock up more in anticipation of possible labor troubles at the mines later on. Stocks of New River and Pocahontas at and running to Hampton Roads ports are reported as smaller than they have been before in many months, and if this report is true, the New England market is bound to receive some benefit from conditions there. Smaller stocks should stop the price cutting in the f. o. b. Hampton Roads market. Pennsylvania bituminous is still reported as weak, but the official market price range is unchanged at ninety cents to \$1.50 per ton on cars at the mines.

The marine freight rate market is unchanged. For space from Hampton Roads ports to Boston range from seventy-five to eighty cents, while from Baltimore to Boston they are from seven to ten cents a ton more. From New York to Boston rates are unchanged at fifty to fifty-five cents.

Massachusetts Gas Companies.

The combined net earnings available for dividends of the subsidiary companies of the Massachusetts Gas Companies for July were \$200,011, or \$12,905 more than those for the corresponding month last year, and \$30,642 larger than those

for July, 1913. Following are the July earnings of the coal department with comparisons:

	1915	1914	1913
New England Gas.....	\$37,692	\$54,210	\$ 54,347
New England Coal.....	55,409	26,432	40,096
Federal Coal.....	2,642	7,834	2,935
Tow Boat.....	164	3,876	3,514
Total	\$95,908	\$92,353	\$100,892

The output of the Island Creek Coal Company for August was 220,000 tons, as compared with 178,000 tons for July.

Baltimore Trade.

BALTIMORE, September 2.—(*Special Correspondence*)—While there was no upward move in prices, the soft coal market may be said to have improved during the week. This was due to an increasing line of inquiries, and the expectation of a brisk fall seems about to be realized. That prices have not stiffened materially is undoubtedly due to the fact that demand was so far below production for many weeks that the first increases in call for coal have to be absorbed by surplusage before there is a real tightening of the market.

From isolated sections the past week came reports of car shortage. Relief came to some sections that had been troubled more or less the week before, but then new lines of trouble developed at other points. The car problem is likely to be one of the biggest ones of the coming fall and early winter.

Immense quantities of coal are again moving over the piers here on export business, and there is also an increase in evidence in the movement at tide for coastwise account. The past week saw considerable coal shipped to New England and some to the south also. With the southern hurricane season due there may be some little inclination to hold off until September has been rounded out.

Export business took another upward turn the past week. While the August record will probably not reach that of June or July, it will still be quite heavy. For the week ending August 28th a total of 66,670 tons was loaded for foreign ports here. Increasing bunker call is also cutting a large figure in the local trade.

Prices to the trade at mines may be quoted as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.85 @ .90	\$2.28 @ 2.33
Run of mine.....	.75 @ .80	2.18 @ 2.23
Slack .....	.60 @ .65	1.98 @ 2.03
Somerset—		
Best	1.25 @ 1.35	2.43 @ 2.53
Good	1.10 @ 1.15	2.28 @ 2.33
W. M. R. R.—		
Freeport .....	.80 @ .85	1.98 @ 2.03
B. & O.—		
Freeport .....	.80 @ .85	1.98 @ 2.03
P. R. R.—		
Best South Fork.....	1.30 @ 1.35	2.43 @ 2.53
Miller vein.....	1.10 @ 1.15	2.28 @ 2.33
Ordinary .....	.85 @ .95	2.03 @ 2.13

Among the anthracite dealers here there is a more optimistic tone. With the advent of September, and cool weather, there has developed the opening line of inquiry for the regular fall trade. That this business will be up to normal or greater than normal is confidently predicted. Even with steaming coals, which have been flat, improved business conditions are likely to tighten that field also.

Munitions orders here are playing a bigger and bigger part in the local industrial field, and consequently with the coal trade. More than \$30,000,000 of contracts have already been placed here with a dozen or so firms, and contracts for twice that amount are pending.

Birmingham Trade.

BIRMINGHAM, ALA., September 2.—(*Special Correspondence*)—The coal trade is without doubt better than it was this time last year. While this is true, not all of operating mines are working to full capacity. Domestic coal mines have shown a considerable improvement in trade in the past few days and some are running to capacity. There is some buying by the yard men and many consumers who buy in carloads are placing orders for early delivery.

It is probable that the total output has reached sixty-five per cent and, while a few places are running full time and full capacity, many others are not doing over forty per cent of the business which could be done. The Eureka Company, which sells the Cahaba domestic coal, is getting out about 800 tons per day, full tonnage. The Empire Company is getting out its full tonnage of 1,200 tons per

day; a few others are doing the same, but with 203 mines ready for operation a large volume of business must be had to keep all going even to a forty per cent tonnage.

Steam coal trade is only fair; still some increase is beginning to show up. Most coking coal mines are getting out satisfactory output and most of this is used in the district.

Most of the high grade domestic coals have advanced from fifteen to twenty-five cents per ton for September prices. Prices on steam, coking and blacksmith coal show very little change, notwithstanding the fact that as a whole neither the sales nor the output of any coals is entirely satisfactory.

Many improvements in mining sections still continue to be projected. The river trade outlook seems to grow brighter and many indications are coming into view which show that that route will soon be very popular.

The following prices prevail for September:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Cahaba fancy lump.....	\$2.75	\$3.05
Cahaba No. 2 lump.....	2.50	2.80
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.80 @ 1.25	1.45 @ 1.50
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut	1.75	2.05
Washed steam.....	1.35 @ 1.40	Frt. rate 30c
Mine run.....	1.35 @ 1.40	Frt. rate 30c
Jefferson Seam Steam Coal—		
Mine run.....	1.15 @ 1.25	Frt. rate 30c
Walker County Domestic—		
Carbon Hill lump.....	1.60	2.00
Horse Creek mine run.....	1.00 @ 1.20	Frt. rate 40c
Shelby County—		
Montevallo domestic prices ranging from \$2.75 to \$3.00.		
Blacksmith coal, washed and screened, per ton, \$2 to \$2.25 at mines, with different rates to various points.		

Denver Trade.

DENVER, September 2.—(*Special Correspondence*)—Contrary to general expectations, there was quite a scramble to place storage orders last week before the expiration of the season rates which expired on Tuesday. Most of these orders came from western Kansas and Nebraska points. However, nobody was swamped and every angle of the business points to continued dullness. The present extremely warm weather throughout this section has also had a very depressing influence.

Lignite production is almost at a standstill this week, but the bituminous output compares very favorably with that of the preceding week. Canon City district is showing up much better in tonnage, and it is reported that a few additional mines will be opened with the advent of cold weather. Trinidad is the banner producer for the week, those mines being much taxed by steam and steel requirements and storage fillings. Routt county production will run about sixty-five per cent of normal.

Lignite slack is in light supply, but bituminous is plentiful. Prices are irregular on a very slow demand.

Lignite coal prices f. o. b. mines are as follows: For Denver delivery—Lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For country delivery—Lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Norfolk & Western Shipments.

In July, the Norfolk & Western made a new record coal tonnage, handling in this month 173,980 tons more than for the best previous month in its history. June, showing shipments of 2,680,465 tons, had been the best previous month as regards coal tonnage.

The following comparison of the shipments with the corresponding months in 1914 and 1915 shows the rate of increase in the road's tonnage:

Month—	1914.	1915.
January	1,965,814	1,886,938
February	1,666,475	1,621,021
March	2,112,118	1,904,752
April	2,117,286	2,200,551
May	2,338,672	2,434,614
June	2,315,956	2,680,465
July	2,503,062	2,854,445

Total

The comptroller's report shows the shipments for July by the field as follows:

Pocahontas field.....	1,648,551
Tug River district.....	361,454
Thacker district.....	265,743
Kenova district.....	80,009
Clinch Valley district.....	146,911
Other N. & W. territory.....	2,651

Total N. & W. fields..... 2,505,319
Williamson and Pond Creek R. R. Co..... 86,949
All other railroads..... 262,177

Grand total..... 2,854,445

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COLUMBUS

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\$3.00 Per Year

Vital Facts on Coal Storage in Three Sections.*

On account of depressed business conditions during the past year, the necessity for coal storage was not felt, due to the fact that the consumption of coal during the fall and winter months by railroads and industrial plants was conservatively thirty per cent below normal. This together with the reduction in all classes of traffic left the railroads with a surplus of cars and power during the entire year.

This state of affairs, however, did serve to magnify some of the unsatisfactory and uneconomical conditions, existing within and in connection with bituminous coal industry.

1. It has become doubly apparent to all parties interested that there are approximately fifty per cent more coal mining operations in this country than are needed to produce the amount of coal consumed.

(a) That this surplus of mines represents an investment of approximately \$450,000,000. If twenty-five per cent of this had been invested in storage facilities instead of mines the needs of the country could have been fully and promptly supplied, and the bituminous coal industry of today would be on a solid basis financially instead of the jeopardized state, which, we are told by the operators, actually exists, due to ruinous competition and high cost of production brought about by short running time.

(b) In order to meet the spasmodic strong demands for coal in the fall and winter (further intensified by the biennial mine suspensions), the railroads have been gradually creating a large surplus of coal cars. The average surplus for period May 15 to July 15, 1914, was 95,564 cars. This represents an investment of approximately \$105,120,400. Fifty per cent of this amount judiciously expended in storage facilities would have accomplished as much in taking care of the coal traffic of the country, and the life of such storage facilities would have been double the life of the cars, with a very much less maintenance cost.

Eastern Group.

Ohio, Pennsylvania and West Virginia: There is a difference of opinion as to whether the storage of coal is desirable, some advocating this practice, while others feel that the storage of coal is not practicable and should be avoided.

Those favoring the storage of coal differ as to the best season for storage. It makes considerable difference whether the coal is to be stored at or in the vicinity of the mines or close to the point where it will ultimately be used. If coal is to move from storage near the mines by water, it should be stored during the fall and winter months and moved during the spring and summer. If coal is to be moved by rail, it is the consensus of opinion that it should be stored near the mines during late fall when traffic is heavy and winter when transportation costs are high, and moved to point of consumption during the spring and summer months.

The consensus of opinion in regard to the coals named in the region under consideration, which may be screened without excessive breakage, seems to be that the coal best adapted for storage is the three-fourths inch to the one-and-one-fourth inch lump. In the case of very friable coals such a separation of sizes is not practicable, for which reason they should be stored as run-of-mine and the storage piles so made as to minimize the danger attendant upon storing the coal of mixed sizes.

What Storage Costs

While in the district in question attempts have been made to store coal, there was found to be considerable variation in figures representing cost of storage. It is felt, however, under conditions which are reasonably favorable the cost of storage should not exceed thirty-five cents a ton, and under quite favorable conditions, the cost should be less. In addition to the cost of the second handling, the interest on the amount of

Experts Say That the Loss of Heat Is Small and Danger Not Great — Cost Varies With the Methods Used.

coal stored must be considered; also the cost of freight charges, if any, to point where coal is stored, and the interest on such charges, likewise interest and depreciation on plant and facilities used for storage of coal.

The Gulf Smokeless Coal Company has a plant in service at Sewall's Point, Virginia, which they feel is quite economical. There is also another one on the C. C. & O. Railroad, operated by the Clinchfield Coal Corporation, and a third on the Ohio river, operated by the Island Creek Coal Sales Company. The Westmoreland Coal Company makes use of the locomotive crane for storage purposes and feels that under normal conditions the cost of re-handling coal with device of this character is not over six cents per ton.

Heat Value Loss.

The information as regards service tests made on locomotives or stationary boiler plants with stored coal, is meager and we obtained no ac-

An Object Lesson.

As this issue goes to press a car and locomotive shortage is becoming apparent.

In a short while a coal shortage must come as a natural consequence.

To avoid such things the International Railway Fuel Association discussed coal storage by the railways. It sought also to give more even employment to the railway cars.

So long as the railways were confronted by a theory only, they did not act. Faced now by a fact, they may adopt a new and helpful program.

curate data on this subject. Such information as was obtainable indicates that the loss in heating value of coal is very slight. One large coal company advises that on a number of their contracts they have applied both freshly mined and storage coal as their conditions made it necessary, and that they have not been in receipt of any reports from their customers which would indicate the results were in any way different. This despite the fact the coal frequently remained in storage from six to twelve months.

Dr. H. C. Porter of the Bureau of Mines, Department of Interior, advises as follows with reference to New River and Pittsburgh gas coal:

New River Coal: "1. Screenings (through one-half-inch) exposed to the weather lost in one year 0.5 per cent in ash-and-moisture-free calories, at Portsmouth, New Hampshire, and 0.7 per cent at Norfolk, Virginia, and Key West, Florida. In two years the loss had reached 0.8 per cent at Portsmouth, N. H., and 1.2 per cent and 1.8 per cent respectively, at Norfolk and at Key West. In three years the loss had apparently reached its maximum at about two to 2.5 per cent, there being either no loss at all or a very slow deterioration during the third, fourth and fifth years.

"2. Run-of-mine coal weathered in the open air lost in heat value more slowly than the screenings and had reached about 1.5 per cent in five years. In two years there was only a very slight slacking of lumps, but this increased to some extent during the following three years.

"3. Submerged under salt water and fresh water, there was practically no loss of heat value during the first two years. After this period there appeared to be a slight loss (considerably less than one per cent) in the samples submerged in sea water."

Pittsburgh Gas Coal: "Samples of this coal, about four tons each, run-of-mine, stored in open bins, exposed to the weather at Ann Arbor, Mich., suffered practically no loss in heat value in one year. After three years and four years a slight loss had occurred, scarcely over 0.5 per cent. The same coal submerged under fresh water during three and one-half years suffered no loss whatever."

And gives the following additional information with reference to spontaneous combustion:

"The conclusions noted in Technical Paper 16 have been in the main corroborated by the experiments made subsequently. It appears that the penetration of air to the interior of a large pile is one of the most important considerations. If coal could be screened before storing and the lump piled separately from the screenings, or if the screenings were consumed at once without storing, there would be little, if any, danger of spontaneous heating. Air does not penetrate easily into three-fourths inch screenings containing a variety of sizes under three-fourths inch. The heating will, therefore, not probably go beyond a certain maximum in the interior and will not reach the danger point.

"In storing run-of-mine coal, it is possible generally to avoid spontaneous combustion if the piles are made in the form of long, narrow ridges separated by open spaces which allow air cooling. It is important also in piling run-of-mine to move the handling machine so that there is as little segregation of lumps and fines as possible.

"Rough measurements of temperature at different points in the interior of a large pile should be made frequently during a storage of over two months so as to allow any rise in temperature which may occur and to rehandle those sections of the pile which reach a temperature of over 150 degrees F. These temperature measurements can be made easily by simply driving down one-eighth-inch iron pipes or rods, and after leaving them a sufficient time withdrawing and feeling of them with the hand; 150 degrees F. is about the limit of temperature that one can stand with the bare hand.

"There is some variation among bituminous coals in their liability to spontaneous combustion, but not very much among those kinds of coal in the Appalachian region. Small variations in sulphur content are of no consequence in this connection. The sulphur, no doubt, acts as a heating agent and contributes to the danger of spontaneous heating, but its importance has been over-rated. The physical condition of the pyrites, whether finely divided and distributed through the coal or in massive pieces, is the most important factor in connection with sulphur.

"The relative friability of coals or their tendency to break up into dust and fines by handling is an important factor affecting spontaneous combustion. Breakage tests made at the Bureau on fourteen different kinds of coal showed a large variation in this respect. The semi-bituminous low-volatile coals appear to give about twice the amount of material passing a one-half screen as did the coals of the Pittsburgh type created similarly."

Consolidation Tests.

The Consolidation Coal Company reports as follows with reference to certain tests made by them:

"In 1912-1913, we made weathering and laboratory tests of a two-hundred-pound sample of coal, closely similar in all respects to coal from Pittsburgh seam in northern West Virginia and southwestern Pennsylvania. Coal sampled and the analysis made: (1) At start of test; (2), after six months' exposure of sample; and (3), after eighteen months' exposure. Closely rep-

*Part of a report by the standing committee of the International Railway Fuel Association.

representative sampling was impossible, due to nature of test and as a direct result some rather wide variations in some features of the analytical results were found. However, the general indication of all laboratory results was that the chemical quality of the coal had undergone practically no change and that loss at calorific value was under one-half of one per cent during the eighteen months of exposure."

Westmoreland Tests.

The Westmoreland Coal Company advise: "This company has made some elaborate tests of the storage of coal and weathering, and the results have shown that there is a very unexpectedly slight deterioration; that is to say, at least, in our coal. The coal pile oxidizes rapidly on the outside and puts on, so to speak, an overcoat of slack or fine coal, which seems to protect the interior of the pile and this process of greater or less oxidation and slacking goes on to a depth of, say twelve inches or thereabouts and underneath that we have generally found all its original value. Indeed, in some tests we have found that there has been no deterioration, even in the much more delicate tests of gassification and production of illuminating gas. We have had some coal exposed in piles, and some under cover, for some ten or fifteen years, and the general reply to your inquiry would be that there is no material depreciation; at least in our coal—which is the only coal of which I can speak intelligently."

The Island Creek Coal Sales Company state as follows:

"We have found our storage arrangement very satisfactory, both for the reason that the coal can be stored without serious deterioration and also that it is of mutual benefit to the railroad company and ourselves inasmuch as coal is usually shipped to storage during a time when cars are plentiful and when it is required during time of shortage, it is much nearer the consuming point."

Southeastern Coast Group.

1. The consensus of opinion of both railroad executives and of at least one coal operator in that district, is that it is both desirable and feasible to store coal.

(a) Coal should be stored during the summer and early fall months, at a time when the demand for coal is small. This insures a sufficient supply of cars and locomotives which, under normal conditions, would be idle. It also insures steadier operation of the mines during the entire year and gives both the railroad and coal operator the opportunity to handle the heavy winter demand to the satisfaction of all concerned.

(b) From the railroad's standpoint, it is agreed that lump coal of a firm quality, in order to resist powdering, is the best. The Central of Georgia Railway has been very successful in storing slack with a large per cent of nut.

From the operator's viewpoint, run-of-mine should be stored, as it leaves nothing on their hands.

2. All the roads in this district have storage centers and store coal regularly each summer. One coal operator has a storage plant in North Carolina with a capacity of 150,000 tons.

(a) The cost of operating this storage plant for two different periods is shown below:

UNLOADING COST, JUNE 24 TO OCTOBER 4, 1912.

NO. OF TONS, 125,696.		Cost
		per Ton.
Pay roll.....	\$2,148.74	\$0.0172
Repairs to plant, supplies, etc.....	727.44	.0056
Fuel for crane.....	594.50	.0047
Total	\$3,116.38	\$0.0248
Depreciation at 10 per cent per annum on \$71,000 for six months.....	3,550.00	.0232
Interest at 5 per cent for six months..	1,755.00	.0141
Total	\$5,325.00	\$0.0671
	8,441.38	

RELOADING COST, OCTOBER 8 TO JANUARY 31, 1913.

NO. OF TONS, 129,778.		Cost
		per Ton.
Pay roll.....	\$1,797.62	\$0.0138
Repairs to plant, supplies, etc.....	727.44	.0056
Fuel for crane.....	646.70	.0050
Total	\$3,171.76	\$0.0244
Depreciation at 10 per cent per annum, on \$71,000 for six months.....	3,550.00	.0274
Interest at 5 per cent per annum on \$71,000 for six months.....	1,775.00	.0137
Total	\$5,325.00	\$0.0655
	8,496.76	
Total average cost for dumping and reloading, 13.26 cents per ton.		

UNLOADING COST, FROM MAY 1 TO AUGUST 31, 1914, INCLUSIVE, 2,703 CARS.

NO. OF TONS, 131,949.		Cost in Cents per Ton.
Pay rolls.....	\$1,653.74	\$0.0125
Repairs to plant, supplies, etc.....	576.72	.0044
Fuel for crane, estimated at two and one-half tons per day.....	600.00	.0045
Total	\$2,829.46	\$0.0214
Depreciation at 10 per cent per annum on \$71,000 for six months.....	3,550.00	.0269
Interest at 5 per cent per annum on \$71,000 for six months.....	1,775.00	.0135
Total	\$8,154.46	\$0.0618

(b) One road in this district has a Dodge plant, which consists of a 20x40-foot pit, 15 feet deep, into which the coal is dumped from hopper bottom cars. Encircling this pit is a track for a traveling crane which takes the coal from the pit and stores it in a circular pile around the pit. The same crane is used for coaling engines by placing the coal in an overhead bin from which it is loaded on tenders. This device is both successful and economical.

3. No tests made.
4. Nothing to report other than shown on pages 138 of Proceedings of our Sixth Annual Convention.

North Central Group.

(Indiana, Illinois and Iowa)

1. The coal fields of Illinois, Indiana and Iowa are entirely dependent upon immediate consumption of their output for their market. Coal is mined as it is consumed, with only a small variation in production as compared with consumption. The absence of storage facilities causes an overproduction whenever the demand is below the capacity of the mines. Likewise is there a great shortage of coal if the output of the mines is interfered with by natural conditions, such as severe weather causing lack of transportation facilities, or labor trouble. With the output of the mines greatly in excess of the market requirements during the major portion of the year, there is a surplus of coal. Mines are more economically operated if the operations are conducted on a constant basis and if the development work is carried on in pace with the coal requirements. The storage of coal is intended to act as a balance wheel between these two extremes. In the summer months the coal going into storage would enable a reasonably constant operation of the mines and would be a benefit to the mine operators and the carriers; and in the winter months the accumulated storage coal would be of benefit to the coal consumer by eliminating undue advances in the price due to any shortages in the supply.

The territory supplied by the mines of Illinois, Indiana and Iowa is gradually developing industrial plants which require ever-increasing quantities of screenings for their power plants. The increased production of lump coal in the winter months creates a surplus of screenings, which are sold as low as ten cents a ton at the mines during the period of demand for domestic coals. In the summer months when the lump coal production has reached its minimum, the same screenings command a price of \$1.00 at the mines.

To equalize these two extremes would be a well-nigh ideal condition, but one which has as yet not been reached. The unfavorable financial situation which has existed during the last two years has resulted in no serious attempts to solve the coal storage problem because of the inability of either producers or consumers to put such methods into effect. As one member of this Committee aptly states, "The prevailing conditions during the last two or three years have been such that railroad companies are not interested in any subject requiring any expenditure, even though it would mean a vast saving in the long run."

There is no question but that the storage of coal is feasible, when conditions make it desirable.

(a) Coal should be stored at ultimate destination during months April to August to be of greatest advantage to producer and carrier. In

Average of surface samples.....	
Average of samples taken 13 inches below surface.....	
Average of samples taken 4 to 8 feet below surface.....	
Average of six days' samples of engine lump, July and August, 1909.....	
Average of five days' samples of engine lump, August, 1911..	

support of this statement we have procured data showing the relative consumption of the railroads, procuring their supply from this district for periods April to July and October to January respectively, and reports from twenty-four

roads (using conservatively ninety-five per cent of the railroad fuel coal supplied from this district) show:

	Tons.
April-July	8,118,400
October-January	15,075,650
Increase in fall and winter months, 6,957,250 tons, or 85.7 per cent.	

(b) Lump and egg coal should be stored at destination by railroads, industrial plants and domestic users during months April to August. Screenings should be stored at mines by coal operators during period September to January.

2. Practically nothing has been done toward the storage of coal mined in this district, with the exception of a few manufacturing and public utility concerns.

Nothing has been done by coal operators in the direction of storage at the mines, or by the railroads at coaling stations. The only storage undertaken by railroads has been previous to strikes or suspension of work at mines.

(a) Figures submitted by one railroad covering coal stored in fall and winter 1913-14 and recovered in spring 1914 show:

	Tons.	Total Cost Labor and Supplies.	Aver. Cost per Ton.
Unloaded	54,227	\$6,507.24	\$0.12
Reloaded	53,763	3,006.36	.055
Loss	464	\$9,513.60	\$0.176

Locomotive crane and grab buckets used for handling both ways.

Higher cost of unloading due to charging cost of temporary tracks to unloading expense.

Following are figures submitted by another railroad covering coal stored in year 1910:

Location of Pile—How Stored—	C.*	B.†
Tons unloaded.....	132,314	31,576
Cost of Unloading, Total—		
Labor charges.....	\$19,922.09	\$3,946.45
Switching, etc.....	2,082.50	673.71
Total	\$22,004.59	\$4,620.16
Tons reloaded.....	107,096	31,576
Cost of reloading, total.....	8,818.21	2,516.95
Cost of Unloading, per Ton—		
Labor charges.....	\$.150	\$.125
Switching, etc.....	.016	.021
Total	\$.166	\$.146
Cost of reloading, per ton.....	.082	.080
Cost of unloading and reloading	\$.248	\$.226

*Semi-permanent trestle, drop bottom cars, clam shell used to widen pile.

†Drop bottom cars and track jacked up.

Pile "C" was stored by running the cars on what is termed a "semi-permanent structure," i. e., it is usable year after year, but is not as well put up as though it were to be used for, say, twenty years. The structure is still in place and some of the coal is still on the ground.

There are apparently no figures available as to the exact cost of this structure, and we are unable to furnish any further details than are shown in the above table.

In storing pile "C," tracks were placed at each side of the main pile and a clam shell operating on these tracks took the coal from the main pile after it had been dumped from the cars and transferred it to an auxiliary pile parallel to the main pile and thus leaving the clam shell operating on tracks between the main and auxiliary piles. It is evident that this additional handling ran up the cost considerably, and if interest and depreciation on investment of trestle were included in above table it would seemingly prove to be an uneconomical method.

Pile "B" is just the ordinary storage pile where drop bottom cars are used and track jacked upon the coal.

3. Unable to obtain any data of road tests of storage coal.

4. Following information furnished by one railroad showing laboratory tests of samples taken in October, 1911, from a storage pile containing 5,651 tons, the most of which was stored in the fall of 1907, the remainder in the previous year. The average results of these analyses are shown in the table in comparison with those of samples taken at the mine in July and August, 1909, and during August, 1911.

Loss of moisture on Air drying.	Proximate Analysis					B. T. U. Determinations and Sulphur:	
	Moisture.	Volatile Matter.	Fixed Carbon.	Ash.	Sulphur.	B.T.U.	
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	
5.9	9.93	34.14	34.75	21.18	4.60	8953	
6.0	10.93	36.18	34.06	18.83	4.08	9390	
4.3	9.37	40.78	35.10	14.75	4.82	10296	
..	8.08	37.66	37.01	17.25	...	10298	
..	10.15	38.95	35.13	15.77	5.10	10705	

Commenting on this the fuel engineer of this road says:

"In analyzing the coal samples, part of the moisture was driven off by air drying at a temperature of fifty to seventy degrees, after

the samples had been ground, and you will note that the loss by air drying was 1.6 per cent and 1.7 per cent higher in the case of the surface samples and the samples taken eighteen inches below the surface respectively, than it was in the case of the samples taken four to eight feet below the surface. This would indicate that there was no considerable amount of moisture present due to melted snow in any of the samples.

"The average of samples taken four to eight feet below the surface in comparison with those taken at the mine during 1909 and 1911, shows no loss of moisture or heat units. Providing this coal was undergoing spontaneous combustion there would be a loss of heat units, loss of fixed carbon, volatile matter and moisture and an increase of ash, but apparently no spontaneous combustion has taken place even in the slightest degree.

"It will be noted that weathering has taken place on the surface and some weathering 18 inches below the surface. It is probable, however, that the effect of this weathering is negligible three to four feet below the surface.

"Although the major portion of this pile has been on the ground for more than four years, there is no necessity for loading it from the standpoint of its condition and I am satisfied that the greater part of this coal would be just as good ten years from now as at the present date.

"In further explanation I will say that this was Wyoming lump coal prepared over shaker screens and finally over a revolving wire screen having openings which average seventeen-sixty-fourths inch square. Therefore, this is what would be termed 'lump coal,' though, of course, it is a very low grade of lump. In the preparation of this lump they make approximately ten per cent slack.

"No precautions were taken in storing this coal and it was stored by dumping the cars and then jacking up the track and again dumping the cars. After the pile was completed the track was taken up and the pile was not even peaked on top as it should have been. There was, therefore, a flat space about fifteen feet wide, and the depth of this pile was about eighteen or twenty feet.

"The coal from this mine is crushed, picked, crushed and screened, before it enters the railroad cars."

Various methods of storage of coal have been considered and investigated. On account of the high sulphur contents of coal, it would seem that submerging coal under water offers the best solution, the only handicap being the great cost of providing facilities. The advantage of this system is that in the event the coal is not needed by reason of absence of interferences of transportation or production, then it can be continued in storage indefinitely, thus saving the cost of unloading and reloading, the storage pile acting chiefly as an insurance against a possible shortage.

The committee recommends a further consideration of this important subject during the ensuing year with the view of obtaining some definite and concerted action on the part of producers and carriers in the matter of working out feasible plans for the storage of coal annually on an extensive basis.

Canada's Financial Position.

An observer, who recently returned from the northwest, made an inquiry into the financial situation at the head of the lakes. He was particular to ask the status of collections. He found them fairly good as a whole.

This statement is modified in two particulars. Some manufacturing districts have been running on rather short time and consequently collections have been slow. In one or two places, serious failures have involved producing companies in difficulty and have thrown men out of employment. This tends, in those places, to make collections slow.

The most serious situation is in western Canada, according to reports. That territory, it seems, had a partial crop failure last year; the people were, in consequence, short of money.

That, however, does not explain all of the difficulty that Canada is enduring from a financial point of view. It seems, from what we can gather, that the Dominion is having to carry a considerable part of England's war burden. That is, England has been buying rather heavily in America both in foodstuff and munitions of war. The resultant debt has to be satisfied.

This was offset, in the early stages, by credits resting in England against the United States due to absorption by America of securities held in

Europe. However, the credit in England has been wiped out and now the obligation runs heavily the other way. This can only be satisfied by a shipment of gold direct to America.

The shipment of gold is, or has been, hazardous owing to the activity of the German fleet. Besides, England has needed gold for home purposes and has not cared to deplete its supply by shipping to the United States. At the same time, it had to pay the United States in cash for what it got. This led it to call upon Canada to deplete, to a large extent, its gold supply to aid the mother country.

The first movement was to return to Washington from Ottawa the gold previously sent there by this country. As a secondary means, the gold reserves in Canada banks were called

into the Dominion treasury and that in turn has found its way to Washington, in major part. Now all of the available gold of the Dominion is moving through Ottawa to Washington to satisfy the United States' demand for cash for munitions of war. As a natural consequence the interior of Canada is rather bare of money and this is giving Canada a more or less serious financial situation because it augments the previous distress due to crop failure.

For these various reasons, collections from Canadian buyers of coal are rather slow and may be expected to continue so for some time to come. As a matter of fact, Canada is passing through a period of depression which is far worse than that which has spread over the United States.

Standardized Accounting for Illinois Mines.

By A. C. Smith.

A great many, perhaps a majority, of the coal mines in the state of Illinois are depending upon accounting methods that are inadequate—some of them pathetically so. Considering the importance of properly setting up accounts to ascertain costs, record transactions and display financial position, it is apparent at once that the department of accounts has not been given the care it should receive.

It is true that some companies have come to an appreciation of the vital importance of correct and thorough accounting, and have developed well organized departments for this work. On the other hand, inquiry reveals a surprising number that have failed to provide for even such elementary needs as a double entry set of books.

A reform is needed. With such reforms will come not only a higher conception of the value of sound and thorough methods but as well a new view of the need that all account classifications be laid out along lines of uniformity. No one thing, perhaps, would help more to turn losses into gains *than for the operators to establish and maintain a uniform system whereby account classification and analysis may be made upon the same basis throughout the state.* If this can be accomplished, more good will be derived from the attempts at cooperation between operators. They will speak to each other in terms that will be understood. *"Cost of production" will no longer be the vague, undefined thing it now is.*

Nowadays, when one comments on the cost of production, having in mind his own accustomed manner of figuring it, his remarks are grossly misunderstood because the men addressed each have persisted in regarding "cost" as compiled on a very different basis.

Mining conditions are such that accounting methods could be standardized with comparative ease. The wage scale contract, stipulating an exact rate to be paid for each kind of labor, is adopted throughout the state. No mine owner may have an advantage over his neighbor in the matter of labor cost; he must pay the same price for each kind of work done. It does not follow, however, that the average cost per ton for labor will be equal at the several mines having the same contract rates. An intelligent study of the grouping of items of cost, readjusting of arrangement, a competent analysis of expenditures for labor, and very shortly a material saving is effected. Slight as these savings may be, they are legitimate and represent an elimination of unnecessary loss.

A far greater good may be done by getting away from the haphazard ways of handling expenditures other than labor, grouping them and giving emphasis to each in its proper time and place. Most, if not all the companies insist on receiving daily from the mines a report of operations. And it would appear that studious care had been exercised to avoid having any two reports in the same form. It may be that operators do not wish to be charged with copying, one from the other. Perchance the office force feels it is up to them to "get something different."

At any rate, with as many and as widely differing groupings as are found in these reports it is obvious that all cannot be satisfactory, either in technique or for practical service.

Any attempt to compare reports from different mines would be entirely useless. Many of them fail utterly to convey the information they are designed to show.

The classifications used in periodical reports and in the books of account are little, if any, better. Little wonder, then, that the "boss" refuses to devote his valuable time to poring over the

figures presented to him. Unless there is a proper and well-defined outline of accounts, accurately charted, based on an intimate acquaintance with and a positive knowledge of the right way to handle items such as labor, supplies, replacements, equipment, overhead, power, deferred charges, interest, insurance, taxes, reserves and the many other elements into which corporation activities may be divided, no set of men are going to be able to give a concise statement of the real financial statement of their corporate body, or of its earnings. And, it may be noted in passing, men deceive themselves more than anyone else. Hence the crying need for a uniform system of accounting.

As a rule men whose best efforts are given to the active management of mines are engrossed with that duty. They have enough to do. Moreover, they have not the time, ability or inclination to work out problems directly within the scope of accountancy. Such matters belong in the realm of the trained accountant, which class of men have developed the science of accountancy to the extent that the needs of the entire field may be surveyed and a competent system so laid out that the several companies, large or small, may so set up their accounts as to give a clear conception of the true situation without any excess of labor.

May the time speedily come when the advantages of standardized systems will be seen and grasped.

Coal Mining in Montana.

Montana mines produced 2,805,173 short tons of coal in 1914, valued at \$4,913,191. As compared with 1913, the production of coal in Montana in 1914 showed a decrease, according to the United States Geological Survey of 435,800 tons in quantity, and \$740,348 in value. The major part of this decrease occurred in Carbon and Musselshell counties, whose coal is used mainly by railroads, and in the Great Falls field, in Cascade County, which supplies a large quantity of coal to the copper smelters of Anaconda and Great Falls. Other coal fields, however, such as the Lewistown, in Fergus county, which supplies the domestic trade, showed a small increase such as normally follows an increase in population.

There were no serious interruptions to mining operations in 1914, because of labor troubles, and there was no scarcity of labor. A total of only 171 men were reported on strike, for an average of 7 days each. The quantity of machine-mined coal increased from 1,076,641 tons or 33.2 per cent of the total product, in 1913, to 1,213,051 tons, or 43 per cent of the total, in 1914. The proportion of coal shot off the solid decreased from 35 per cent (1,143,364 tons) in 1913, to 32 per cent (895,279 tons) in 1914.

The number of men employed in the coal mines of the state in 1914, was 3,350; and they worked an average of 209 days, as against 3,630 men for an average of 228 days, in 1913. The mine workers of Montana have a good record for efficiency, the state in 1912 showing the best average production per man per day among all the coal-producing states. In 1914, the average production per man for the year was less than in 1913 (837 tons against 893 tons), but the average daily output by each employe was 4 tons in 1914 as against 3.92 tons in 1913, and 4.03 tons in 1912. The fatality record maintained by the Bureau of Mines shows a decrease from 20 in 1913 to 8 in 1914.

Things a Retailer Should Know of His Business

Carrier's Responsibility.

PAR. 2. SEC. (A)—RESPONSIBILITY DEFINED: (See *Hutchinson on Carriers*, Vol. 3, Sec. 651 and 1365). Responsibility of a carrier is that of an ordinary transportation agent for hire, and if he fails in the performance of this duty the carrier becomes liable only for such damage as the owner has suffered by this negligence. The owner is still legally bound to receive the goods when tendered at destination, although the carrier may have delayed delivery for an unreasonable length of time, or although the goods may be short in weight or damaged. Unless the property is wholly worthless, the owner or consignee cannot legally refuse to accept, but is required to take delivery and make claim against the carrier for the loss or damage.

SEC. (B)—PROMPT ACTION NECESSARY. The shipment should be unloaded promptly as any demurrage that accrues while the consignee is making his decision must be paid by the consignee and cannot be refunded under the law. (*I. C. C. Conference Ruling No. 451.*)

SEC. (C)—DAMAGES FOR DELAY IN TRANSPORTATION. The carrier is not bound to transport shipment by any particular train or in time for any particular market, but is obliged to transport with reasonable dispatch. If by unreasonable delay the goods have deteriorated or the market value has fallen, the carrier is liable for the difference between the market value of the goods at destination at the time when they should reasonably have arrived and the value at the time of their actual delivery. See *Hutchinson on Carriers*, Vol. 3, Sec. 1366.)

SEC. (D)—BASIS FOR LOSS WHERE CARRIER CONFISCATED THE PROPERTY OR IS GUILTY OF CONVERSION BY MAKING DELIVERY TO THE WRONG PARTY. Under the contract for transportation the carrier agrees to transport to destination and deliver to the consignee named. If, therefore, the carrier confiscates the property for its own use, or is guilty of conversion, it has abandoned the bill of lading contract and cannot claim the benefits of the conditions of that contract. In such cases claim need not be based on the invoice value at the time and place of shipment, but the carrier is liable for the full value of the goods at destination at the time when delivery should have been made. (See *Hutchinson on Carriers*, Vol. 3, Sec. 1374.)

SEC. (E)—BASIS FOR CLAIMS AGAINST RAILROADS FOR LOSS, DAMAGE OR DELAY. If property is wrecked, lost or damaged while in transit, the basis of the carrier's liability is that fixed by the bill of lading contract, which the courts have upheld. This provides that claims shall be settled on basis of the value of the property (being the bona fide invoice price, if any, to the consignee, including the freight if prepaid) at the time and place of shipment under this bill of lading.

Under this provision the claim would be based on the invoice value at the time and place of shipment; but in Conference Ruling No. 387, the Interstate Commerce Commission rules that if a shipment was made several weeks later than the contract of sale, and the invoice price was based on a contract made some time prior to the shipment, the invoice price need not be accepted in settlement if the market price had advanced beyond the price fixed by the contract previously entered into, and in that event the basis for claim would be the market value of the commodity at the time and place of shipment without regard to the invoice.

SEC. (F)—TIME LIMIT FOR FILING LOSS, DAMAGE OR DELAY CLAIMS. Claims for loss, damage or delay must be filed within four months from the time shipment is delivered at destination or if shipment is not delivered at destination, then the claim must be filed within four months after a reasonable time for the delivery has elapsed.

SEC. (G)—NOTICE OF CLAIM. If for any reason the owner of the property is unable within the four months period to secure the necessary information or papers to file a complete claim for loss, damage or delay, the provision of the bill of lading requiring the filing of the claim within the four months' period may be legally complied with if the owner of the property, within the time specified, files with the agent either at destination or point of shipment, or with the Claim Department of the railroad, a written notice of intended claim, describing the shipment with rea-

sonable definiteness. (See *Interstate Commerce Commission's Conference Ruling No. 456.*)

SEC. (H)—CLAIMS FOR REPARATION AND OVERCHARGE WHICH REQUIRE PRESENTATION TO THE INTERSTATE COMMERCE COMMISSION. The statute of limitation on claims for reparation is fixed by the Act to Regulate Commerce, which states that all claims of this character must be filed with the Interstate Commerce Commission within two years from the time when the cause of action accrues, and the Commission has ruled that the cause of action accrues when the property is delivered at destination. (See *Interstate Commerce Commission Conference Rulings Nos. 10, 306 and 307.*)

In *Louisville & Nashville vs. Dickerson*, 191 Fed. 705, it was held that a letter to the Commission within the two year period, setting forth the facts and containing a prayer for relief by way of damages, is a sufficient complaint to stop the running of the statute of limitations.

In *Davis vs. Mobile & Ohio*, 194 Fed. 374, it was held that the only person entitled to recover reparation on account of an excessive rate is the party who was actually compelled to pay such rate and who was damaged thereby.

SEC. (I)—INTEREST ON OVERCHARGE CLAIMS. (See *Interstate Commerce Commission's Conference Rulings Nos. 379 and 464.*) In settlement of an overcharge claim the claimant is entitled to interest thereon at the rate of six per cent per annum from the date of the improper collection, except that in the settlement of an overcharge claim involving a dispute as to the correct weight or correct classification, the claimant is entitled to interest thereon only from the date of presentation of the claim to the carrier.

The Commission is of the opinion that when a refund is made by the carrier within thirty days it may be regarded as a cash transaction upon which interest does not accrue.

In Case No. 6538, *F. S. Scattergood & Co. vs. L. S. & M. S. R. Co.*, shipment made in 1913 resulting in an overcharge of \$6.16. Briefly, the case is that the overcharge was paid on April 17, 1913, and finally the railroad tendered payment for \$6.16, amount of claim as filed, but the claimant refused this amount and insisted upon interest being paid. The railroad declined. The case was then submitted to the Commission on August 14, 1914, and decided by the Commission May 11, 1915, and they ordered the L. S. & M. S. Ry. to pay the claim with interest at the rate of 6 per cent per annum from April 17, 1913, to date, stating:

"The single question presented is whether complainants are entitled to the interest claimed. In Conference Ruling No. 464, the Commission declared in effect that Carriers should pay interest on all unsettled claims for overcharges from the date the charges are improperly collected.

"Neither the facts of record nor the arguments advanced by defendant warrant a departure from this ruling."

SEC. (J)—EXTRACT FROM SECTION 20 OF ACT TO REGULATE COMMERCE. THE CARMACK AMENDMENT TO THE HEPBURN RATE LAW. "That any common carrier, railroad or transportation company receiving property for transportation from a point in one State to a point in another State, shall issue a receipt or bill of lading therefor, and shall be liable to the lawful holder thereof for any loss, damage or injury to such property caused by it or by any common carrier, railroad or transportation Company to which such property may be delivered or over whose line or lines such property may pass, and no contract, receipt, rule or regulation shall exempt such common carrier, railroad or transportation company from the liability hereby imposed; provided, that nothing in this section shall deprive any holder of such receipt or bill of lading of any remedy or right of action which he has under the existing law."

Demurrage.

PAR. 4.—We will not attempt here to quote demurrage rules, owing to their great length and further that these tariffs are on file with all agents of the railroads, or can be easily obtained. We will, however, quote some of the Interstate Commerce Commission Rulings.

The Commission in conference ruling No. 242, endorsed the demurrage code which was reported

to the National Association of Railway Commissioners and by that Association recommended to the state and interstate commissions.

Conference Ruling 313, April 10, 1911, quotes demurrage rules in part:

Conference Ruling 451, January 6, 1914, the Commission HELD, the uncertainty of a consignee as to whether or not he will accept a damaged shipment does not justify the carrier in waiving the demurrage charges accruing on the shipment pending his decision.

Crescent Coal & Mining Co. vs. B. & O. R. R. Co. et al. (20 I. C. C. Rep. 559) No. 1906 Annual Report 1911.

Following *Munroe & Sons vs. M. C. R. R. Co.* (17 I. C. C. Rep. 27), *Tioga Coal Co. vs. C. R. I. & P. Ry Co.* (18 I. C. C. Rep. 414), HELD, that shipper or consignee may not be required to pay demurrage charges unless the carrier's tariff provided for same in clear and specific form and manner.

Following *Commes & McGraw vs. C. M. & St. P. Ry Co.* (13 I. C. C. Rep. 192) No. 1917, Annual Report 1911, held, that demurrage may not be assessed for except or because of failure on part of shipper or consignee to comply with his obligations.

Ownership.

PAR. 1. SEC. (A)—CONTRACT OF SALE: The acceptance of an order constitutes a contract between the buyer and the seller, that is not subject to cancellation except by and with the consent of both parties thereto.

TERMS AND CONDITIONS: The conditions under which the sale is made and the order accepted must be lived up to and a printed order or acceptance setting forth the conditions of sale are just as binding as a written contract of sale and any notations written upon the order and acceptance changing the printed conditions must be done with the consent of both parties thereto.

SEC. (B)—The common custom is to sell coal f. o. b. cars at point of shipment.

SEC. (C)—WHEN THE SELLER OR SHIPPER, in accordance with the contract or order of the buyer or consignee, has delivered any goods to the railroad company, the title passes to the consignee as soon as they are delivered to the carrier by the shipper, and the consignee, being thereafter the legal owner, is the proper party to recover from the carrier in case of any loss or damage. The courts have ruled that if the goods are delivered to the carrier by a shipper who has orders from the consignee to make shipment, the legal presumption will be that the goods immediately on delivery to the carrier become the property of the consignee, and as the owner he is the proper party to file claim or bring suit to recover for loss or damage. (See *Hutchinson on Carriers*, Vol. 3, Sec. 1317.)

SEC. (D)—THE CARRIER'S RECEIPT OR BILL OF LADING IS EVIDENCE OF DELIVERY and in taking same the seller or shipper is only acting in the capacity of agent for the buyer who must thereafter arrange for the prompt acceptance and unloading of same at destination or, in case of shortage, delay or damage, look to the carrier for relief. (See *Hutchinson on Carriers*, Vol. 3, Sections 1314 and 1317.)—*Hand Book of the Cincinnati Coal Exchange.*

Wm. Dick's Assailant?

DENVER, September 9.—(*Special Correspondence.*)—Mike Mersillis, a Greek coal miner, has been arrested at Salt Lake and will probably be taken to Walsenburg to answer a charge of complicity in the murder of William Dick, coal operator of that place, last February.

Mr. Dick was murdered while taking a large amount of money in an automobile from Walsenburg to the Alliance mine, six miles above La Veta, by five men. The murderers failed to get the payroll money, which Dick had hidden in the car, but they robbed his body. One man is already under arrest at Walsenburg, and the identity of three others has been established and it is believed they will soon be in custody. The governor has been asked to issue requisition papers for Mersillis.

Hocking Valley Operators May Close Mines.

COLUMBUS, OHIO, September 9th.—(*Special Correspondence*).—A meeting of an unusual nature was held here Tuesday of this week by the Hocking Valley Operators Association. It had for its object the discussion of the plan of shutting down Hocking Valley mines generally, as a move against Ohio United Mine Workers. The cause of this proposed action is the alleged breach of faith on the part of the union officials in granting what is claimed to be more favorable terms to the eastern Ohio field, in the recent settlement of the long strike there.

Hocking operators signed up with the union in July of 1914 on the mine-run scale, with the express understanding, it is stated, that in making settlement with other fields which held out the union should not grant any concessions over those given the Hocking district. The latter insists that eastern Ohio is now enjoying a differential amounting practically to ten cents a ton. Appeal was made to the union to adjust this discrepancy. At a meeting of its executive board, held here last week, no action for such relief was taken. On the contrary, the president and secretary gave out in a newspaper interview the statement that they would stand pat on the scale and working conditions now in force.

By the suspension, it is hoped to bring about such discontent among the Hocking miners that they will make terms with the operators independent of the union, rather than remain in a state of destitution and idleness while eastern Ohio is at work. The operators do not base their policy on a retaliatory spirit, but claim that they cannot compete with the more favored field.

While the Hocking domestic market is becoming strong enough to keep some of the companies busy, they look upon this as temporary and inadequate for the prosperity of the field, as the domestic end of the coal trade averages only about ten per cent of the total coal demand. No definite action was taken at Tuesday's meeting, but the project is to be considered further.

John H. Winder, general manager of the Sunday Creek Company, is taking the lead in the movement. He has himself set the mark by closing down the company's numerous Ohio mines, which have now been idle a month or more. In the meantime its sales force is being kept intact through the jobbing of coal produced outside the field. The theory is held that there is considerable weakening of loyalty on the part of the Hocking miners with regard to the action of their officials, and that this will grow if there is prospect of an idle winter.

Anthracite Labor Situation Is Intense.

WILKESBARRE, PA., September 9th.—(*Special Correspondence*).—"President John White of the United Mine Workers, holds the keys to the situation. White is the man that the whole thing hinges on. If White says that the fight for what the miners of the anthracite regions want is to be a fight to a finish, it will be a fight and no mistake about it. If he is sparring for time and has some other way of getting what he wants, that plan will be carried out. White is the boss, anybody with half an eye can see it."

This was the observation of a mine official who surveyed the situation as it appears on the surface at the Tri-District convention of the miners held in this city this week.

Further, as if in substantiation of what he had said, this observer said:

"The convention opened yesterday; everything was formality. There was little other than the routine of business in what the labor leaders did or proposed. White was not here until this morning and until he got 'on the job' there could be nothing done."

To the hard coal operators who have been watching developments that give an indication of what may be expected in the way of the conclusions reached at the convention, the stand that White takes, means a forecast as to what has

to be expected between the present and April 1st.

Recognition of the union, the closed shop and the check off are the three salient features that have to be considered. So far, White, in his propaganda that he has followed in the hard coal fields for the past six weeks, and in the speeches that he has made to the anthracite miners, has committed himself to these features and has said that he stands for recognition of all three demands.

While the convention has been started and is under way at this writing it is hardly thought that the work of the delegates will be completed in two or three days more.

Tuesday morning the convention was opened by Major John E. Kosek of Wilkes-barre, who was introduced by Thomas Kennedy, president of the union's district No. 7. The scale committee and the credentials committee went immediately to work though they had not concluded their findings in the evening and their reports were laid over until Wednesday.

Methods to settle disputes which are to replace the present conciliation boards have received considerable attention. These boards have been in existence since 1900 and have come in for considerable criticism from the miners. Long delays in settlement are the serious stumbling blocks. A thirty-day limit for settlement is one of the things that President White has offered.

Duluth Coal Receipts.

DULUTH, MINN., September 9th.—(*Special Correspondence*).—Figures showing the receipts of coal at the docks in the Duluth-Superior harbor during August have just become available through the office of the Tomlinson Company, vessel agents here, and they show that up to the end of the month 1,248,335 tons less have been received than during the corresponding period of 1914. Anthracite coal receipts show a gain of 33,820 tons, while bituminous shows a falling off of 1,282,155 tons. The receipts at the various docks follow:

	Anthracite.	Bituminous.	Total.
Northwestern Fuel Co....	77,800	167,300	245,100
Pittsburgh Coal Co.....	32,200	156,300	188,500
Berwind Fuel Co.....	.....	70,300	70,300
Osborne	5,600	73,800	79,400
Lehigh Valley.....	22,000	.....	22,000
Island Creek.....	10,000	77,600	87,600
Clarkson	3,000	36,300	39,300
Carnegie	25,100	86,300	111,400
Reiss	13,000	53,000	66,500
Zenith Furnace Co.....	.....	63,000	63,000
Hanna .....	.....	48,500	48,500
Reading	33,600	32,400	66,000
Great Lakes.....	.....	34,000	34,000
Steel Corporation.....	.....	142,500	142,500
August totals.....	222,300	1,041,800	1,264,100
Year's totals.....	993,220	3,811,945	4,805,165
To Sept. 1, 1914....	959,400	5,094,100	6,053,500

Government Loses Suit.

DENVER, September 9.—(*Special Correspondence*).—The government lost its suit to recover 2,280 acres of valuable coal lands owned for years by the Porter Fuel Company and located near Hesperus, La Plata county, when Judge Trieber of Arkansas, sitting here last week, held that the federal attorneys had not established the charge that the defendants knew there was coal on the lands when filings were made.

The lands are valued at more than \$500,000. Evidence in the case had been taken for two weeks. Among those who testified was William R. Mason, who, with Joseph Vanderweide, was once charged with the murder of Joseph Walker, federal secret service agent, while he was working on the case in the vicinity of the Hesperus mine.

The lands are now owned by the Union Pacific Coal Company of Omaha, and the attorneys for the latter corporation defended the suit. The government probably will appeal the case.

W. H. Glasgow, assistant superintendent of the H. C. Frick Coke Company, with headquarters at Scottdale, Pa., is recently in receipt of information that awards have been officially fixed by the international jury of the Panama-Pacific Exposition to cover the exhibit of the United States Steel Corporation and its subsidiary companies. Among these awards is one to the H. C. Frick Coke Company, which is a subsidiary of the United States Steel Corporation. The award is as follows: "Medal of Honor—For combined exhibit, including model of a modern coal and coke plant, relief map of Connellsville region and a nine-foot channel section representing thickness of coal seam; also samples of coal from mines as shown below. Five sample cubes showing character of coal from the mines of the United States Coal and Coke Company, the Bunsen Coal Company and the National Mining Company." In explanation it might be said that the medal of honor is next in rating to the grand prize, of which there is but one in each class. It was awarded to the exhibits receiving markings ranging from 95 to 100, inclusive; 100, of course, was used as indicating perfection.

The announcement is made by Perry Barker, the well known fuel engineer, that he has opened an office as consulting engineer and fuel expert in the Oliver building, No. 141 Milk street, Boston. Mr. Barker is one of the well known fuel experts of the country. He was associated with the Bureau of Mines for quite a while and in that capacity studied coals intimately. Then he became associated with a laboratory in Boston and now has opened an office for himself. Part of his equipment will be a very complete laboratory for the testing of coals, etc.

Julius Hellweg, secretary of the Baltimore Retail Coal Exchange, is sixty years of age, but still willing to serve his country as a warrior. He volunteered the past week to attend the military instruction camp at Glen Burnie, Md.



Yard of the Johnson Coal Company at Toledo, Ohio.

An enterprising coal concern of Toledo, Ohio, which believes in advertising, and which has now "hung its banner on the outer walls" by putting up a big fence with a Lehigh Valley sign on it, is the Johnson Coal Company, with offices in the Spitzer building. This is a young firm and com-

posed of two hustling members, Andrew J. and Arthur L. Johnson. The present company was formed in 1907, and though young, it has by reason of hard work and honest dealing, built up a good and growing business in its territory, both wholesale and retail.

Energetic Labor Politics in Colorado.

DENVER, COLO., Sept. 9.—Members of the Colorado National Guard court of inquiry, appointed by Gov. Carlson at the request of several militia officers against whom charges have been brought, recently made a partial report to the governor in which they allege to have in their possession evidence in the form of letters and other documents taken from the Burns Detective agency here, which, they claim, show a general conspiracy on the part of the United Mine Workers to prevent the reorganization of the state militia.

They particularly mentioned having indisputable proof that the United Mine Workers of America had secured a detective agency to spy on the movements of the recruiting officers and that the mine workers and a detective agency were working with certain public officials to hinder recruiting.

It was further claimed that their evidence included certain correspondence upon which was based their knowledge of a plot to secure the indictment of public officials and militia officials for the purpose of trading upon such indictments for the benefit of people involved

and under indictment in the so-called "strike" cases.

One of the letters the court of inquiry claims to possess is said to disclose the fact that the text of the recent decision of the state Supreme court barring Judge Granby Hillyer from further participation in cases growing out of the Colorado coal strike was sent to the Washington office of the detective agency on August 5th, although the decision was not handed down until August 16.

Gov. Carlson said that he had been reliably informed several weeks ago that a detective agency was "exerting every effort to prevent the enlistment of recruits for the state militia," and that they were employed by the United Mine Workers.

John McLennan, president of the United Mine Workers' local tonight, when called over the telephone regarding the seizing of evidence from the local office of the Burns agency, said:

"It is true that a detective agency has been employed by the United Mine Workers to investigate some of the acts of the Colorado national guard and we have enough evidence against it to create a sensation when we desire to give it out."

Information for Receivers and Shippers of Coal

The obligations of a common carrier is to correctly and accurately weigh coal transported over its line and to furnish the shipper true and accurate weight certificates and such common carrier is accountable for the carelessness and negligence of its agent, whose duty it is to weigh such coal.

Where there has been a delay, merely in the delivery of the goods to the consignee by a common carrier, and not a conversion of them, the measure of damages is ordinarily the difference between the value of the goods when they were delivered and when they should have been delivered; to which may be added reasonable expenses caused by the delay; but if there has been a conversion of them by the carrier and the consignee has not thereafter accepted them, he is entitled to recover the value of the goods at the time they should have been delivered.

When a railroad company presents to a consignee a bill of "demurrage" charges, the correctness of a large part of which is bona fide disputed, and demands, as a condition of continuing such switching facilities, the payment of the whole bill and an unconditional promise to pay all such similar bills that may be presented in future, the refusal of such consignee to make such payment and promise does not

furnish a sufficient legal reason to entitle the railroad company to refuse to continue such switching facilities.

A common carrier who, having received goods to be carried to a designated place, transports them to another place to prevent their coming to the possession of the consignee, and deprive him of their use and disposition, is liable for conversion of the goods. After such conversion, the consignee is under no obligations to receive the goods; and it is no defense to his action for their value, that they were tendered to him after the conversion, and then stolen without the negligence of the carrier.

The conditions of a bill of lading control the common law liability of the carrier subject to the qualifications that the carrier cannot relieve himself from the liability for his own negligence.

As far as a bill of lading is a receipt and not a contract, its terms may be contradicted.

A carrier is bound to deliver the goods to the consignee; and if he delivers them to another person he is liable even if he has exercised due care.—*Tri-State Bulletin*.

Inspecting Goods After They Are Received.

Some more law on the buying of goods is brought forward by the following letter:

Rochester, N. Y.

Elton J. Buckley, Esq.

Dear Sir: We are having a fight with a New York house over whether we have to pay for some goods which they shipped to us and which we found to be not according to specifications. Perhaps you can get something out of it for your column, and at the same time give us some light.

We ordered certain goods through one of this firm's salesmen. It was a line we had been handling, which a year or so ago had first been bought from samples. All the shipments had been up to standard except the last. When the goods arrived we supposed they were up to sample as usual, and did not examine them at once. About ten days elapsed between the time the goods were received and the time we examined them, preparatory to delivery to our customers. We then found them below standard and wrote the shipper, telling him we would not accept them and would ship them back. This we did, but they refused to receive them and the rail-

road company is now threatening to sell them for the freight. Who is right? The New York concern say the goods are all right and in accordance with the contract, and that we accepted them.

Yours respectfully,

M—— Bros.

This is a familiar situation in every day business and is governed by simple and familiar law. Let me say at the outset that if the goods really are up to standard, this correspondent will have to pay for them, of course. They are justified in rejecting them only if they are not up to standard, and not even then if they have been too slow in inspecting and rejecting.

It is a fundamental rule, almost never departed from, that the buyer of goods has a right to inspect them within a reasonable time after he receives them, and that pending that inspection, he cannot be held as having accepted them. These points, however, are of paramount importance:

1. He must inspect within a time that is reasonable under all the circumstances of the case.

2. If he rejects he must at once notify the shipper.

3. If he either fails to inspect within a reasonable time or fails to notify the shipper promptly, he will be held as having accepted the goods and must pay for them.

I take the following from a leading case which states the law as it exists all over the United States:

The seller is under obligation to afford the buyer opportunity for examination of the goods, so that he may satisfy himself that they are in accordance with the contract. The buyer has the right of inspection and a tender under circumstances not permitting of an inspection is not sufficient to constitute or excuse delivery or to put the buyer in default. But a refusal to inspect where a reasonable opportunity has been afforded constitutes a breach of contract upon the part of the purchaser. Only a reasonable time is allowed for inspection. The place of inspection is the place of delivery. Taking such possession of the goods as is necessary to make an inspection does not constitute acceptance of them. The buyer must notify the seller of the result of inspection.

Many of the cases turn on what is a reasonable time for inspection. There is no rule about this—it depends on the peculiar facts of each case. I recall one case in which a firm bought goods that were to be delivered by boat. They made no effort to inspect when the boat arrived, but allowed the stuff to be landed and delivered to them. Then they inspected, found that the specifications had not been complied with, and rejected. The court said they were too late with their inspection and rejection. Apparently they could have inspected before the boat unloaded, and when they let it go until everything was unloaded and actually carted into their place, they did not inspect within a reasonable time.

There are also several cases in which goods were shipped via a railroad and where inspection, under the rules of the railroad, could not be made in the freight yard or anywhere on the railroad's premises. In these cases the consignees took the goods to their own stores, which under the circumstances were the only places available, and inspected them there. The point was the same—was inspection done within a reasonable time, or was it waived by taking the goods into the store? The courts have always held that inspection being impracticable anywhere else, the consignee did not accept the goods merely by taking them into his store. He could reject after inspection.

It should be remembered that inspection and rejection are not of any avail whatever without notification to the shipper, which must be just as prompt—in fact even more so, if anything—as the inspection.

It is a good rule to get around to inspecting goods received just as soon as possible after they are received. Prompt action as to this will save many a snarl, if the goods happen to be below what they should be.

(Copyright, August, 1915, by Elton J. Buckley.)

A Promising Coal Field.

An examination of the coal resources of the Pound quadrangle, which includes parts of Pike and Letcher counties, Ky., and of Wise and Dickenson counties, Va., has been made by the United States Geological Survey, the part of it that lies in Virginia having been examined in cooperation with the Virginia Geological Survey. Until recently the region was entirely undeveloped, and little information concerning it was available, but it has not escaped the attention of the coal operators, for some of the largest corporations have acquired lands in this region with a view to active development. The quadrangle probably contains a greater number of coal beds than any area of the same size in the Appalachian coal field and will compare favorably with most other areas in that field in the thickness and extent of its beds. Within the last three years railroad communication has been established with the outside world and in the Kentucky area 14 mines are actively shipping. In the Virginia area only one large mine has been operated, but doubtless others will be opened in the near future. Mining conditions are highly favorable and the region should become one of the principal coal-producing centers of the central Appalachian coal field.

Coal Trade Needs.

By E. W. Holt.

Treasurer of the Holt Coal Company of Central City, Ky.

Everything you state in your recent article on coal trade conditions is true. It seems the more depressed general market conditions are, the cheaper the coal produced is offered though more costly to mine owing to reduced tonnage.

It also seems the more costly labor, material and general production becomes, the more desperate the producer gets and the value of coal at market and mines further reduced.

Unless some good common horse sense is so used that we may all get a living and property investment returns, individual effort in the coal industry will be a thing of the past, and the whole list will be under the direction of financiers instead of coal men, and the present owners will be employees, with the opportunity of seeing much value and wealth producing property, where before was but work, worry and creditors, and with property without value for much money and years of best effort invested. It does seem as though there could be and undoubtedly is some safe and sane and law-abiding management by which our industry as a whole could be economically, profitably and intelligently conducted to preserve into our coal mining business its prestige and profit necessary for it to prosper, as a financial failure of a business of such immensity is certainly to a great disadvantage to the present owners, the country at large and the future coal consumers, as the latter will certainly have the bill to foot in the end.

I have thought these things over to a great extent and it seems to me that your outline of regulation as to districts, grades, restriction as to sizes, etc., can be worked out, production, etc., evened up with consumption or fluctuated accordingly.

To get these things all will take some education to get the uneducated in the proper channel of thinking will, I believe, take a good man or two of the proper calibre, convincing talkers, and with all data carefully compiled and in their possession to well cover each producing district, and, as the life insurance companies do, talk the proper way of thinking into the bulk of trade, which will probably bring results in the future; there is too much cheap contracting just now for much hope soon.

By a Mine Owner.

I think the whole trouble is largely on account of the individuals who are controlling the various coal companies all over the country.

A few years ago there was a great rush to get into the business on account of the profits of the anthracite strike year being so widely published. It brought into the trade people who had no conception of what the coal business was, and they have lost money from the start and have not gained anything by their experience. They are now generally trying to sell out and it is only a question of time until something will be done towards the grouping of larger companies.

The other class of disturbers are those men who are trying to hurry the ultimate result of these consolidations by forcing lower prices, so that the losses will be heavier to these people who have no business in the trade.

It would seem that with the general conditions of the country, resulting from the war and political reasons, that by the time the next upward rise of the trade comes, the conditions will be very much better for the fuel industry.

By a Western Operator.

There is no question, of course, that systematic co-operation, fortified by statistics giving facts and figures with reference to coal mines and coal production, would bring enlightenment to all of the operators, but particularly to a class who do not keep sufficient records to know what their operating cost is. And, I would say in connection with it, that there isn't a class of business men that I know of anywhere that have such a large percentage of them so completely uninformed as to the actual working charges of their property, as in coal mine operations.

I can only now give you just one idea to think over, and one which, I believe, would bring to the industry as a single subject, more genuine good than any other, and that is: *The establishment of a uniform system of accounting for coal mines.* If you can bring that about you

will accomplish more for the investors in coal mine property than any other publication or person has ever done.

The fact of the matter is, there is an enormous number of small operators who really never know what their actual cost of production of coal is. That is one reason why they sell their product cheaper than they can afford to do it; in doing so, they set the pace for everybody else. We know to a certainty every month exactly what the production cost is; in fact, we know from day to day.

Such items as taxes, insurance, casualty expense for personal injuries, etc., are charged up monthly, so that not only such things as that and the actual payroll cost of supplies go into our records, but depreciation, legal, and, in fact, every item of every kind and nature concerning the cost of producing coal for a given period—thirty days—goes into our records. We know how much supplies we have on hand, and everything is maintained in orderly fashion.

I have always held to the opinion that the selling end would be far less troublesome if the operating end was only properly taken care of:

1. In proper laws for development;
2. Proper laws for the operation;
3. Proper and severe penalties for violations of the laws;
4. Proper system of accounting, by which every operator would know just what his coal costs, and not drift along to the end of the year,

when lawyers' bills, tax bills, insurance bills, and bills for personal injuries, find their way into the office of the operator all in a bunch, without a dollar to pay them. Then he realizes for the first time that the coal he sold for twelve months ought to have, in order to have brought him out even, been sold at from eight to ten cents per ton more than he sold it for.

Go on and campaign on the subject of uniform accounting, and in that one thing alone you will do the industry a great deal of good.

Coal Imports of Sweden.

During 1914 the amount of coal imported into Sweden amounted to \$24,082,083, or practically the same amount as during the previous year. Almost all the coal is imported from Great Britain, but owing to the export prohibition on this article by the British Government, Sweden has been forced to import considerable quantities from Germany and the United States. These latter imports, however, are small as compared with the large amounts imported from Cardiff and Newcastle. During the six months ended May, 1915, 125,000 tons of steam coal were purchased in the United States by the Swedish State railways. Considerable quantities of Silesian coal have been imported for the purpose of mixing with other coal and with coke. The city gas works of Stockholm is now using a certain amount of American coal.

A Car Dumper Operated by Electricity.

The accompanying illustration is from a photograph of the car dumper built last year for the Pittsburgh & Conneaut Dock Company (U. S. Steel Corporation) at Conneaut, Ohio. This machine embodies a number of features which are an improvement over any machine previously built. Some of them are as follows:

The machine was built to handle 100-ton cars.

It is provided with a disappearing haulage car, so that the haulage car runs backward under the loaded car and in this way eliminates the delay in former practice of holding the loaded car on the incline until the haulage car had reached the pit.

It is electrically operated in all the smaller movements, while the large units are operated by steam. Electrical operation, which is a new feature, has an advantage over the steam operation in that the man located on the end of the pan is able to control all movements of the pan and chute. By this means it is possible to deliver the coal in the hold, with minimum breakage and delay, while in the steam machine the man on the end of the chute controls only the telescopic chute and the trimmer, and it is, therefore, necessary, when he is required to change

the elevation of either end of the pan, to signal the operator in the house on the end of the machine to make the necessary change. This requires so much delay that the pan is usually placed at a high position and coal allowed to run, but with the improved electrical operation the chute operator can deliver the coal exactly as he wishes.

He can raise or lower the inner end of the pan, raise and lower the outer end of the pan, swing the telescope back and forth and revolve the trimmer. All these operations may be performed simultaneously.

It is also provided with counterweights so as to reduce the amount of power required to operate.

This machine has transferred from cars to vessels 315 cars in seven hours, an average of forty-five cars per hour. It has also transferred fifty-three cars in one hour.

The machine is constructed entirely of steel, no woodwork being used; even the window sashes are made of steel.

All possible safety devices have been applied and all safety rules of the steel corporation were observed in the construction.



New McMyler Car Dumper for the Pittsburgh & Conneaut Dock Company.

American Mining Congress.

The following is the provisional program of the eighteenth annual session of the American Mining Congress at San Francisco, California, on September 20-22. Official headquarters are at the Palace hotel, where the registration desk will be open until Monday noon—thereafter at the Exposition Memorial Hall.

MONDAY, SEPTEMBER 20.

Morning Session, 10:00 A. M.

Opening session, Exposition Memorial Auditorium.
Invocation.
Synopsis of president's annual address, Carl Scholz, Chicago, Ill.
Two-minute responses from representatives of such states as desire opportunity to express a word of greeting to fellow members of the convention.
Selection of Committee on Resolutions.
Disposition of program. (It is proposed that the convention itself shall decide upon the time for the discussion of each subject, and that those who are willing to attend such discussions shall fix the time. It is hoped by this plan that no speaker will be called upon to address empty seats, while the convention members are inspecting the exposition.)
Adjournment.

Afternoon Session, 2:00 P. M.

(Unless otherwise ordered by the convention the following program will be carried out.)
Introduction of resolutions.
Address—"What the United States Bureau of Mines Is Doing and Hopes to Do for the Metalliferous Mining Industry."—Van H. Manning, Director United States Bureau of Mines.
Address—"Plain Writing."—Dr. George Otis Smith, Director United States Geological Survey.
Discussion.
Address—"Federal Influence in the Settlement of Industrial Disputes."—Dr. Martin D. Foster, Congressman from Illinois, Chairman House Committee on Mines and Mining.
Discussion.
Adjournment. (No evening session.)

TUESDAY, SEPTEMBER 21.

Morning Session, 10:00 A. M.

Introduction of resolutions.
Final Report of Committee on Prevention of Mine Accidents.—Dr. W. R. Ingalls, Chairman, New York City.
Report of Committee on Uniform Mine Reports.—Samuel A. Taylor, Chairman, Pittsburgh, Pa.
Report of Committee on Alaskan Affairs.—Falcon Joslin, Chairman, Fairbanks, Alaska.
Report of Committee on Revision of Mineral Land Laws.—E. B. Kirby, Chairman, St. Louis, Mo.
Discussion under five-minute rule.
Paper—"Rights of Way Over the Public Domain."—Hon. Charles S. Thomas, United States Senator from Colorado.
Address—"The Right of Appeal from Decisions of the Interior Department in Cases Where the Government Is Charged with An Interest."—H. H. Schwartz, Portland, Ore.
Discussion—State versus Federal Leasing of Natural Resources Where Government Control Is Essential to Public Welfare.
Statement by the secretary, followed by open discussion under five-minute rule.
Report of Committee on Resolutions.

12:00 Noon.

Memorial exercises in honor of Dr. Joseph A. Holmes, late Director of the United States Bureau of Mines, chief inspiration of mine safety work in the United States, publicist, humanitarian, public servant, who wore out his life in the services of his fellowmen.
(Speakers to be selected.)
Report of Committee on Testimonial to Dr. Holmes.
Adjournment.

Afternoon Session, 2:30 P. M.

Address—"California's Water Infiltration Law."—Fletcher McN. Hamilton, State Mineralogist, San Francisco, Cal.
Discussion—Thomas A. O'Donnell, Los Angeles, Cal.; W. W. Orcutt, Los Angeles, Cal., from the standpoint of the oil operators; Ralph Arnold, Los Angeles, Cal.; Harry R. Johnson, Los Angeles, Cal., from the standpoint of the geologist.

Evening Session, 7:30 P. M.

Meeting of members for the election of directors and general discussion of the affairs of the organization.

WEDNESDAY, SEPTEMBER 22.

Morning Session, 10:00 A. M.

Introduction of resolutions.
Report of Committee on Resolutions.
Report of Committee on Workmen's Compensation.—J. W. Dawson, Chairman, Charleston, W. Va.
Report of Committee on Freight and Ore Treatment Rates.—Imer Pett, Chairman, Salt Lake City, Utah.
Paper—"The Development of Mine Taxation in Arizona."—G. H. Dowell, Bisbee, Arizona.
Report of Committee on Mine Taxation.—D. L. Webb, Chairman, Denver, Colo.
Address—"Mining on Government Indian Reservations."—F. Lynwood Garrison, Philadelphia, Pa.
Address—"Workmen's Compensation Insurance and the Coal Mining Industry."—Herbert M. Wilson, Pittsburgh, Pa.
Address—"The New Plan of Mining Insurance."—David Ross, Springfield, Ill.
Address—"Mining Hazards on the Pacific Coast."—Dr. F. L. Hoffman, Newark, N. J.
Discussion under five-minute rule.

Afternoon Session, 2:00 P. M.

Report of Committee on Mining Investments.—W. R. Allen, Chairman, Butte, Mont.
Address—"The Iron Resources of Utah."—Prof. Fred J. Pack, Salt Lake City, Utah.
Address—"The Future of the American Zinc Industry."—Otto Ruhl, Joplin, Mo.
Address—"Interesting Phases of the Anthracite Coal Mining Industry."—Dr. E. W. Parker, Wilkesbarre, Pa.
Address—"Federal Control of the Coal Mining Industry," including a discussion of the Sherman law, the Clayton bill, and the Federal trade commission.—Rush C. Butler, Chicago, Ill.

Discussion under the five-minute rule.—Led by W. L. Saunders, New York City.
Final report of Committee on Resolutions.
Adjournment.

WEDNESDAY EVENING.

A complimentary banquet will be tendered to Mr. Van H. Manning, the new director of the United States Bureau of Mines. All mining men will be welcomed.
(Arrangements for invitations may be made at the office of the secretary at the convention headquarters, Palace Hotel.)

Newspapers on Parker.

PHILADELPHIA, September 2.—(Special Correspondence.)—Daily newspapers are funny critters. They are like a really and truly honest old maid, who, when asked why she still was single, said:

"Well, I picked and I chosed and I never could find anything perfect under God's footstool."

"In one of its issues of last week the *Bulletin* of this city carried an editorial on the appointment of Edward W. Parker as head of the Anthracite Bureau of Information. First it paid a compliment to Mr. Parker and then cast an aspersions on the position he occupies and winds up with the assumption that "naught can be right if coal operators are mixed up with it."

Here is the editorial:

"The selection of Edward W. Parker, who for a quarter of a century has prepared the annual reports on anthracite and bituminous production for the United States Geological Survey, to take charge of the Anthracite Bureau of Information, maintained by the coal producing companies at Wilkes-Barre, might be a gain rather than a loss to the public interest, if he were to be given a free hand in the collection and publication of information concerning anthracite production and distribution.

"The selection has been made, it is authoritatively explained, because of Mr. Parker's record for accuracy in statistical matters during the past twenty-five years of public service and for his intelligent discussion of causes and effects, which has made the Geological Survey reports models of their kind. With the free, unobstructed access to the facts which his new office might be supposed to afford him, his opportunity for public service should exceed any afforded in the Geological Survey. His long training and his own high sense of fair statement may be looked to as a guarantee that he will serve the public well, even in private employ, but it would be far more of a boom if he were to be turned, foot-loose, into the field of anthracite facts and were enabled to give full publicity to what he may find there."

Now it is a well established fact that in the city of Philadelphia there is not a newspaper that is willing to handle a news item in an unbiased manner. Everything that can be used in anyway shape or form to deliberately cause a reflection on one of the biggest industries of the state and the men who put their money in this enterprise, is "peaches and cream" from the editorial writers down to the cub reporter who scents a coal item.

Ask any anthracite man who has had dealings with the daily newspapermen in Philadelphia what has been his conclusion as to the method employed in writing news articles. The writer has met many who have vowed their intention to say nothing when matters appertaining to their business comes along in the news items of the moment. And in each instance there has been an actual case where deliberate contra-version of the news has been the cause of the resolution.

No better inference can be drawn than from the fact that when some of the coal men and the business they conduct have been actually black-guarded in lurid stories that had little foundation other than the one-sided light of the reporter's conception, an attempt has been made to set the writer or the newspaper corrected and little or nothing of the explanation has been used.

In the case of Mr. Parker the true stand of the newspapers of this city can be read as you run. Perhaps you might go back and read the editorial over again. Maybe the point will be clearer.

August Anthracite Output.

August anthracite shipments were 5,330,831 tons, against 5,483,740 tons for August of last year. For eight months the decrease totals 1,961,049 tons.

Lowther R. Ferris, formerly of Chicago and later with the Zenith Furnace Co., Duluth, has organized the North Portland Coal & Dock Company, Portland, Ore., and intends to do a general coal dock business at that point. He will handle eastern coals.

Price of Coal Act.

In its final form the English Act to provide for the limitation of the price of coal reads:

1. (1) Coal at the pit's mouth shall not be sold or offered for sale directly or indirectly by the owner of the coal or on his behalf at a price exceeding by more than the standard amount per ton the price of coal of the same description, sold in similar quantities, and under similar conditions affecting the sale, at the pit's mouth at the same coal mine on the corresponding date (or as near thereto as, having regard to the course of business, may be practicable) in the twelve months ended the thirtieth day of June, nineteen hundred and fourteen (in this Act referred to as the corresponding price).

(2) The standard amount shall be four shillings: Provided that the Board of Trade may, by order, if they are satisfied, as respects any class of coal mines specified in the order or the coal mines in any district so specified, that owing to special circumstances affecting those mines the standard amount of four shillings should be increased, substitute for that amount such higher sum as they may think just in the circumstances; and as respects those mines this Act shall have effect as if the higher sum so substituted were the standard amount.

(3) If any person sells or offers for sale any coal in contravention of this section he shall be liable on summary conviction to a fine not exceeding one hundred pounds or, at the discretion of the court, to a fine not exceeding treble the amount by which the sum paid or payable for any coal sold by him in contravention of this section exceeds the maximum sum which would have been paid or payable for the coal if there had been no contravention of this section: Provided that a person shall not be liable to a fine under this provision if he shows that he had reasonable grounds to believe that he was not committing an offense.

(4) This section shall apply (both as respects the price at which coal is sold or offered for sale and as respects the corresponding price) to a case where the owner of coal at the pit's mouth has sold or offered to sell that coal at a price which includes the cost of railway or other incidental services besides the actual value of the coal at the pit's mouth, as if he had sold or offered to sell it at the pit's mouth at that price reduced by an amount representing the cost of those services.

(5) It is hereby declared that nothing in this section shall affect the rights or obligations of any person under any contract or agreement for the sale of coal except, in cases where the sale is in contravention of this section, as respects so much of the price as exceeds the maximum price which could have been charged for the coal if there had been no contravention of this section.

2. (1) Where coal is conveyed from the pit's mouth over any railway in trucks not belonging to a railway company, the seller of such coal shall not be entitled to charge for the use of the trucks any sum exceeding by more than 50 per cent the sum which the railway company conveying the coal was actually charging for the provision of trucks at the commencement of this Act.

(2) If any person charges or attempts to charge for the use of any trucks in contravention of this section, he shall be liable on summary conviction to a fine not exceeding one hundred pounds.

3. (1) If in any proceeding any question is raised as to the corresponding price of any coal, or as to the cost of railway or other incidental services, or as to the sums charged for the use or provision of trucks, the court shall refer the question for determination by the Board of Trade, and the decision of the Board shall be final and conclusive for all purposes.

(2) If for any reason there are not adequate data at any coal mine from which to ascertain in accordance with the foregoing provisions of this Act, the corresponding price at that mine, the Board of Trade may fix that price, having regard to data afforded from sales of coal at other mines.

(3) The Board of Trade may require the owner of any coal mine to furnish such information as appears to them necessary.

Quite a delegation of coal dealers from Winona visited the Twin Cities this week in attendance at the state fair, including George Beck of the Western Grain & Coal Company; Henry Gillette of the Gillette-Solomon Coal Company, Steve Odea of John Odea, and Julius Lind, Jr., of the Lind Coal Company.



Taking Advantage of the News.

A good business man frequently makes use of a "nose for news." That is to say, he translates news developments into terms of his own business, and in the event that he can score a point in that connection, he immediately proceeds to do so.

The simplest illustration of this is when the shoe dealer sticks a sign on his windows—"Rubbers"—when the rain begins to fall. Wet pavements call attention to fractured soles, and this is "news" to the shoeman.

Coal dealers can make use not only of weather conditions to advertise their business—as for instance when the prediction is for snowfall and colder, or something of that sort—but of various other happenings.

The writer recently noted that in Chattanooga, Tenn., the sealer of weights and measures is getting a good deal of newspaper space on the strength of his efforts to protect the consumer against short weights on the part of the coal dealers. He has conferred with them, explained the law, and then announced, through the press, just what the requirements are, so that the consumer can advise of any violations. The sealer does not charge that the dealers have been guilty of giving short weights; but, just the same, he brings them up on the carpet, reads them a lecture on commercial honesty, and sends them out feeling somewhat conscience-stricken. Without deserving it, they have been put on the defensive; and the public, without knowing anything about it, gets the idea that perhaps the official sealer is camping on the trail of some of the short-weight fellows.

An aggressive dealer, instead of being put at a disadvantage by a development of this sort, could make a feature out of it that would reflect credit on his own business. He could advertise that he is not only complying with the law and with the regulations of the authorities cheerfully, but is going further. He could explain how the scales are tested—not only as frequently as required, but more frequently. He could go on to explain how the tare weight of the wagon is determined, and how it is reweighed before every loading. He could show that instead of being prodded into doing so by the officials, he had anticipated the requirements, and gone to all necessary lengths to protect the consumer in this respect.

An announcement of this sort, in connection with the news of the work of the sealer, would be a strong argument in favor of doing business with that particular concern.

And that is only one instance of making business-getters out of news items.

Branches a "Necessary Evil"?

The manager of a large retail coal company, which has four branch yards, in addition to the main distributing station, said recently that the operation of the branches is a "necessary evil." In other words, in his opinion, they are necessary to a large distribution, covering the whole community, but they are not ideal, from many standpoints.

"I don't see how you can get away from branch yards in a large city," he said, "if you expect to be able to sell coal to anybody in the community who asks for it. If you have one yard only, no matter how centrally located it may be, many of your hauls are going to be so long that they cannot possibly be profitable. Even motor trucks would not solve the problem com-

pletely, because there are many places, in the suburbs, to which the long hauls are made, more especially, where it would be impossible for a motor truck to make the delivery, because of the poor road conditions.

"The branch yard works fine when business is good, but it is a load that gets mighty heavy when it is only fair or is poor. The yard represents investment and expense, in the form of foremen and equipment, which are especially conspicuous when there is no work for them to do. It is simply a question of carrying the load until business is sufficiently heavy from each district to keep each yard busy."

In this connection, it seems that the greatest successes are won when a concern is operating a line of yards handling a number of staples, like coal, ice, building materials, etc. The overhead expense of a series of yards, when it must be figured into the business on only one commodity, is likely to prove excessive. That is why more than one ambitious coal company which has established branches has finally eliminated them as costing more than they are worth.

Heading Off Errors.

A frequent source of trouble at many retail yards is sending out teams to the address of a customer who ordered his coal in July, say, for delivery in September, only to find that the family is still away on vacation and that it is impossible to make the delivery.

In view of the fact that most of the storage business is put on the books with the date of delivery given only in a general way, it is desirable to telephone the customer in advance of actual delivery of the coal to find out if everything is all right. This will take only a few minutes, and it may save a lot of trouble. Even if the customer originally named the date when he wanted his coal, conditions may have arisen which will make it inconvenient for him to receive it at the time stated. If so, the chances are that the dealer has not been notified to this effect, and the only way for him to find out is to telephone.

Special instructions regarding getting access to the coal bin should also be secured by telephone, unless the instructions have been fully written upon the original order-card, which is the best plan of all. If the customer lives in a new section of the town, where the streets are not of the best, it is very helpful to the drivers to know which is the most satisfactory road to follow.

In other words, the whole proposition of giving satisfactory service to the customer in connection with deliveries is to find out from the customer how, when and where the coal is to be delivered. And the quick way to find out these things and to head off possible mistakes is to telephone and ask for instructions.

House Organ Material.

One of the legitimate objections frequently made to house organs in the coal business is that the matter which they contain is frequently irrelevant, and consists of dissertations on every other subject but that about which it is supposed to treat.

For this reason a little article, "What Is Coal?" appearing in the September number of the publication of the J. A. Mahlstedt Lumber & Coal Company, of New Rochelle, N. Y., is interesting, and may be worth using in other dealers' house organs. It is as follows:

"Quite interesting when you think of it, isn't it?"

"What? You don't know how coal is formed? Then listen.

"At the time known as the Coal Period large areas of low land were choked with vegetation, which dried at the bottom, but kept growing at the top.

"The plants partially decayed and the weight of the vegetation above pressed them closely together. Time passed and these areas were depressed and covered with sand and water. After remaining under water a long time, they were again elevated by some upheaval, and the sand became rock. Over this rock soil accumulated, and in the soil there flourished more vegetation similar to that previously destroyed.

"In time another upheaval sank this below the water and destroyed it. The pressure and heat brought about by these changes converted the vegetable matter into coal.

"Sounds simple, doesn't it? Almost makes you think you can take a few ferns, a little sand and a bucket of water, and go out in the back yard and make coal; but it isn't worth the trouble when you can buy Mahlstedt's Guaranteed Coal at a few dollars a ton."

Determining Truck Sizes.

One of the important questions connected with the installation of a truck or trucks in a coal yard is determining the proper load capacity to specify.

The character of the business and the number of trucks to be used will probably have a good deal to do with determining what the best combination would be.

For a yard with but one truck, the two-ton size would doubtless be the most practicable, inasmuch as most of the orders admit of delivery in two-ton lots. Even the regular business, consisting of single loads during the consuming season, is largely two-ton orders. Besides, as most of the horse-drawn equipment is likewise of the two-ton variety, that would seem the natural unit to use in changing over to motor power.

When the dealer finds it possible to install more than one truck, however, he should consider the question of using larger sizes. For long hauls such a truck can make the best possible showing, and when orders of considerable size are being filled, the big truck can dispose of them in such a short time that any other method seems foolish.

A big yard in an eastern state has three trucks. Two of them can carry two tons apiece, and the third will handle five tons. The first two take care of the small orders, while the big fellow simply eats into the coal pile and gets rid of the large orders, which ordinarily tie up smaller equipment for such a long time that all other work is interfered with. Of course, the bigger the truck, the greater the investment; but the showing made on the money tied up makes the proposition well worth while.

Serving the Public.

"It has just occurred to me," said a prominent coal dealer, who has made a great many improvements in his yard, in connection with the handling and delivery of coal by modern methods, "that the members of the trade owe the public the best facilities that can be had. In other words, it is up to us, as coal dealers, to install equipment that will enable us to handle our coal at a minimum of cost and in the least possible time, so that we can sell it at the lowest possible price and deliver it with no more delay than absolutely necessary. If we fail to do this, the price charged for coal may represent our actual costs, plus only a moderate profit, and some members may even lose money at the price; yet if the selling price could be lowered by use of better methods and more up-to-date equipment, it would be the duty of the trade to provide these things. We owe them to the public."

According to the reports made to the Bureau of Mines by State mine inspectors 135 men in all were killed in and about the coal mines in the United States during June, 1915, as compared with 190 during June, 1914. If seven fatalities in June, 1914, for which there are no comparable figures for June, 1915, be deducted, the figures become 135 for June, 1915, and 183 for June 1914.



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Duluth's Figures.

Statistics just received from Duluth show that the receipts of anthracite coal up to the 1st of September were 993,220 tons. This compares with receipts for the corresponding period of last year of 959,400 tons. This shows that anthracite shipments made a gain of 23,820 tons.

Up to September first, this year's shipments of bituminous coal to Duluth were 3,811,945 tons. This compares with shipments to the corresponding period of last year of 5,094,100 tons. This shows a loss of 1,282,155 tons.

Total shipments to Duluth, up to September first, were 4,805,165 tons. This compares with shipments for the corresponding period of last year of 6,053,500 tons, or a loss of 1,248,335 tons.

The total figures show that falling off in bituminous was heavy enough to overcome the small gain in anthracite shipments and still show a reduction in the total volume of 1,248,335 tons. In these days, when we are accustomed to talk of coal production and coal consumption in so many hundreds of thousands of tons as though they were baskets of coal, that figure does not sound very large. Yet, after all, a million and a quarter tons of coal is quite a pile. To have one of the major ports on the upper lakes show a falling off of that amount gives the coal trade quite a job if it is going to make up that shortage before the year is out.

In this connection, it must be remembered that the lake season has only about two months and a half to run. Making up a million and a quarter tons of coal in that time means that the normal amount must be moved, plus about 500,000 tons a month. With cars short, with the docks filled with coal, with the upper lake railroads busy hauling grain and hence not able to move much coal away from the docks, it does not seem altogether likely that this shortage is going to be made up.

Of course, there is this one offset. Many docks have quite a lot of coal held over from last year. The held-over coal may to an extent make up the shortage. However, the amount of coal moved by lake last year contemplated a normal winter and less than normal business activity. If we have a very cold winter, which is prophesied, and if we have the revival of business, which is also prophesied, the northwest situation may be none too easy.

The immediate point, in connection with the northwest figures, is not that we treat of one distributing district alone, because it would be comparatively easy to satisfy even a great shortage in one city. The fact is that Duluth figures are representative; that is, there is a coal shortage everywhere. That general shortage averages fifteen or twenty-five per cent or more, even as the Duluth figures show a shortage of fifteen or twenty per cent. While making up the shortage at Duluth, which the mines must do, they must at the same time make up a similar coal shortage in other places.

But, in the other places, there is no storage coal to rely upon. Elsewhere, the storage piles have been stripped down about to the planking.

Everything considered, the fuel situation for this winter is not encouraging for the consumer. It certainly is not encouraging when the growing car shortage is taken into consideration.

About the Weather.

This year the weather has been playing tricks upon all of us. We all started away on our vacations and immediately we did the heavens opened and poured down a flood. We sloshed around for the days of leave in water and mud and finally, when our time was up, returned to work to find the weather as near perfect as the summer has offered.

After that experience, we hoped for a few good week ends. But, alas! Saturdays and Sundays were dismal and generally the rain fell. When Monday came and we had to go back to work, the weather was fair and fine.

The farmer had about as disagreeable an experience. He put off hauling his grain to town for days and days during which it rained. Then came a warm spell when the roads dried up. He started to town with his grain, expecting to haul home a supply of coal. He got as far as town when another shower came, making the roads too soft to haul the coal; he was pleased if he got home with his empty wagon.

And yet, while the summer was cold, it was not cold enough to make people interested in buying their winter's supply of fuel. The one thing they were most interested in was getting rid of the surplus

fall of water and fighting the mosquitoes. Thus the weather has played tricks all summer on the individual and on the coal trade.

Now that fall is coming, we are wondering what the beastly thing is going to do next. Since there has hardly been a warm week in the whole season, it would be characteristic if the utterly perverse weather should turn warm and supply an open fall and thus postpone still further the buying of domestic coal.

No, the weather this summer has not gotten upon our nerves. It has not turned us into sour pessimists. We are not prophets of evil. Instead, we are merely commenting appropriately on the weather. We are wondering what is going to be the situation this fall. Indications so far in September are that "Indian summer" will be all the summer we are to have this year.

A Tip to Mr. Walsh.

The papers say that Frank Walsh, chairman of the Federal committee on industrial relations, is about to report on the Colorado mine strike. His will be about the seventeenth or eighteenth report made on that subject, so another one or two will not matter much.

If not too late, there is a matter which we would like to call to his attention as bearing upon the tenor of his report. In the Colorado labor dispute he is going to have to consider the United Mine Workers of America as an organization; he cannot report upon the Colorado strike unless he does.

Mr. Walsh is inclined to glorify all unions and to villify all capitalists. Therefore he is likely to glorify the United Mine Workers of America in his Colorado report. He probably thinks that he has good reason for doing so, because John D. Rockefeller, a capitalist, is at least a suppositious opponent of the mine workers.

Before he goes too far in making little, or even imaginary, tin gods of the mine workers' officials, we wish he would inquire into a recent incident in Arkansas. There the United Mine Workers had a brush with the Bache-Denman Company. Mr. Bache, who set out to break up that union, may not be the most discreet man in the world. Nevertheless, he is neither a Rockefeller pawn nor a frenzied financier in his own name. In fact, he is now bankrupt. We do not say that the officials of the United Mine Workers did it or even that any members of the union are guilty. It is true that properties of the Bache-Denman Company were burned down and in some rioting several persons were killed. No one in that territory except union adherents had any reason for committing the crime.

There was a case of both murder and arson.

Although the Arkansas incident is similar to those in Colorado, we do not say that there is any direct relation between the two. We do not say even that a policy of the union is thus exposed. We only suggest that Mr. Walsh, a public official, might do well not to become too enthusiastically in favor of labor unionism until the obvious suggestion is out of the air. His report, otherwise, might convict him of bias.

The Wholesaler's Credit.

In many respects, the coal operator is in the debtor class. Often he mines coal on a royalty basis. Therefore, he is in debt to the landowner for even the coal which he works. Many times he buys machinery and pays for it in installments. Therefore he is in debt to the machinery manufacturer for the things which he uses in mining coal. Again, the operator relies upon the bank for cash to meet his pay-rolls and other obligations. He is thus depending upon others for his money. In these three major respects the operators are in the debtor class, to say nothing, of course, of the obligation which the average operator owes to the owners of his bonds and the holders of his stock.

It is about time, it seems to us, that those who are lending money to the coal operators should take some steps to make sure that they are going to get their money back. The bank, for example, should insist that the operator run his business at a profit. If this is not done, the banker should call the loan. The credit man of the bank can have a tremendous influence on coal if he only has the courage to insist upon his right as a money lender.

A bank, we will say, has loaned money to a coal operator to meet his pay-rolls, et cetera. The credit man should make sure that the coal produced by that company is being sold at a sufficient profit to assure that the principal and interest are going to be paid or his first duty to the bank is to advise the officers to call that loan.

We are convinced that many operators accept the current prices on coal because they know that they are not going to get into trouble with the bank if they make no money for a while. They say that they cannot get a better price, but are conscious often that they are not making the best effort to improve conditions. Influenced by today's condition, rather than by a long-time policy, they yield a trifle too easily to the buyer's suggestion that they make a cut. If they knew that they had to get a profitable price or have their loans called, the operator would soon find a way to get a profitable price. In this connection, there is this to be said: Not enough mining companies are independent of the banks to overturn the program if the banks insisted upon a profitable price as a basis for loans.

In the same way, the land owner and the machinery producer could refuse to let their material be used unless the product was going to yield such a profit as would insure that their bills be paid. The machinery manufacturer, for example, could say:

"You are wearing out my machine, but are not getting enough for your coal to make sure that you will be able to pay my bill. Therefore, I am going to take my machine out of your mine."

The land owner could say:

"You are digging up and shipping away my coal. Yet you are not getting enough for it to assure me that I am going to be paid. Therefore, you may mine no more of my coal."

That is to say, there are a great many ways of stopping the orgy of price cutting which has prevailed for quite a while. This can be done without damage to anyone

and without forming any trust or entering into any trust agreement. The only thing necessary is a few courageous men to say:

"You may go to war with your own capital and munitions all you please, but you cannot carry on your war with things which belong to me."

Who Makes the Money?

Every coal man is convinced that we are going to have, pretty soon now, a shortage of coal. Every railroad man knows that we are running into a shortage of cars. What the railroad man knows about the car shortage explains what the coal man knows about the coal shortage. This is so because the coal shortage is going to result from the car shortage.

Both coal men and railroad men know that as a result of a coal and car shortage, we are going to have higher prices. Domestic coal that ordinarily sells for \$1.60 to \$1.85 will probably be selling soon for \$2.25 or \$2.50. Indeed, if prices do not rise above the latter extraordinary figure, it will be a surprising thing. Also, screenings which normally sell for sixty to seventy-five cents a ton in the fall and winter months are likely to rise to \$1.00 a ton or better.

These figures indicate that the coal trade is likely to make a great deal of money. It is very easy to make calculations as to how much this is going to amount to. For example, we will take a mine of three thousand tons a day capacity. We will say that the rise in price will be fifty cents a ton. That means that a three-thousand-ton mine will make clear profit over and above what is ordinarily made of about \$1,500 a day. Multiply that by the number of days that the coal shortage is likely to last and, as Ezra Kendall used to say, it looks like a season when "good gravy" will be overflowing in the bowl.

But no man in the coal business has ever seen this thing happen—except, of course, on the rarest of rare occasions. For example, a mine of three-thousand tons capacity does not produce, during the period of car shortage, three thousand tons; ordinarily it gets out fifteen hundred tons. Right there the profit is cut in two—assuming there is a profit.

However, this coal company, rather than being at liberty to sell all that fifteen hundred tons at a high price, finds that it is under contract to deliver to regular customers two thousand tons a day. The car shortage cuts the production down to fifteen hundred tons a day and it is short on its contracts about five hundred tons a day. There the profit disappears. Instead of an enormous profit of \$1,500 a day, the mine operator finds himself actually facing a loss because he has to get coal from somewhere to make good his contracts.

Who, then, in time of car and coal shortage, with extraordinary prices ruling, makes the money? Who gets the "good gravy"? In the first place, the amount of velvet is vastly overestimated. In the second place, what there is of it usually goes to the small, inconsequential mine with coal so poor that ordinarily it cannot be sold, or it goes to the jobber who has been able to pick up a few cars of coal from scattered sources at a low price.

In other words, the high prices in coal are mostly fictitious. They apply on a very small volume of business.

Matter of Credit.

It will be conceded at once that a man's credit standing rests as much on his ability as on his willingness to pay. In other words, a man might be most willing to pay, but if he hasn't the money, he cannot fulfill his obligation.

It will be conceded also that a man has not the ability to pay unless his business is profitable and his collections are being made.

Under these two circumstances, the credit man for a wholesaler or a producing company should take into consideration the profitableness of the prospective buyer's business and all things which relate thereto. For example, if the credit man finds that a retailer is engaged in a price war with his neighbors, he must make an entirely new cast of that man's credit standing. The dealer may have been for years one of the most upright business men in his community. He may have paid his bills promptly and shown every disposition to be fair. However, the price war changes his whole business complexion. It does not change his character, but it does alter his ability to pay.

That is, when his warring spirit is aroused, he may sell his coal at cost or even at less than cost. He has set out on a campaign for tonnage and the chances are that he will extend credit to persons who can not pay up promptly or who may not pay at all. Such things happen often in such insane wars. In other words, he has gone to war with his neighbors, and the purpose of that war is to prevent the other fellow from getting any business at all. One expression of such a war is to dissipate revenue. Another expression of it is to become lax in the matter of credit. These two things undermine the whole business standing of that retailer. As a natural consequence, they must change his credit standing.

Until the dealers straighten out their local difficulties and begin to do business on business principles, it is clearly the proper attitude of the credit man of the operator to refuse to extend any credit to any price-cutting dealer. As a matter of fact, such is the only stand which any credit man can take.

The producer should let the retailers know that they can go to war if they want to and can fight among themselves all they please, but while they are at war they must pay cash for the coal. In other words, the operator should take the position:

"If you want to fight, do so with your own munitions and not mine. If you want to fight with mine, you must do the way the United States is compelling the warring powers of Europe to do—pay cash for what you get from me."

We are of the opinion that if retail price wars were conducted solely with the retailer's own cash, there would be fewer price wars. The thing that keeps most of them alive is that they are fighting not with their own capital, but with the coal forwarded by the operating company. The most effectual way to stop it is to demand that coal be paid for before it is given away.

News Local to Chicago.

J. F. Emmet, general sales agent of the Central Coal & Coke Company, Kansas City, Mo., was in Chicago this week for a few days.

The Bickett Coal & Coke Company report the appointment of Lee Abbott as Minneapolis sales agent, succeeding Mark Wentworth.

Frank Browning returned this week from a trip to the Twin Cities. He reports dealers fairly well stocked in the northwest, but very little coal has been put in consumers' bins.

Clark Roberts, of E. L. Hedstrom & Co., in the Marquette building, is away on a short vacation which he is spending at his summer place at Angola, N. Y.

The Buchanan Coal Company has appointed F. E. Barthelme manager of their Minneapolis office, succeeding James Rend, who has returned to the Rend Coal & Coke Company.

N. S. Parrett, for many years in the retail coal business at Urbana, Illinois, has sold his yard to Brownfield & Turner, who now conduct two yards in that city.

George B. Harrington, president of the Chicago, Wilmington & Franklin Coal Company, has been on an eastern trip for ten days. The offices of the company in the McCormick building are being completely remodeled.

T. E. B. Siler, of Charleston, W. Va., while in Chicago this week, said he looked for a good market for West Virginia coal for the next six months. The foreign demand taking the surplus tonnage, coupled with a car shortage and a scarcity of labor, all indicate higher prices.

Paul James, who was until recently representative of the C. G. Blake Coal & Coke Company, with headquarters in the Lytton building, but who resigned, effective August 1st, has been persuaded to abandon his intention to retire to his Virginia farm and is now representing the Pocahontas Coal Sales Company in Virginia and the Carolinas.

James F. Callbreath, secretary of the American Mining Congress, will be in Chicago the latter part of this week and the first of next, stopping off here on his way to San Francisco where he is to complete arrangements for the annual meeting of the congress and especially for the banquet which is to be given by the congress to Van H. Manning, the new director of mines.

Rush C. Butler, the attorney who has represented the coal trade on a number of important occasions, will go with the Chicago party to San Francisco to attend the meeting of the American Mining Congress. He will deliver an address on the federal control of the coal industry, a subject which he has studied carefully in connection with his work on various governmental commissions.

Word comes from the northwest that Lowther R. Ferris, who some years ago was actively associated with the coal trade in Chicago, but who more recently has been connected with the Zenith Furnace Company, has formed the North Portland Coal & Dock Company and is going to handle eastern coal in Portland, Ore., getting his receipts by the Panama Canal route.

The committee of the Chicago Coal Merchants' Association is preparing a memorial for David Broderick, a member of that organization who recently died as a result of a lingering illness, at his home, No. 3649 Archer avenue. Quite a number of members of the association attended the funeral, which was held from St. Agnes' church on August 29th, and now the association is preparing to place itself on record as appreciative of Mr. Broderick's position in the retail trade.

Announcement has just been received over the signature of H. N. Taylor, vice-president of the Central Coal & Coke Company, that E. J. Knickerbocker, who has been assistant to the vice-president, has been promoted to the position of first assistant general sales agent of the coal department, taking the place of A. P. Moore, who resigned. It will be remembered that Mr. Knickerbocker was prominently associated with the coal business in Chicago for quite a while, being fuel agent for the Rock Island-Frisco lines, then with the O'Gara Coal Company, and later with the Monon Coal Company.

Van H. Manning, director of the United States Bureau of Mines, together with two of his assistants—Mr. Rice and Mr. Swift—will be in Chicago on Saturday of this week stopping off here

on his way to San Francisco where he is to attend several mining meetings. Arrangements are being made under the auspices of the Illinois Coal Operators' Association for some of the leading operators in the state to meet Mr. Manning on this occasion at the Union League Club where an informal luncheon will be held. C. M. Moderwell, president of the association, will be the official host and it is expected that those present will embrace the leading operators of Illinois and Indiana.

The party of coal men who are going to the meeting of the American Mining Congress at San Francisco will leave here on Tuesday evening of next week. As previously indicated, Carl Scholz, president of the congress, has been trying to get together a party that will fill at least one car, and maybe two, carrying coal men from this district and the east to San Francisco. The indications are that the party will take up two cars with perhaps room for a few more if any coal man decides at the last minute that he wants to go. The intention is to leave here over the Rock Island and spend part of a day in Salt Lake City and get into San Francisco Saturday morning. The memorial service for Dr. Holmes will be held on September 21st and that evening the congress will give a banquet to Dr. Holmes' successor, Van H. Manning.

Geo. W. Reed, president of the Lincoln-Springfield Coal Company, calls attention to a curious situation with respect to screenings. This time a year ago he and others were selling fine coal at thirty cents a ton at the mines and were apparently pleased to get orders at that figure. This year not a car-load of screenings so far has been sold for less than fifty cents, and even then for only a day at a time. This year the market is fifty to sixty cents, or twenty-five cents a ton higher than they were last year. Mr. Reed says there is no better demand this year than there was last and the supply is no less. The point of difference is that at this time a year ago if there was any free coal on hand it was very easy to assume that there was really more of it than there was. This year various statistical bodies are compiling information showing about how much free coal is being produced, therefore, it is no longer a matter of guess, the sales agent knows in detail the situation confronting him. The difference between an ignorant guess and the facts makes a difference of twenty-five cents a ton or more in the price of the coal.

By the death of William Hammerstroem, who died after a short illness September 2d, and was buried at Rosehill last Sunday afternoon, Chicago lost one of its progressive citizens. After a brief service at the home, No. 1255 Elmdale avenue, the body was taken to Rosehill chapel. Mr. Hammerstroem was a member of the Garden City Lodge No. 389, I. O. O. F., and for twenty-three years was grand treasurer of the Arbeiter Unterstutzung Verein. Born in Tueckhude, Pommern, Germany, in 1854, he came to America, arriving with his parents in 1858. At the age of twenty-one years he started in the coal business at No. 760 North Halsted street in a very small way. By persistent effort and hard work he succeeded in building up a wonderful business. In 1886 he purchased the rail yard of David Jamison at Clybourn and Garfield avenues and the St. Paul tracks, where he continued successfully until some years ago, when he re-

tired from active business. He achieved success, not by overreaching his fellowmen, or by any questionable means, but through honest industry, and he bequeathed to his family not only an abundance of this world's goods, but also the priceless heritage of a good name. Surviving him are the widow Minnie (nee Thilo) and two children, Hulda and George.

Coal Output in 1915.

The output of bituminous coal in the United States for the first six months of 1915 is estimated by C. E. Leshar of the United States Geological Survey to be between 180,000,000 and 190,000,000 short tons, the rate of production having been from 85 to 90 per cent of the average for the previous year. Thus the bituminous coal production during this six months' period has been considerably less than for the corresponding period in 1914, and is little, if any, greater than the output during the last half of that year. The rate of production this year decreased after January, reached low ebb in March and April, and is now on the increase. The states west of the Mississippi river, which in 1914 produced less than 13 per cent of the total, do not appear to have suffered from this decrease as much as the Eastern States—reports from certain districts in the west showing an increase over 1914. This is attributed to the increase in metal mining and smelting, and to, greater railroad activity. In the east the loss of bunker trade on the Atlantic seaboard and the slowness of the lake season have been only partly offset by the increasing coal exports. The recent activity in the iron business has been slow to affect the coal trade, although coke has gained considerably during the last two months and for the rest of 1915 the increased output should continue.

The anthracite producers have fared better than the soft coal operators, since it is estimated that the output of anthracite has fallen off only from 3 to 5 per cent below the average for 1914.

Anthracite Coal in 1914.

Pennsylvania produced 81,090,631 long tons (90,821,507 short tons) of anthracite in 1914, according to figures made public by the United States Geological Survey, the value of the output at the mines being \$188,181,399. This represents but a slight decrease as compared with the previous year, in which the record output of anthracite was attained. Anthracite is used almost exclusively as a domestic fuel, and fluctuations in the demand depend almost entirely upon the temperature during the winter. The main influence on supply is the amount of labor and the time lost by strikes. Labor was abundant in the anthracite regions in 1914, and almost 180,000 men were employed in the production of that fuel. Although there were a great many strikes and a large number of men were affected, the strikes were all of a petty nature and of short duration, 26,115 men, or about 15 per cent of the total, being involved for an average of 7 days each. A part of the decrease is accounted for by the fact that Canada imported almost half a million long tons less of Pennsylvania anthracite than in 1913.

Bids for and Contracts Let on Coal.

Bids were opened on September 4th by the Panama Railroad Company for 500,000 to 600,000 tons of coal, to be used on the canal for twelve months, ending September 16, 1916. There were fourteen bids, as follows:

	Price.	Tonnage.	Coal.	Delivery.
J. H. Weaver & Co.....	\$2.60	500,000	Colver	Philadelphia
B. Nicoll & Co.....	* 2.50	50,000	Belmont	Newport News
Corona Coal & Iron Company.....	3.85	100,000	Corona	Mobile
Archibald McNeil & Sons Co.....	2.89	100,000	New River	Newport News
Central Coal & Coke Company.....	4.25	200,000	Arkansas	Pt. Arthur, Tex.
			Semi-Anthracite	
Wm. C. Atwater & Co., Inc.....	2.60	300,000	Pocahontas No. 3	Lambert's Point
	2.64	300,000	Sewall	Newport News
B. Nicoll & Co.....	2.60	50,000	Cambria	Philadelphia
	2.53	.....		Baltimore
Crozer-Pocahontas Company	2.60	100,000	Pocahontas	Lambert's Point
C. G. Blake Company.....	2.75	120,000	New River	Hampton Roads
Willard Bros.....	2.84	100,000	New River	Newport News
				Sewall's Point
				Hampton Roads
Castner, Curran & Bullitt, Inc.....	2.90	600,000	Pocahontas	
			New River	
Pocahontas Fuel Company.....	2.85	600,000	Pocahontas	Hampton Roads
			New River	
Chesapeake & Ohio Coal Company.....	2.74	180,000	Admiralty	Sewall's Point
	2.72	105,000	Admiralty	Newport News
	2.79	120,000	Admiralty	Newport News
New River Coal Company.....	2.85	100,000	New River	Sewall's Point

*Subject to changed specifications.

Facts Which Determine Our Export Prospects.

The Export Situation.

Unofficial figures of exports of bituminous coal from the three principal tidewater exporting ports—Hampton Roads, Baltimore and Philadelphia—for the month of August, show shipments of between 990,000 and 1,000,000 tons. Official figures may make the total over 1,000,000 tons, which would make August the third month in succession to see export shipments in excess of 1,000,000 tons.

August shipments from the ports, as per figures now available, show:

Hampton Roads	628,995 tons
Baltimore	210,000 tons
Philadelphia	156,000 tons

994,995 tons

This compares with July exports, as follows:

Hampton Roads	712,995 tons
Baltimore	258,585 tons
Philadelphia	171,027 tons

1,142,567 tons

For the three months, June, July and August, our exports from the above-named ports have reached approximately 3,200,000 tons, or within 1,000,000 tons of the total exports for the entire twelve months of 1914. The fact that August shipments showed a decrease as compared with July does not necessarily mean a slackening of demand for export, but really an inability to secure vessels within the month for loading upon contracts that are as yet unfilled. As indicating the activity this month, Baltimore, during the first four days of this month, shipped 55,597 tons, eleven vessels taking this tonnage.

Reports at hand show a corresponding activity at Hampton Roads.

While no new orders of large tonnage are reported as being closed during the past week, some business has been secured, and inquiries from practically all of the countries to which we are at present exporting show a very healthy demand.

Inquiries for American coke for shipment to the Mediterranean as well as to South America, are becoming more frequent, and France is said to be inquiring for several lots, aggregating about 50,000 tons for early shipment.

It has been known for some months past that Castner, Curran & Bullitt, Inc., have enjoyed a good coke trade with some of their South American connections. Eventually it is believed, if vessel tonnage can be secured upon terms that will permit, American shippers will come in for a lot of coke business that Germany formerly supplied.

The Welsh Coal Situation.

Cable advices from Wales late last week indicated that the miners had been satisfied by the latest settlement made by President Runciman of the Board of Trade and had returned to work. A cable on Tuesday of this week stated that notwithstanding the settlement made by arbitration of last week between representatives of the Government, miners and the owners, fresh trouble has broken out over the employment of miners who are not members of the miners' federation. On that day 2,500 men struck because non-federation men were being employed, and it was stated that further trouble was feared.

Latest mail advices from Cardiff show that the restrictions made by the government on shipments to foreign countries are greatly retarding business. While licenses for exports are said to be made more freely than heretofore, it is stated that the procedure is so bound up with red tape formalities that delays of several days frequently occur, which causes both the shipper and the vessel owner a great deal of trouble.

Instances have been cited where a shipper has been granted a license for exports to a particular port, and red tape methods have held him up for three days before he could commence loading. Instances are named where Cardiff shippers have been fined by the Customs for loading without permission, who had elected to load and await the issuing of licenses. Shipments from Cardiff for the last week reported amounted to 351,748 tons, as compared with 161,267 tons in the corresponding week of last year, or an increase of 190,481 tons. This is the first time that the exports have shown an increase as compared with the corresponding period since the outbreak of the war, but it is stated that about a year ago business was practically at a standstill, except on Admiralty account, and that every effort was then being made to assist the government to the exclusion of every other interest.

France has shown an improvement, but the

biggest increase has been to South American ports, which took for the week reported over 28,000 tons. As regards prices, the market has been irregular with a tendency toward easier. Best and second Admiralties are still out of the market, being retained for government purposes. For ordinary qualities prices range from 24s to 25s, with slight reductions for inferior grades. Due to the accumulation in stocks of Monmouthshire coals, prices of these coals have eased. Best Black Veins are about 23s 6d to 23s 9d; Western Valleys, 22s 3d to 22s 9d, and Eastern Valleys, 21s 9d to 22s 3d. The small coal market has been on the decline with substantial concessions being made in order to clear up loaded wagons that have accumulated at the piers. Best bunkers are 20s and 20s 6d; ordinaries about 20s, and cargo sorts 11s to 12s per ton.

Hampton Roads August Exports.

Exports of bituminous coal from Hampton Roads for the month of August and destinations by countries, was as follows:

Country—	Tonnage
Italy	272,114
Argentina Republic	112,286
Panama	46,300
Brazil	39,076
Cuba	32,150
Uruguay	27,621
France	23,694
Greece	10,720
Spain	10,194
French West Africa	6,650
Jamaica	6,867
Danish West Indies	5,465
Cape Verde Islands	5,419
Barbados	4,500
Porto Rico	4,116
Portugal	3,993
Mexico	2,157
Chile	1,535
England	1,479
Ecuador	1,025
San Domingo	923
Azores	711
	628,995

Baltimore August Exports.

Unofficial figures of exports of bituminous coal from the port of Baltimore during August, 1915, are as follows:

Country—	Tonnage
Argentina	16,130
Sweden	36,714
Ecuador	6,018
Cuba	17,252
Colombia	2,570
Italy	79,906
Spain	8,741
Brazil	8,150
Egypt	10,299
Panama	3,123
France	5,400
Greece	4,407
Uruguay	3,335
Total	202,045

Several cargoes unreported will probably increase above by 10,000 tons.

Recent Coal Freight Charters.

Steamer Gaertis (Greek), Virginia to River Plata, coal, 34s, Sept.-Oct.
Steamer Maritime (Br.), Atlantic Range to San Francisco, coal, \$4.25, Sept.
Steamer ———, Atlantic Range to San Francisco, 7,000 tons coal, \$4.20, Sept.-Oct.
Steamer Roddam (Br.), Virginia to Montevideo or Buenos Aires, coal, 32s 6d prompt.
Steamer St. John (Swed.), Baltimore to Gothenburg, coal, p. t.
Schooner Iona Tunnel, Philadelphia to Cay Francis, coal, \$3.
Steamer Skogstad (Nor.), Norfolk to Havana, coal, p. t.
Steamer St. Theodore (Br.), Baltimore to Genoa, coal, p. t., prompt.
Steamer Luisi (Span.), Baltimore to Valencia, coal, p. t.
Bark Bruce Hawkins, Philadelphia to Yabucoa, coal, \$4.
Schooner Evelyn W. Hinkley, Philadelphia to Guayanilla, P. R., coal, p. t.
Steamer Erviken (Nor.), Baltimore to Rio Grande do Sul, coal, p. t., spot.
Steamer Belgier (Br.), Baltimore to Marseilles, coal, p. t., spot.
Steamer Warren (Br.), Baltimore to Buenos Aires, coal, p. t., spot.
Steamer Antonios Strathatos (Greek), Virginia to River Plata, coal, about 40s.
Steamer Aldersgate (Br.), Gantoise (Belg.), and Veerhaven (Dutch), Virginia to River Plata, coal, 34s, prompt.
Steamer Atland (Swed.), Baltimore to Stockholm, coal, p. t.
Steamer Bendew (Br.), Baltimore to Barcelona or Valencia, coal, p. t.
Steamer Primo (Ital.), Baltimore to west coast of Italy, coal, p. t.
Steamer Doonholm (Br.), Virginia to west coast of Italy, coal, about 41s 6d, Sept.

Export Trade Briefs.

Consul L. J. Keena of Valparaiso, Chile, writes that official figures of the imports of coal and

coke into Chile for 1914 are now available, giving the amounts for the individual countries from which they were received. The coal imports by countries, in metric tons of 2,204.62 pounds, were: Great Britain, 527,576; Germany, 46,157; Belgium, 17,208; Holland, 2,621; Australia, 516,889; United States, 143,404; India, 3,704; total, 1,257,559.

The coke imports were: Great Britain, 9,588 metric tons; Germany, 20,031; Belgium, 4,647; Holland, 4,040; Australia, 6,720; United States, 1,885; total, 46,911.

At a recent meeting of the Cardiff Chamber of Commerce, T. E. Watson, the president, referred to the price of coal (limitation) act. He said: "When the authorities were increasing labor costs by adding to the wages of the men, they passed a hasty and ill-considered measure limiting prices at which owners might sell for home consumption. This was done without giving the local colliery owners any opportunity of stating their position, but the act caused no obligation of the owners to sell at any particular price, and the government then attempted to remedy this defect by an order prohibiting exports except to British possessions. When a deputation has pointed out the unfairness of this, the government agreed to grant licenses if the coal owners formed among themselves a mutual scheme for giving an adequate supply for home consumption, and such a scheme is now in preparation." He described the *modus operandi* for the granting of licenses as being full of "red tape of obstruction."

According to the *Colliery Guardian* of London in its issue of August 27, Russell Rea, chairman of the Coal Exports Committee (of London) has made answer to some comment upon the condition with regard to the issue of licenses for export. He states that the apprehension of increased difficulties to shippers of coal are groundless; that exporters will consign their cargoes to responsible agents as heretofore, and that upon this shippers' will incur no additional responsibilities, and that the limitation of exports is designed, as has been previously announced, to ensure sufficient supplies for the home market; and one idea mooted is that the trade should organize for export purposes and avoid competition between merchants. This is the old idea of D. A. Thomas, brought out in his pamphlet published a few years ago; that gentleman, who is the chairman of the Cambrian Combine, and now at work in America on behalf of the Munitions Department, having compiled statistics and worked out fully a scheme whereby competition between coal owners should be restricted, and the highest price gained for export, rather than that the present system of competition, with consequent reduction of price, should be continued.

Latest Cardiff advices show that prices of patent (briquet) fuel are rather easier in sympathy with the decline of small coal, best grades offering at 34s 6d and second qualities at about 2s 6d less. It is reported that about 30,000 tons of fuel for the French railways have been placed, the price believed to be about 27s per ton.

Welsh coal merchants have taken decisive action altering the system of credit hitherto operating in the export trade of coal. At a meeting of exporters and sales agents, held in Cardiff on July 22, the proposal which was mooted a few weeks back came up for further discussion. Terms that have been prevalent were—net cash at thirty days, or cash against invoice, less one-half per cent, at the option of the seller; and the greater part of business has been on the latter basis. The new terms will not come into operation until January 1, 1916, so that practically six months' notice is given of the change, and they will be—net cash at fourteen days, or cash against invoice, less one-half per cent, at the option of the seller. It was decided by a majority that this change in conditions of business should be made, but there were opponents who argued that this was not the time to make such a difference, and that after the war an extension of credit might be necessary. On the other hand, it was contended that had fourteen days instead of thirty, been the practice at the outbreak of the war, the amount owing then to Cardiff firms would have been half of what it was; namely, one and a quarter millions sterling; and that after the war the giving of credit would be more risky, the general financial position being less stable. It is considered that the alteration will advantage larger firms as against the smaller men, who cannot command so much capital.

General Review.

The Car Shortage Which Is Growing and a Good Demand for Steam Coal Strengthen Prices.

The national coal market has developed a genuinely good tone in the last week. Things which were only an indication a week or ten days ago are now developed facts in connection with coal and the fall trade can be said to have gained its stride.

For example, last week there was the first suggestion of a car shortage. This week nearly every market reports that the railroads are having more or less trouble to move both the coal and the grain which is now trying to reach its market. The trouble now, as then, is more a shortage of locomotives than of cars and more the congestion of tracks than anything else. In other words, the carriers are beginning to reap the harvest for which they had sown for the last three or four years and are not now equipped to handle the rush of business that is being offered.

All summer there has been talk about the possibility of a labor shortage at the mines. In some districts this is not felt at all. For example, in parts of western Pennsylvania and in Ohio where the miners are residents of long standing, the shortage is not being felt. However, in the newer mining districts which have been depending on foreign labor, the shortage is caused by both the return of foreigners to their countries and the failure to get in new men. Recently the emigration of Italians has been extremely heavy. The labor shortage is curtailing production and this is having an influence on prices.

In the third place exports of coal in August for the third successive month reached the attractive figure of one million tons. Indications so far in September are that this will be the record month of all time in the matter of coal exportations. This naturally subtracts from the volume of coal available for home consumption.

Reports touching the lake trade do not agree altogether. One thing seems reasonably accurate, which is that the upper lake docks are pretty well crowded with coal, but the movement to the interior is slow. At the same time shipments have fallen short about fifteen per cent as measured by those of last year and there is a belated movement to try and make up the shortage. Some districts report heavier shipments to the lakes, others only a moderate increase. One thing is reasonably sure, which is, instead of the lake coal movement having been completed by the end of September, as has been the case in recent years, it will continue through until the close of navigation early in December. This will likewise subtract from the volume of tonnage available for the all rail trade.

Another definite influence is the buying of coal by retailers for delivery to the householders. The shortage there is quite marked as compared with other years, amounting as a minimum to twenty-five per cent. Coal now going to retailers is in larger volume than at any time for several years, and the buying movement continues despite the fact that prices are twenty-five cents a ton higher than they were in July.

The best indication perhaps in the whole market is the strength of steam coal prices. Hardly any market but reports a rise of five cents a ton on mine run coal and in some places this amounts to as much as fifteen cents a ton. In the east, slack coal prices are stronger by far than they have been for a number of years at this season and there seems to be a great shortage. This is explained in that district by the concurrent buying of both the stoker equipped steam plants and the coke ovens. In the west the screenings prices are on the average twenty-five cents a ton higher than they were this time a year ago. This is accounted for in major part by a better demand recently expressed. This is taken to mean by those who have studied the situation broadly, that the improvement in the business is not dependent altogether on orders from foreign buyers for war material, but that we are beginning to have something like the return of prosperity to this country.

Bearing upon this same point, the coke business has been growing in strength for the last month. Coke is now quite strong, especially

those sizes which go to the metallurgical industry. If one were to judge by the Pittsburgh district alone, he would conclude that this demand came from the steel mills which are making war munitions. However, the demand for coke in the west is equally strong and there it is not from furnaces, but from foundries. This means that castings and machinery parts are being made, which indicates an improvement in internal business.

Chicago Market.

The Buying of Domestic Coal Is Fairly Active and Screenings Are Unusually Strong.

Office of THE BLACK DIAMOND,
CHICAGO, September 9.

The demand for coal is not the same this week as it was last in character, but in volume it shows no falling off. Last week the indications were that the heavier buying of domestic coal was dictated by the belief that cold weather had come to stay. This week the demand is quite as heavy, but the weather is warm, hence the explanation of the accumulating orders is that the retailers have begun to store some coal. At any rate, for western coal especially the demand is quite active and the coals are sold up for ten days or two weeks ahead at the advanced circular price.

The best indication, however, of the market strength is the price being paid for screenings. At this time a year ago, medium grade screenings were selling for thirty cents a ton. They sold at that price all through September. Today the same screenings are selling for fifty-five and sixty cents, the former being the bottom figure.

In several directions the car situation is becoming bothersome and in all districts the supply is tightening up. The difficulty as heretofore noted is not mainly the absence of cars, but the shortage of motive power.

Anthracite demand has picked up considerable within the week. It was fairly strong last week but it is even better today. The market would not absorb a flood of coal such as the mines might be disposed to move now before the eastern car situation gets tight, but it is taking all offerings without much difficulty since these offerings are modest.

The smokeless coal situation is a trifle better than it was. The market is firm because the supply is not quite equal to the demand. This is so because the operators have not shipped any free coal in here to speak of, most of the movement being on contract. There is a little demand for spot coal and that makes the market strong. No one would vouch for the situation if a different policy were adopted by the operators and if the shipments increased heavily. Lump and egg in the country is firm at circular price of \$2.25. There is always a very small demand for that coal in Chicago and just now that seems to be over stocked so that the prices now in the city are easy. The prices up to Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.45	\$1.40
Lump and egg.....	4.05@4.30	2.00@2.25

Somerset county mine run has been selling to the trade at prices ranging from \$1.15 to \$1.25. The demand has been only fair and the market has been prevented from breaking by keeping unsold coal off the market. Lump and egg are fairly good in the country and easy in the city and the prices range all the way from \$1.65 in Chicago to \$2.00 for the better grade coals outside. Prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.20@3.30	\$1.15@1.25
Lump and egg.....	3.75@4.05	1.75@2.00

There is some talk in an advance in the Hocking coal price before the end of the month. The home demand has been rather heavy of late and as known, production there has been curtailed. Lake trade is beginning to take a little coal and the western market has been absorbing more than has moved in this direction all summer. The operators think that prices will be moved up to \$1.60 and a circular to that effect will be issued. In the meanwhile the prices up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.15	\$1.50

Splint coal situation has not changed materially within the last week. Some lots of coal got up to demurrage and had to be sacrificed in order to move them, but in most cases the minimum is \$1.15 and the maximum is better than \$1.30. The prices up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.05@3.15	\$1.15@1.25

Eastern Kentucky coal continues strong for reasons heretofore noted, namely, better demand at home, prospect of labor trouble all through the field and a better demand in the western territory. The prices up to Thursday were:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.40@3.90	\$1.50@2.00
Egg.....	3.25	1.35

Franklin county operators do not know just exactly how to explain the situation which has risen within the last week. A few of the larger mines are sold up on their domestic lump for the rest of this month. The others are ten days ahead. Egg and No. 1 lump coal are not in quite such a heavy demand, but still the market for them is strong. Screenings also are firm, the season of the year considered, at sixty-five to seventy cents. Many of the operators have to contend at times with coal sold as Franklin county at very much less figures than these quoted, especially on mine run coal. However, the competition does not seem disturbing. The prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.80	\$1.75
Egg.....	2.80	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.45	1.40
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.70@1.75	.65@.70

Now that Williamson county operators have advanced the prices to a figure where the operation of the mines is profitable, the old trick of substituting an off-grade coal for Williamson county has been resumed. However, the major operators are getting, according to their own circular, either \$1.60 or \$1.75 for their coal and most of them are sold up on the popular sizes for at least ten days. The mine capacity has not been increased recently to a large extent anyway and this has helped to keep the market firm. The prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.65@2.80	\$1.60@1.75
Egg.....	2.65@2.80	1.60@1.75
No. 1 washed.....	2.65@2.80	1.75
No. 2 washed.....	2.45	1.40

Saline county operators have had a good run of domestic orders for the last week and as a result they are comfortable as far as orders are concerned for almost two weeks. Screenings also have continued strong, the price being around seventy to seventy-five cents. The prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.80	\$1.75
Mine run.....	2.20	1.15
Screenings.....	1.75@1.80	.70@.75
1½-inch lump.....	2.35	1.30

Because Springfield operators are not producing and shipping coal unless they have an order for it, nearly all the markets are bare of free coal with the double result that prices are firm and the buyers are more inclined to do business than at any time in a number of years. Screenings have strengthened up about a nickel a ton within the last week, being quoted now firm at fifty-five to sixty cents. The prices up to Thursday were:

Springfield—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.47	\$1.65
Egg.....	2.47	1.65
Nut.....	2.47	1.65
Mine run.....	1.87	1.05
Screenings.....	1.37@1.42	.55@.60

Steam coals from Knox county are commanding a good sale, the market being active on those sizes and somewhat better on domestic coal. The market up to Thursday was:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.37	\$1.50
Egg.....	2.37	1.50
Mine run.....	1.87	1.05
Screenings.....	1.62	.75

Clinton coal is unchanged from figures quoted last week, but the volume of business is improving. The prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$2.27	\$1.50
Egg.....	2.07	1.36
Nut.....	2.07	1.30
Mine run.....	1.87	1.10
Screenings.....	1.42	.65

With foundry coke at top notch of demand and with the sale of domestic coke growing, that market is in first-class condition. The prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville.....	\$4.85@5.00
By-product, foundry.....	4.90@5.10
By-product, egg and stove.....	4.75
By-product, nut.....	4.75
Gas house.....	3.85@4.00

Pittsburgh Trade.

Big Mining Companies Are Doing a Good Business on Contract, But Small Companies Suffer.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., September 9.

The coal trade this week seems to have suffered a relapse, and to have resumed the comatose condition that it has been under for some time. Warmer weather is partly responsible for this, but if there is any one thing that stands out more conspicuously than any other in the business, it is the feeling of confidence that prevails among all producers as to the future. However, a diligent quest for orders, inquiries, or shipments fails to produce the thing sought.

The big operators are busy on contract deliveries, but the smaller ones are in a receptive mood and awaiting industrial demand, other than war products. In fact, it looks as though rather too much has been said and written about our export trade, and too little attention paid to domestic industrial problems. There has been as yet no revival of lake shipping—any coal that is moving in that direction being on old contracts or on a “chance” market. The fact that there is a surplus of free coal at the docks contributes to the depressed condition, and the lack of shipping orders.

“Labor Day” and its observance broke into the week, of course, though at the present time operators can spare a day and not complain of its after effects. At some workings, labor has been somewhat scarce and advertisements in the daily prints say that miners are wanted here and there by the fifties or hundreds. Yet with all the encouraging reports from the steel and iron industries, the claim that labor is scarce, and the general reports of prosperity, it seems very strange that a more decided showing is not made by the coal and coke industries. While the market for these products stands firm, the amount of business doing does not meet the expectations that reports from other lines would suggest.

Warmer weather again explains the slump in retail trade, but the fact was evidenced that home consumption was disappointed in not being able to fill bins, at mid-summer’s low prices, for there has been a steady hardening of prices all along the line.

The only special inquiry that one hears of today seems to be for slack. One order closed yesterday covered 5,000 tons Youghiogheny gas slack at seventy-five cents for September delivery, and it is reported that West Virginia slack is selling at that figure at lake ports, and scarce. One operator remarked this week that unless a better demand developed for screened coal he would begin crushing his product to meet the demand for fine coal.

In coke the shipments from the Connellsville region to Pittsburgh and points west showed a slight increase the past week according to railroad reports, and while the demand has not increased as would be expected, it is rumored that inquiry from several large eastern furnaces is out and that they are preparing to go into blast in the near future, and that the demand for furnace coke will increase accordingly. Coke prices have not shown the same firmness that coal has, but operators are still hopeful. Some off brands were offered in small spot lots, as low as \$1.15 and \$1.25 the past week for stocking, but \$1.60 is being quoted for spot delivery on furnace coke and from that to \$1.75, with foundry grades ranging from \$2.25 in some instances to regular grades at \$2.40 to \$2.65.

Pittsburgh News Items.

H. J. Reilly of Minneapolis has been appointed a mining engineer in the Bureau of Mines at Pittsburgh.

Capt. Alfred Hicks, a Pittsburgh coal operator, has made a contribution of \$20,000 to the Methodist church of Ducanville, Pa., to be used in the erection of a new church.

The Union Trust Company, further than organizing the “Union Coal & Coke Company,” have as yet taken no action regarding the operation of the properties of the Pittsburgh-Buffalo Company. There will be a meeting this week to discuss this proposition, and it is anticipated that activities will soon develop at the various mines, under the new ownership, direct or indirect.

Freight rates are always a source of trouble, no less for coal than other tonnages. Wednes-

day morning’s Pittsburgh Dispatch says: “Rail carriers and coal operators of the Pittsburgh district alike are vitally interested in the efforts that are now being made to effect an equitable adjustment of freight rates on the mine outputs of the several districts constituting this field, and particularly in the potential rates both to the east and west. A noteworthy development of the situation is the attempt that is being made by certain interests to constitute the entire Pittsburgh field a single zone of production and establish common rates therefrom—a plan which would make for simplification of the rate question, but would work to the disadvantage of certain sections. In a word, an average rate for the entire field would have the effect of penalizing the poorer grades of coal, and should it be adopted, a scramble for business would ensue inevitably in which the better coals with a lower mining rate would have a decided advantage. If, as has been proposed, a zone system shall be established, each with a fixed differential operating in both directions, individual markets would ensue automatically, and the differential would be the penalty for encroaching on others’ preserves.”

Twin Cities Trade.

MINNEAPOLIS and ST. PAUL, September 9.—(Special Correspondence.)—This is the week of the state fair in the Twin Cities, and in times past when the coal business was on a more active basis, marked the period when the fall activity commenced. The reason for this is not difficult to find. During state fair week, the railroad passenger travel is always enormous; freight trains are side-tracked to carry human loads, and transportation generally gets into a tangle. Immediately following the state fair the heavy movement of grain to market commences, and the tangle in transportation in past years has lasted until the mid-winter holiday season.

Thirty days ago it looked as if these conditions might be expected the present year. Today they are not quite so certain. Frequent rains have delayed threshing, and farmers who have threshed and can do so, are holding back their grain in preference to marketing it on a declining price basis. Receipts of wheat and other grains have been heavy in this market for the past week, but a great many farmers are now planning to hold back all their products that they can, believing the market will show an upward tendency later if the foreign wars continue. This is more than likely to lessen the immediate burden on the railroads and prolong the period of shipment so that the grain movement can be handled to better advantage. This is one feature of the situation. On the other hand there is a tremendous crop in the Dakotas and Minnesota, and possibly even with these advantageous conditions rail lines will have their troubles later on, which will assist in putting the coal business back to the basis that prevailed several years ago.

Demand for coal is somewhat more active, but there are many dealers in this territory who are only ordering as they actually need tonnage to meet current demand. Twin City retail dealers say that present demand compares very favorably with a year ago, and with the first nipping frost they anticipate they will have all the business they can handle. Prices on dock products remain steady. In the St. Paul trade, dock screenings are being offered to the steam trade at lower prices, and there is some demoralization in that direction. Some Hocking screenings, it is reported, have been offered during the week at \$3.50 for wagon delivery, which is fully 50 cents below the circular price.

In the Indiana and Illinois trade there are no noteworthy changes. Prices hold to a steady level, and there is an absence of free coal in transit. Southern Illinois screenings are the weakest item, ranging at fifty to sixty cents f. o. b. mines. Demand for domestic sizes is not heavy.

Prices current on coals sold in the Twin City market are as follows:

ANTHRACITE.			
	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul	
Grate	\$6.60	\$7.80	
Egg	6.85	8.05	
Stove	6.85	8.05	
Nut	7.10	8.30	
Pea	5.50	6.70	
Buckwheat	4.00	5.20	
BITUMINOUS.			
Splint, screened lump and stove.	\$3.30@3.40	\$4.26@4.36	
Splint, dock run.....	\$3.10	\$4.06	
Hocking, screened lump and stove.	3.30@3.40	4.26@4.36	
Hocking, dock run.....	3.00	3.96	
Youghiogheny, gas, lump and stove	3.30@3.40	4.26@4.36	

Youghiogheny, gas, dock run....	3.10	4.06
Pittsburgh vein, lump.....	3.30@3.40	4.26@4.36
Pittsburgh vein, dock run.....	3.00	3.96
Pocahontas, screened lump or egg	4.75	5.71
Pocahontas, screened lump and egg mixed.....	4.50	5.46
Pocahontas, mine-run	3.25	4.21
Cannel, lump.....	5.25	6.21
Smithing, bulk.....	4.25	5.21
Smithing, in 100-lb. sacks.....	6.00	6.96
Briquets, anthracite.....	5.00	5.96
Briquets, smokeless.....	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks.....	\$1.65@1.75	\$3.85@3.95
Southern Illinois egg.....	1.65@1.75	3.85@3.95
Southern Illinois No. 1 nut.....	1.65@1.75	3.85@3.95
Southern Illinois No. 2 nut.....	1.25@1.40	3.45@3.60
Southern Illinois No. 3 nut.....	1.10@1.25	3.80@3.45
Southern Illinois run of mine...	1.15@1.25	3.35@3.45
Southern Illinois 2-in. screenings	.60@.70	2.80@2.90

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

Birmingham Trade.

BIRMINGHAM, ALABAMA, September 9th.—(Special Correspondence.)—The domestic trade shows more strength than for some time past. Sales agents say that a good buying movement has set in. More buying by retail yard men from outside the district is noted. Good buying by local consumers who buy in carload lots has begun. One of the large mining companies has secured sufficient tonnage as to announce a withdrawal from open market for domestic coal indefinitely. It is anticipated that the distinct tonnage will make up for the shortness of sales, which has been the state of trade most of the year. Domestic trade is more satisfactory than for many months.

The steam trade shows no such progress as domestic coal, but indications in some directions point to better trade being produced within the next few months. This is especially true in regard to the Warrior River movement. The Tennessee Company has secured such satisfactory business in this direction that with its own supply to meet has withdrawn from the open market for an indefinite period. Most of this tonnage will be used for bunker business at New Orleans.

Two other large producing companies are making arrangements to ship down the river. The DeBardelaben Coal Company announces that it will be ready by October 1st to ship bunker coal to New Orleans. The Empire Coal Company is rapidly perfecting arrangements to ship bunker and steam coal to both New Orleans and Mobile. The bunker coal trade for New Orleans amounts to about 600,000 tons per year.

It is an assured fact that the four companies using the river will get a large per cent of this business. It is very probable that at least half of this trade will be from Alabama mines, which has not been the case in the past few years. Coking coal is being mined with large tonnage showing up. The demand for this grade of coal is still on the increase, as two more furnaces are announced to blow in shortly. The total number of furnaces in blast is now placed at twenty-six, which is about eighty-five per cent of furnaces of the district.

Ninety-five per cent of the iron makers of the district use coke and with every furnace which is put in blast the demand for coke coal is augmented.

September prices are:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Cahaba fancy lump.....	\$2.75	\$3.00
Cahaba No. 2 lump.....	2.50	2.80
Red Ash Cahaba No. 2 lump....	2.50	2.80
Red Ash Cahaba lump.....	2.75	3.05
Red Ash steam size.....	1.20@1.35	Frt. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40	1.50@1.80
Black Creek—		
Fancy steam lump.....	1.75	2.05
Mine run.....	1.35@1.40	Frt. rate 30c
Washed nut	1.75	2.05
Washed steam.....	1.35@1.60	Frt. rate 30c
Jefferson Seam Steam Coal—		
Mine run.....	1.15@1.25	Frt. rate 30c
Walker County Domestic—		
Carbon Hill lump.....	1.70	2.00
Carbon Hill egg.....	1.60	2.00
Horse Creek mine run.....	1.00@1.20	Frt. rate 40c
Genuine Corona—		
Lump	1.85	2.25
Egg	1.75	2.15
Steam sizes.....	1.25@1.35	Frt. rate 40c
Shelby County—		
Montevallo domestic prices ranging from \$2.75 to \$3.00.		
Blacksmith coal, washed and screened, per ton, \$2 to \$2.25 at mines.		

Cincinnati Trade.

Rain followed by hot weather has put the coal business "on the blink." The rain prevented domestic delivery for several days. The hot weather caused the buyers to lose interest in coal. Consequently, every letter from traveling salesmen says "the weather is bad and business is rotten."

Still, demand for domestic coal is increasing slowly, while an increasing number of coal operations are being hampered by a scarcity of coal cars. This scarcity is not felt to such a degree in the Pocahontas and New River fields as in the splint districts. In the smokeless fields the cars are rushed to the seaboard with "loads" and promptly dumped of late, and the empties are rushed back. This causes the cars on the Norfolk & Western to be easier. The splint operators, however, have to scatter their cars in every direction, making it a slower job to have them returned. Some of the operations have had to close down two days in the past week from lack of cars.

The labor holiday, Monday, curtailed the production somewhat and relieved the market of a considerable weight. It also decreased demand for steam coal at the industrial plants. The situation was about as broad as it was long. The net result, however, is believed to be beneficial to the market. One operation has lost seventy-five Italian miners in the past two weeks because of the exodus home to aid in the big war. Another lost thirty. The man who says that the European war has had no effect on labor at the mines is misinformed. In the past six weeks Italian Consul Charles Ginnocchio of this city has passed the equivalent of an entire regiment of 1,200 men forward to the front in Italy, most of the men being drawn from the West Virginia mining region.

Prices are holding well. Cincinnati operators have been notified that Chicago dealers are holding their September schedule well in hand and they are feeling much better over the situation. This refers principally to smokeless mine run. Other grades are holding fairly well and this is causing a firm market together with the revival of lake demand in the past few days.

Splint prices are not as stable as the smokeless prices although there was some evidence last week that they probably would be stiffer in September. This is not quite the case for weather reasons given above, and splint dealers are not so sanguine as they were last week.

Cincinnati Trade News.

J. R. Thomas, president of the Carbon Fuel Company, is a visitor in the city this week.

H. P. Jones of the Jones-Parsons Company, Barnabus, W. Va., was a visitor in the city among coal men in the past week.

Arnold Gerstell, of Percy Heilner & Son, stopped off a day at the offices in Cincinnati on his way home from the mines to Philadelphia.

John Laing, president of the Wyatt Coal Company and allied companies, spent several days this week in the offices of the company here.

At Gallipolis Monday the completion of Lock No. 26 in the Ohio river, at that city, was celebrated with a parade and addresses by distinguished citizens.

L. H. Stone, Cincinnati representative of Jewett, Bigelow & Brooks, has made application for membership in the Chamber of Commerce to be assigned to the Cincinnati Coal Exchange Branch of the Chamber.

F. W. Diebel, Detroit representative of the Pocahontas Coal Sales Company and the Glen Alum Fuel Company, traveling Michigan for these companies, was a visitor at headquarters a few days this week.

William France, representative of the Algoma Steel Company, of Sault Ste. Marie, Mich., stopped off in the city a day last week as he was passing through on his way to New York. He visited a number of friends in the coal business here.

Herbert Black, vice-president and general manager of the Reliance Iron & Coke Company of this city returned this week from a business visit to New York City considerably encouraged at the evidences he saw in the East of returning business activity.

Quin Morton, president of the Imperial Coal Company of Charleston, W. Va., and of the Imperial Coal Sales Company of Cincinnati, has been confined to his room at the Sinton Hotel for over a week under care of a physician. He was taken ill Monday, August 30, of a complication of troubles brought on by a cold. He

has been able at times to dictate letters to his stenographer and even to step outside the hotel until lately his physician has advised him to remain in his room. It is hoped and expected that he will be able to return home in a few days.

Paul L. James, formerly representing the C. G. Blake Company in the northwest, has become connected with the Pocahontas Coal Sales Company and the Glen Alum Fuel Company as southern representative. Mr. James is a resident of Virginia and this arrangement gives him headquarters at home and territory not far distant.

Cincinnati officials of the Norfolk & Western Railway have been notified this week of a record coal tonnage dumped at Norfolk. In the twenty hours of one working day 45,560 tons were loaded. In August shipments from Hampton Roads were 1,561,284 tons of which the N. & W. furnished 790,860 tons, the C. & O. 467,147 tons and the Virginian 303,277 tons.

H. D. Davis has resigned his position of traveling salesman with the Blue Ash Coal Company, and the company has abandoned the northern territory in which Mr. Davis travelled, furnishing their patrons their coal through jobbers in that territory hereafter. Mr. Davis was formerly with the James Shanklin Company, and prior to that with Mr. Hinsch of the Hinsch-Briscoe Company.

Captain Charles J. Menges has gone from this city to Galveston to take the contract awarded him for replacing sea-going vessels wrecked and thrown inland by the great tidal wave of a few weeks ago, some of them being landed nearly a mile inland in the city. The Monongahela River Consolidated Coal & Coke Co., steamers and rigging are used by Captain Menges in the work. Captain Menges was formerly harbor master in Cincinnati for the Monongahela Company. Recently he was transferred to a similar position in New Orleans for the company, but was visiting in this city when called to Galveston.

The shipments of coal, in and out, as shown by the books of the Cincinnati Chamber of Commerce, were much heavier in August this year than they were in the month last year. Receipts for the months compared were: August, 1915—Bituminous coal, rail 1,035,156 tons, river 259,701, total 1,294,857 tons; anthracite, 528 tons; coke, 7,554 tons. August, 1914—Bituminous, rail 446,974 tons, river 76,591 tons, total 523,565 tons; anthracite, 74 tons; coke, 4,865 tons. Outshipments were: August, 1915—Bituminous, rail 1,003,228, river 13,916, total 1,017,144 tons; anthracite, 33 tons; coke 3,334 tons. August, 1914—Bituminous, rail 277,671 tons, river 15,539 tons, total 293,210 tons; anthracite, 248 tons; coke, 2,306 tons. The river was in much better shape for shipments during August this year than in the month last year. Kanawha shipments this year were restricted for about 3 weeks by the closing and repair of a lock in the river below Charleston.

Detroit Trade.

DETROIT, MICH., September 9.—(Special Correspondence.)—Conditions in the Detroit market continue generally favorable. Shippers seem confident that the improvement which has been a development of the last few weeks in the steam coal trade is likely to gain further breadth, bringing a gratifying expansion of business, unless some setback, now unforeseen, becomes a factor in the situation.

Most of the automobile plants and large industrial establishments of the city are reported to be showing a greater degree of interest in the acquisition of coal than has been apparent for some months. There is a more active inquiry apparently developing in interior towns of the state, through which the distribution of coal is made to agricultural sections. This is attributed in part to the progress of the threshing season on the farms and in part to a slightly improved condition of business in the smaller towns, which are sharing in the prosperity due to good crop yield in the surrounding country.

Though domestic coal is still rather difficult to sell, some of the shippers say indications are not lacking that a larger volume of buying will develop soon. Weather conditions, which always are an important factor in the local market, have been conducive to at least a moderate use of fuel to offset the clinging dampness which attends protracted rainfall and periods when the atmosphere is heavily charged with humidity. In some homes a small amount of coal remained from last winter's supply but the buying for household use

indicates the necessity of obtaining a new supply in many others.

With the expiration of the final discount period, orders for anthracite are seemingly reduced. Distribution from the retail yards is proceeding in larger volume to householders who will save fifty cents a ton on stove and egg sizes delivered before October 1st. It is expected further orders in some volume will come later as the necessity arises to replenish the stock of the retailers. The government's statistical report of traffic through the St. Marys river waterways in August shows a heavy drop in movement of both hard and soft coal over the lake route. In August, Hard coal shipments through the canals were 279,948 tons or 13,111 less than in the similar month last year when shipments were 293,059 tons against 283,847 in August, 1913. Soft coal shipments aggregated 1,771,012 short tons for the month, a loss of 312,769 tons compared with the month of 1914, when similar shipments amounted to 2,083,781 tons. In August, 1913, the movement was 2,566,320 tons.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	1.10	2.50
Mine run.....	.90	2.30
Slack.....	.75@ .85	2.15@2.25
West Virginia Splint—		
Four-inch lump.....	1.00@1.25	1.40@1.65
Two-inch lump.....	1.25@1.40	2.15@2.30
Three-quarter.....	1.10	2.50
Mine run.....	.90@1.00	2.30@2.40
Nut, pea and slack.....	.45@ .50	1.85@1.90
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.60	3.20
Slack.....	Open	Open
Mine run.....	1.25	2.85
Kentucky Splint—		
Lump.....	1.60@1.75	\$3.00@3.15
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.50	1.90
Fairmount—		
Three-quarter steam lump.....	.75@ .85	2.15@2.25
Mine run.....	.60@ .70	2.00@2.10
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.35	2.50
Three-quarter lump.....	1.25@1.30	2.40@2.45
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.15	2.30
Mine run.....	1.05	2.20
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.25@2.50	3.40@3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

J. H. Cummiskey, president of the Ohio & Michigan Coal Company, of Detroit, returning from a week spent in Ohio mining districts, says the shortage of mine labor and lack of adequate car supply are creating serious problems for many of the operators in West Virginia.

Omaha Trade.

OMAHA, NEBR., September 9.—(Special Correspondence.)—The coal business, as well as general business conditions, has been quiet for the past week. Buyers have not been ordering very heavy since the first of the month; the condition apparently caused by advance in prices effective September 1st.

There is very little transit coal being offered and the prices are rather firm on the following market:

	Mines	Omaha
Southern Kansas—		
Nut.....	1.85	\$ 3.20
Slack.....	1.35	2.70
Franklin County—		
Lump.....	1.60@1.75	3.90@4.15
Egg.....	1.60@1.75	3.90@4.15
Nut.....	1.60@1.75	3.90@4.15
Williamson County—		
Lump.....	1.40@1.50	3.80@3.90
Egg.....	1.40@1.50	3.80@3.90
Rock Springs—		
Lump.....	2.15	5.85
Nut.....	1.60	5.35
Arkansas Anthracite—		
Lump.....	3.70	6.60
Broken sizes.....	3.95	6.85

C. W. Russ, of Columbus, and Howard Young, of Yellow Springs, O., have taken traveling positions with the W. J. Hamilton Coal & Coke Company, Columbus.

Cleveland Trade.

CLEVELAND, OHIO, September 9.—(*Special Correspondence.*)—It is possible that the production from the eastern Ohio field is increasing slightly with the advance of the season, but the difference is not particularly noticeable either in the steam or lake trade. Although some coal men feel that the lake shipments for the season will be very light, others are of the opinion that the aggregate will be somewhat of a surprise at the close of navigations this fall. They say that the loading machines are making better records than most people believe and that the shipments are better than would have been expected some time ago.

Coal sold for lake shipment has run as low as \$1 per ton the past week. This is rather discouraging, as there is a very small margin in it, but at the same time it keeps the mines going and that is something in view of the conditions that prevail among the miners in the eastern Ohio district. In order to really make money the price should be quite a little above that figure.

There has been but little improvement in the demand for steam coal during the past week, either for local or outside consumption, but at the same time the supply of slack has been sufficiently low to hold prices fairly firm. No. 8 or eastern Ohio slack has sold at sixty-five cents at the mine, which means \$1.55 f. o. b. in this market. But little Pittsburgh slack has found its way to the market during the past few days, but it was quoted occasionally at fifty-five cents at the mines or \$1.55 here, which is about the same figure that prevailed last week.

No. 8 lump coal for domestic purposes was quoted at \$1.25 at the mines, \$1.05 for three-quarters and \$1 for mine run. An increased demand from outside retailers has resulted in stiffening up the market to some extent in this coal.

Railroads are said to be taking less coal than could be expected, in view of the prosperity that seems to have struck the steel and iron market. Prices of railroad coal have been beaten down until there is little profit in the business at present.

Pocahontas coals seemingly have been a little off the past week. Offers are said to have been made in the market at \$3.45 for lump and \$2.70 for run of mine. The freight rate is \$1.45, which leaves the prices at the mines \$2 and \$1.25 respectively.

Massillon coal has retained its strength through the week at the circular prices. Under the present freight rates West Virginia coals have made some inroads on the Massillon product, but at the same time it seems to be holding its own against them.

Little Fairmont coal has been offered in the market during the past week and any figure quoted would hardly indicate a real selling price.

There has been a fair demand for anthracite coals during the past week, as a result of the endeavor of retailers to take care of their winter needs and the more rapid deliveries that have been made during the past two weeks. The circular prices for anthracite here are the same as last year: Chestnut, \$6.10; egg and stove, \$5.85, and grate, \$5.60, f. o. b. Buffalo. There are indications of a much stronger demand for anthracite later in the fall.

Goshen coal has been in good demand through the week with quotations of \$1.65 for three-inch lump, \$1.50 for 1½-inch and \$1.45 for three-quarters, f. o. b. the mines.

Cleveland News Notes.

C. L. Ayers of the C. L. Ayers Coal Company is confined to his home by illness.

George D. Rowland, sales manager of the Richland Coal Company, was in the city Wednesday.

The Bakewell Coal Company has closed its Cleveland office for the present. George Gray was the local manager.

E. W. Watson, of the Rosebud Fuel Company, Fairmont, W. Va., called on the dealers here early this week.

Among the well-known coal men in the city during the past week was Charles A. Bygate of the Theiss-Bygate Company, of Pittsburgh.

A committee of miners and operators held a meeting at the Hollenden Hotel Wednesday

to discuss a number of complaints brought by the miners.

Duluth Trade.

DULUTH, MINN., September 9.—(*Special Correspondence.*)—That there will soon be an advance of at least ten cents a ton on bituminous coal is the feeling among coal men here. It is claimed that the only reason that prevents such an advance at this time is the fact that the docks here are crowded with coal now and that receipts, of late, have been fairly liberal. It is claimed, however, that this condition is sure to change before long.

The rush of iron ore to Lake Erie ports, which has, seemingly, started in earnest and will continue from now on until the end of the season, is bound to have an effect on the shipping of coal from below. The cars that are used to carry ore from the Lake Erie ports to the furnaces are the cars that are used to bring coal from the mines on the return trip to Lake Erie; and it has always been the rule to give ore the preference; that is, when an ore rush is on, not much time is wasted in loading cars with coal for the return trip, empties being rushed back to the lake for more ore. As it is practically certain that iron ore will be sent down the lakes in large quantities for the rest of the season, it is not believed that coal is going to have much of a show.

Another thing that is expected to militate against much coal being shipped for the rest of the season is the fact that a good deal of difficulty is being experienced in getting men to mine the coal. Thousands of the coal mine workers have been taken back to Europe to enter the armies of their respective countries, and this leaves a distinct shortage of mining help.

Consequently, it is pointed out, the big stock of coal on hand at this distributing point is none too big in view of the probabilities in the matter of supply and demand during the coming fall and season.

The demand for soft coal is on the rapid increase at present, all of the docks being busy shipping about as fast as they can get cars, and it is expected that by the time that the cause of the present heavy demand—threshing—will have abated, the regular winter and industrial demand will have resumed normal proportions and the tax on the supply will continue.

The demand for hard coal is growing rather rapidly for this time of year. It was not expected to develop so rapidly or so early, but the coal shippers here say that orders are beginning to pile in with unwonted frequency and size. The prosperity now felt in the entire northwest, and the general belief in the certainty of good times as a result of the big crop, are taken as the reasons for this activity.

Upper Lake News.

The railroads have been buying some coal during the past week, but not as much as was expected. It was supposed that, owing to the heavy crops this year, the roads would buy a good deal of storage coal for western points using the empties going out to take care of the crops in carrying coal to the various storage points. But they have not done so. Their buying is of the hand-to-mouth plan. Of course they may change their tactics later, but there is no indication or suggestion of a different method of laying in a supply.

There was a short-lived strike on the Island Creek, Carnegie and Great Lakes coal docks in Superior on Tuesday. The men walked out when their demands for a return to last fall's wage scale of twenty-seven and one-half cents an hour was met with a proposal to give twenty-five cents instead of the twenty-two and one-half cents in force. The matter was soon adjusted, the twenty-seven and one-half cents scale being restored and all docks in Duluth and Superior acquiescing. The twenty-two and one-half cent scale was put in force last December when the movement of coal out of here dropped off.

Coal unloading fell off at Fort William and Port Arthur, Ont., during the last week in August. Only six cargoes were unloaded against nine during the previous week. Five were bituminous and one anthracite. Four were in Canadian bottoms and two in American. At the first of the week, five cargoes, four of them bituminous, were reported en route. Car shipments from the Canadian Head of the Lakes are reported to be on the steady increase. Every car available is being rushed west to bring forward the new crop and they are being given loads wherever possible. The stocks on the docks at Fort Wil-

liam and Port Arthur are heavy and shipments will have to get considerably above normal before any serious depletion will show.

Among the coal dock operators who attended the monthly meeting of the Northwestern Coal Dock Operators' Association last week, many of the men from outside of this city stayed over several days and attended to business for their respective companies, and also visited among themselves and discussed the coal situation and its probabilities of the near future pretty thoroughly. These were: J. L. McMahon of Milwaukee and S. H. Robbins of Cleveland, Northern Coal & Dock Company; R. S. McVeigh of Cincinnati, Island Creek Coal Company; E. P. Merrill and W. H. Groverman of Minneapolis, Island Creek Coal Company; D. S. Austin of Milwaukee, Milwaukee Western Fuel Company; W. W. Broughton of Minneapolis, northwest president of the Pittsburgh Coal Company; A. H. Roehl of Minneapolis, auditor of the Pittsburgh Coal Company; William Collins of Cleveland, M. A. Hanna Company; H. E. Smith of St. Paul, M. A. Hanna Company; Joel Stonerod of Pittsburgh, Carnegie Company; C. P. White of Minneapolis, Carnegie Company; Peter Reiss of Sheboygan, Wis., Reiss Coal Company, and Messrs. Teller and Simpson of Milwaukee, Milwaukee Western Fuel Company.

New Orleans Coal Rates.

Local industrial men have not given up hope for the southeastern railroads' determination not to advance the rates on coal to New Orleans at this time, even though permission to do so has been given by the interstate commerce commission. Several days ago the 'Frisco lines announced that tariffs containing the new rates would go into effect October 1st. Tuesday it was announced that a meeting was to be held in New Orleans in a few days when an effort would be made by the railroads and shippers to confine the advance of 15 cents a ton to coal for land delivery only, and not to bunker coal. "If the railroads find it to their interests not to raise the rates on coal for water delivery," declared a prominent railroad man, "then they will hardly raise the rates for land delivery at New Orleans. The recent decision of the Interstate Commerce Commission in this case specifically stated that no discrimination could be made by the railroads between coal for land delivery and coal for water delivery. The commission stated that the railroads had no right to apply rates differently to the same point according to the use that would be made of the coal. So the commission, itself, states that the railroads may not advance rates on coal for land delivery and at the same time leave untouched the rates on coal for water delivery. The hearing of the coal case brought out the fact that of the approximately 11,000,000 tons of bunker coal shipped to New Orleans every year, only about twenty per cent of the business was handled by the railroads. This twenty per cent is shipped from Alabama mines and the eighty per cent is shipped via water from the Pittsburgh district. If the railroads add fifteen cents a ton to the \$1.25 rate they will lose all of a good part of the twenty per cent bunker coal that they now carry to New Orleans every year. They will also stand chances of losing some of the land delivery business that is now theirs. Since they cannot raise the rate for one without raising it for the other, I have hopes that possibly the rate may not be raised at all at this time."

According to the "Times of Argentina," the steamship Monkshaven, which recently arrived with a cargo of coal from the United States for the Great Southern Railway Company, discharged 5,033 tons in a period of about five and one-half days, or 120 tons per hour. This is considered exceptional. The largest day's discharge was 1,161 tons. In making this discharge four electric cranes were used.

The United States Consul at Seville, Spain, states that a concession has been granted to the Cadiz agent of the Sociedad Anonima Depositos Flotantas, the Portuguese Carbones of Barcelona, to install in that port floating coal depots for the sale and delivery of coal direct to merchants and ships. The concession granted is not to constitute a monopoly, and no fixed period is covered by the permit, and the Spanish Minister reserves the right to grant similar concessions to other parties.

New York Trade.

Anthracite Trade Very Quiet Following Holiday—Bituminous Contract Movement Good.

Office of THE BLACK DIAMOND,
New York, September 9.

The past week is a poor one to judge a market by. Production, distribution and prices were all disorganized by the observance of Labor Day holidays, and at this writing the trade is still feeling the effect of practically three days' closing of offices. Up to about Thursday of last week the anthracite trade in the east had shown material improvement, but since that time no new business of worth has been consummated. Inquiries lag, but fortunately for the trade a good number of shipping orders remained unfilled and this week finds the shippers generally sending forward tonnage to complete orders accumulated during the last of August.

The cool weather that prevailed up to the latter part of last week had stimulated the anthracite buying to a small extent, but the very high temperatures prevailing this week have brought about, no doubt, considerable delay in buying.

Last week it was noticeable in most every quarter that retail dealers were doing quite a business in making deliveries to consumers. This was taken as an indication that consumers had become concerned about fall and winter needs and had come into the market to take supplies while conditions were most favorable. This week retail dealers report that this interest has slumped very materially, and that they anticipate that it will not be revived until the weather changes.

The official production figures for the month of August have not as yet been announced. August was the third of a very low anthracite production, and while it shows some improvement over July, it is estimated that the total output for the first eight months of this year is nearly two million tons less than that for the first eight months of last year. Authorities point out that this will mean a very radical shortage of anthracite at certain points later in the year, and that due to the already noticeable shortage of labor in the mining regions, and the increased demand for railroad equipment for other industries, that it will be impossible for the mining companies to produce or the transportation companies to ship, to the markets as fast as may be necessary later on in the year. In August, 1914, shipments of anthracite reached 5,483,743 tons. Some coal was stocked during the summer months but it is not believed that the tonnage now in store is in sufficient volume to take care of the demands that will be made on the storage piles later on. If we have anything like a normal winter, anthracite consumption will show a material increase over the consumption of last winter, due largely to the better financial situation that consumers find themselves in at this time.

The steam size situation shows but little change from our report of last week. Good grades of rice and barley are still very scarce, and at the New York tidewater ports many cargoes of surplus coals that were in the market in the last ten days have been cleared up. At the moment there is some unsold coal loaded in boats that may be obtained at considerable concessions from the circular, the aggregate tonnage being very small. It is noticed that there is not so much pea coal offering as was formerly the case, and on good grades of this coal an advance of ten to twenty-five cents per ton is obtainable.

In the matter of concessions on prepared coals, some sales of egg have been made during the past week by individuals at the May circular. However, it is not believed that much coal is being sold under twenty cents, and in exceptional cases thirty cents under the full winter circular that went into effect on September 1st.

On September 1st, the full winter price list went into effect on anthracite, tidewater prices being about as follows:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of Red Ash and other high grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures

The Bituminous Situation.

The bituminous trade has also been interrupted by the observance of the Labor Day holiday.

The demand has not materially increased, but contract requirements are growing from week to week, and shippers who have practically all their tonnage under contract, have just about all they can do. As has already been pointed out, most of the eastern roads are putting coal into stock piles at convenient points along their lines, in anticipation of an acute labor and car shortage later on in the fall. While coal men are doing more or less talk about labor troubles anticipated to develop on April 1st next, when the present wage agreement between the bituminous operators and the United Mine Workers expires, so far consumers have been but little influenced by this talk. However, some of them are becoming alarmed over the fact that the mines have lost a lot of labor, and that the railroads are going to be crippled for equipment and, perhaps, locomotive power later on. These conditions, no doubt, account for the fact that certain consumers are calling for larger shipments on contract.

In the matter of prices, no improvement is to be found. Shippers in the central Pennsylvania fields especially seem to be in position to keep the tidewater markets supplied with free coals, the average grades to be found in most of the tidewater ports at about the range of prices that prevailed for the past month. There is much less pressure on the part of gas coal shippers to make sales as formerly, and it is pointed out that some of these shippers have been able to contract for practically all of the coal that they can ship. Consequently, slack prices are firmer, and many shippers are entirely out of the market of this grade.

The export movement continues heavy, August exports through Philadelphia, Baltimore and Hampton Roads showing around 1,000,000 tons, or about 100,000 tons less than exports for the month of July. On the other hand, bunker requirements continue very good, and will show a very handsome increase for the present month.

New York harbor prices are practically unchanged, inferior grades selling at \$2.40 up; good grades of Pennsylvania from \$2.60 to \$2.75. Choice grades from \$2.80 to \$2.90.

The Vessel Situation.

The vessel situation is unchanged. There appears to be ample tonnage at the moment for such coal as is moving coastwise. Most of this business is being done under time charter. More activity for small vessels for off-shore is predicted. Rates for off-shore trade remain unchanged.

We quote current rates on freight as follows:

From Hampton Roads to Boston, eighty to ninety cents is about the range; to Portland and points east of Boston, from ninety cents to \$1. To sound ports, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to Bridgeport or New Haven, thirty cents; to New London and Providence, forty cents; to Fall River and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.85	\$1.30
Medium grades	2.60	1.10
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein	3.00	1.40
Medium grades	2.55	1.15
Cheaper grades	2.60	1.05
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.50	1.00
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.50	.95
Maryland—		
Georges Creek big vein	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.75
Best gas, ¾-inch lump	2.65	1.10
Best grade, run of mine	2.65	.90
Gas slack .....		.60@.75

New York Trade Briefs.

Jason Holbrook of the Empire Coal Company of Montreal, Canada, was a recent visitor to New York.

Frank Ellison of C. G. Blake & Company of Cincinnati was a recent visitor to the eastern office of his company.

Colonel R. B. Baker, president of the Sterling Coal Company, No. 29 Broadway, returned late last week from a vacation of two weeks spent at Bretton Woods.

O. W. Gardner, general sales agent of the Chesapeake & Ohio Coal & Coke Company, with headquarters at Norfolk, Va., was a recent visitor to the New York offices.

Howard S. Bowns of Pattison & Bowns, No. 1 Broadway, leaves on the tenth for Canada, where he will spend several weeks fishing. Mr. Bowns will make the trip to Canada in his automobile.

T. S. Shoemaker, president of the Shoemaker Coal Mining Company of Philadelphia, was in New York on Tuesday en route home from Nantucket, Mass., where he had spent a vacation with his family.

The New York Coal Trade Golf Association will hold a one-day tournament on Tuesday, September 14. At this writing two Long Island courses were under consideration, the Oakland and Nassau clubs having extended invitations to use their courses.

The Central Purchasing Committee of New York City announce that proposals may be secured in room 1226 Municipal Building for 3,000 tons of buckwheat coal No. 1 for Bellevue and allied hospitals. Bids will be opened at twelve noon, Friday, September 17, in room 1230, Municipal Building.

C. E. Bockus, president of the Clinchfield Coal Corporation, was up from his Dante, Virginia, headquarters on Monday. It is understood that business in the southeast is showing some improvement, the Clinchfield, in August, surpassing former records as to production, every ton of which went into actual distribution and not into stock.

A newspaper dispatch from Mahanoy Plane, Pa., states that the Stanton breaker of the Maderia, Hill & Co. at that place will be abandoned and that in the future all coal will be prepared for market through the new modern breaker known as the Lawrence. New workings are being opened up and the tonnage will be largely increased within a few years' time.

Lucien Hill, New York manager of the Merchants Coal Company of Pennsylvania, with operations at Boswell, Somerset county, was advised early this week that the Orenda mine at Boswell, which was closed down on last Tuesday due to an explosion, had reopened on Monday, no damage whatever being done to the mine by the explosion. Both the coroners' inquest and the State Mine Inspector's report state that the accident was not due to carelessness on the part of the mining company.

Thomas Stokes, who was one of the pioneers in the retail coal business in Manhattan, and head of the firm of Thomas Stokes & Sons, Inc., with plants at several points on the west side, died on Tuesday night of this week at his home at No. 122 West 77th street. He was in his seventy-sixth year. Mr. Stokes was born in Ireland and came to this country with his parents when only five years old. He had been in the coal business in New York for just a little over half a century. He was a director of the West Side bank, a trustee of the North River Savings bank and interested in other enterprises. He is survived by three sons and four daughters.

The Norfolk & Western Railway is said to have made a new world's record for rapid loading of coal over their Lamberts Point pier at Norfolk on Tuesday of last week, when 45,560 tons were dumped in twenty working hours. The day's shipments consisted of 931 cars, which is equivalent to seventeen solid trains of fifty-five cars each, the average limit for a coal train. To load this amount of coal, it was necessary to dump a car of coal on an average of every one and a quarter minutes. In this connection it is interesting to note that 1,561,284 tons of coal were dumped over the Hampton Roads piers in August. Of this, the Norfolk & Western dumped 790,860 tons; the Chesapeake & Ohio, 467,147 tons, and the Virginian, 303,277 tons.

New York coal men, especially those interested in exporting, were very much interested in a publication in the financial column of *The Sun*, issue of September 3rd, to the effect that it was reported that the Virginia Iron, Coal & Coke Company, with headquarters at Roanoke, Va., had closed a contract with the British government for the delivery of 500,000 tons of bituminous coal at a price of \$4.85 a ton f. o. b. So far no confirmation has come from any of the officers of the Virginian company as to its securing of any foreign contract. In any event, it is not at all likely that they have been able to secure \$4.85 per ton f. o. b., for Pocahontas and New River coals, loaded from the same piers that are available, at \$2.85.

Philadelphia Trade.

Bituminous Trade Shows a Lull Following the Recent Spurt, but the Anthracite Market Is Strong.

OFFICE OF THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, September 9.

Like a gasoline engine that has not been used for some time and wants to slip back to its former state of quietude, the local coal trade, after three or four weeks of good going, took a notion to lay off for a few days. The lull was partially laid to the holiday at the beginning of the week and partially to the high pressure at which coal has been moving. The foregoing of course applies to the soft coal trade. In hard coal lines, things have been straightening out and better prospects are brightening in rapid succession.

The bituminous trade has met the little slackness with a different spirit than governed for more than a year. Instead of taking the lull as an evidence that the trade was slipping back into a rut there was a determined effort to get things moving and some good blocks of coal were disposed of about mid-week. Four cardinal arguments have been advanced by the local trade as to the cause for manufacturers and in fact all soft coal consumers to get busy. (a) That there is a labor shortage at the present time at the mines and this in the face of the fact that few are working near to capacity. (b) That already the B. & O. and the Pennsylvania railroads have been forced to declare a shortage of cars, and this before September was well under way—an indication of what must be expected when coal starts moving in volume. (c) A demand for export coal that should take up the overplus of production that has been a feature of worryment. (d) Increased industrial activity that is using and demanding more coal each week. To this might be added the prospect of a cold, hard winter that weather sharps aver is on the way but this is not a tangible condition and the other concrete arguments should suffice.

Prices have been ruling about the same as was quoted in this journal of last week. No concessions have been made on spot sales and contracts are not being sought and are gingerly considered by the companies that two months ago were only too willing to spend shoe leather in garnering them.

The pier business, because of Labor Day being included in the week, was not in as heavy volume as the preceding week but with several boats ready for coaling and in the harbor, the figures for the current week will go considerably up. August figures on anthracite and bituminous shipments show that 164,952 tons were shipped from the various terminals compared with 21,070 tons that went for export during the same period of 1914.

Anthracite Situation.

With a great number of the mines in the regions on full time and with the general business showing improvement from outside sources there has been a general clarification of the stagnation that had been the lot of the anthracite people for a couple of months. A general betterment has been noted in all of the sizes and chestnut and pea, which were the weakest of the list for some little time, have regained their footing.

Shipments to New England ports have increased in volume during the past week and the general indication from the inquiries which have been received show that the end of this month will see hard coal moving in its accustomed volume to the upper ocean ports.

Locally there has been a better inquiry from the retailers, and, while most of the yards are carrying a fairly large stock, orders have been slowing coming in that are eating into the piles. Serious consideration of the situation that has been a thorn in the side of the retailers who would put their business on a profitable basis and stick to prices that are productive of return, is being given. Price cutters who demoralized trade last spring and summer are, it is said, laying their lines for another bid for publicity and business. Quotation for local delivery, egg, \$7; Stove, \$7.25; Nut, \$7.50, and Pea, \$5.25, are being cut twenty-five to seventy-five cents on the ton by some of the cutters. It is even hinted that these may be cut even more in the drive that is being prepared by those who are not

inclined to make a standard price for local deliveries.

Philadelphia Trade Notes.

J. A. Boucher of the Beaver Run Coal Company, Beaverdale, Pa., was in Philadelphia on Tuesday while on his way to a trip to New York.

R. Y. Brown, general manager of the Morrellville Coal Company of Johnstown, Pa., was here on business for a couple of days, the latter part of last week.

W. J. Chapman, the veteran retailer and wholesaler at Baltimore, dropped in to see a few of his friends in this city while passing through on his way to the sea shore.

Fredric Landstreet of the Punxsutawney Coal Company left Tuesday for a business trip to New England cities and will stop off at New York both going and returning.

M. D. Kelley, president, and H. P. Kelley, vice-president of the Vulcan Mining Company, at Snowshoe, Pa., were at their office this week, looking over the eastern situation.

Alla G. Bodine, who formerly was connected with the Quemahoning Coal Company, dropped in on friends this week. He was looking brown as a berry from a summer spent on the Jersey Coast.

H. P. Jordan, whose father is an operator in the Keyser, W. Va., fields, is now connected with the sales department of the Emmons Coal Mining Company. His territory will be the city and vicinity.

W. E. Macurda, of the Garfield & Procter Coal Company of Boston, visited his friends in the anthracite trade during the latter part of last week. He had just concluded a visit to the hard coal fields.

Kirkpatrick & Black, retailers, suffered a considerable loss on Saturday last when their stables at Twenty-fifth and Federal streets burned to the ground. Several head of horses were caught in the flames.

Murray B. Cortright, former president of the Commercial Coal Mining Company, has joined the forces of the Cortright Coal Company and will be connected with the steam coal department of that concern.

R. Mellon, who was formerly connected with the offices of the Davis Coal & Coke Company in this city, but who is now located in Montreal, dropped in to say "How-de" to former friends while returning from a sojourn at the shore.

R. B. Isner, general manager of the Davis Colliery Company at Elkins, W. Va., was in Baltimore the latter part of last week, paid a visit to the offices of the company here on Wednesday and went on to New York.

W. E. Koepker, former representative of THE BLACK DIAMOND, was about town during the middle of the week wearing a broad grin and receiving congratulations of his coal trade acquaintances upon the arrival of a girl baby at his home in Scranton.

At a meeting of the Beaver Run Coal Company held Tuesday in the office of the Cortright Coal Company, W. A. Cortright was elected secretary and treasurer of the company in the place of Frank Cortright, who died a week ago. H. K. Cortright was elected vice-president of the company.

Sydney T. Sharp, who has conducted a coal brokerage business in the Drexel building and in the Commercial Trust building for the last three years, has formed a partnership with George T. Johnson, a dealer in iron and steel and will operate under the firm name of Johnson, Sharp & Co. in the future.

Chief Statistician Armstrong and his assistant in the Bureau of Anthracite Statistics gathered up their belongings and the volume of data under their care the first of the month and moved bag and baggage to Wilkesbarre where the headquarters of this branch of the hard coal industry will be maintained from this time on. With the establishment of the Bureau of Information of the hard coal trade in that city it was felt that better action could be had by having the two branches in the same city.

At Del-air, N. J., where the Pennsylvania Railroad's tracks meet in junction with their tracks to New York City, there is being stored an immense pile of coal for future use during the year and the beginning of next. While the pile is being stored by hand, extreme care is taken to relieve possibility of fire damaging it. One observing coal man remarked "Some men can

see signs in a ring around the moon, some in stepping under a step ladder, but the best sign I have seen in a long time is the immense pile of coal that the Pennsy is stowing away hither, thither and yon."

George C. Foedisch, manager of sales for the bituminous department of Whitney and Kemmerer, left Wednesday for an inspection of the mines of that concern in Wise county, Va. Before returning to Philadelphia Mr. Foedisch will make a trip to Charlestown, S. C., where he will look over the new piers that have been built there by the Southern Railway. The intimation is gathered that Whitney & Kemmerer will do considerable export business from the Virginia mines to South America and a considerable amount of the tonnage will go through this newly opened southern port.

Clair P. Burthner of the C. P. Burthner Coal Company, went and done it last Thursday. Harriet B. Leister was the lucky young lady who changed her name to Mrs. Burthner. The ceremony was performed at the home of the parents of the bride and the "newly-weds" have taken apartments in the Wynerva in Germantown. Mr. Burthner, until a few months ago was located in Altoona, Pa., and though a new-comer, as a resident of Philadelphia, he had a host of acquaintances in the local trade. His company has extensive operations in the Punxsutawney district.

Whether it is the new spirit of things, or whether it is the prospect of a strenuous winter ahead, it is hard to tell just what has been the cause of a new stunt among a number of the coal men during the past few weeks. Several of them have joined a noon day class at the Y. M. C. A. that puts them through a course of sprouts in athletics that makes them "as hard as nails," as one of the enthusiasts declared. Several more have these classes under consideration, but they have a notion that business between now and when the snow flies will take off enough fat to make the Swedish movements poor in comparison.

Charles W. Mills, who was appointed on an arbitration board by President Wilson to consider the miners' strike trouble in Colorado, said that it is quite possible that he and his confreres, Seth Low of New York and Patrick Gilday of the Miners' Union, may make a trip to the Colorado fields in the near future, maybe within a month, to go over the situation at first hand. The commission has gathered a considerable amount of data at their headquarters in New York and are about ready to go to the root of the trouble. Mr. Low has been engaged in the strenuous task of framing a new constitution for the state of New York and now that this has been about concluded the full attention of the commission can be given to the labor troubles in the west.

Denver Trade.

DENVER, September 9.—(Special Correspondence.)—The market here offers very little encouragement, aside from an increased demand for lignite. Mines in the northern lignite district report a better tonnage than for many months past, and the output will run almost fifty per cent of normal capacity.

The increased lignite demand is due to a better consumption on account of cool nights and local storing for domestic use. Threshing in northern Colorado has also been a factor in the better demand.

The bituminous output is light as compared with last week. The increase of twenty-five cents a ton since the closing of the storage season has had a deterring influence and there seems little disposition to order beyond actual present requirements. Trinidad reports a fair tonnage, and Routt county and Walsenburg will run about forty per cent of full capacity during the week.

Canon City mines report a decidedly better output—about fifty per cent of normal. Fremont and Rockvale are now running, having been idle several months.

There is plenty of northern lignite slack and somewhat of a surplus of bituminous. Prices are very irregular, lignite selling at around ninety cents and bituminous from twenty-five cents upwards.

Prices for lignite coal f. o. b. mines are as follows: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For country delivery, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

New England Trade

BOSTON, September 9.—(*Special Correspondence*)—The Boston & Maine Railroad Company is in the market for 3,200,000 tons of bituminous, deliveries of which are to extend over a period of five years. Bids for the coal will be opened tomorrow, but it will probably be a day or two before it is known who secured the contract.

Outside of the Boston & Maine's call for bids, the local market for Pocahontas and New River has been extremely quiet during the past week. At Mystic Wharf the same unsatisfactory conditions have prevailed in the spot market that have been noted in previous market reports. Plenty of good bituminous can be had there for \$3.60 per ton on cars, as compared with \$3.85 in the early part of the coal year. Stocks standing and running to Hampton Roads ports are far in excess of the demand, and some shippers are reported as again cutting prices. This practice is not general, however, for the bulk of the shippers are very optimistic as regards the future of the market. They point out that there is today a shortage of labor at the mines, that this will become more acute as the fall advances, and that there is bound to be a shortage of cars when the movements of the crops are in full swing. Some shippers go so far as to predict premiums on soon after the first snow storm. Some Pennsylvania bituminous, which was on demurrage, has been sold recently at concessions, but the amount was too small to be a market factor. The official price range on these coals is unchanged at ninety cents to \$1.50 per ton on cars at the mines.

The local wholesale anthracite market seems to be marking time. Some new business has been booked since the holidays, but the amount is somewhat disappointing. Most houses expect a revival of business along about the 15th of the month, but admit a great deal will depend upon weather conditions. It is felt that many of the retail dealers have been holding off in the hopes that prices would be lower as a result of the Interstate Commerce Commission's ruling in the anthracite case. Now that the effective date of this ruling has been extended to December 1, it is believed retailers will not hold off longer.

But the retail trade, with few exceptions, says the household demand so far this season has been unusually backward, and that they have enough coal on hand to carry them along for a month at least. Practically all August bookings have been cleaned up by the wholesalers. Notwithstanding the lack of new business, anthracite prices appear to be on a very firm basis. Independent shippers are asking the same prices as quoted by the big fellows. Stove and egg are quoted at \$5.85 along side Boston Harbor, nut at \$6.10 and pea at \$4.05 per ton.

The marine freight rate market is unchanged. The average asking rate from Hampton Roads ports to Boston is seventy-five to eighty cents per ton, while from Baltimore to Boston rates run seven to ten cents a ton more. From New York to Boston the average asking rate is fifty to fifty-five cents per ton.

Boston Trade Notes.

The coal elevator, grain and hay building and barn of Clark Bros., North Cambridge, were recently almost totally destroyed by fire. It is believed the damage will amount to at least \$50,000.

Invitations have arrived in Boston for the launching on September 9th, at the shipyard of the New York Ship Building Company at Camden, N. J., of the Coastwise Transportation Company's new steamer, "Plymouth."

A large wharf property at No. 239 to 245 Medford street, Charlestown, and extending through to the Mystic River, known as Keyes Wharf, has been sold to George Tousey. The wharf contains 58,867 square feet of land. It is believed that Mr. Tousey bought for local coal interests, but nothing authentic in regard to the report has been given out.

Buffalo Trade.

BUFFALO, N. Y., September 9.—(*Special Correspondence*)—Anthracite continues to move by lake in fair volume, the shipments for the past week being 112,300 tons, as follows: Chicago, 36,000 tons; Duluth-Superior, 29,900; Milwaukee, 29,200; Waukegan, 7,000; Sheboygan, 5,500; Manitowoc, 4,300; Blind River, 400. It will not take very heavy shipments this month to exceed September of last year, for it was one of the lightest months of the season.

To date this year the shipments are about 350,000 tons short of the same period in 1914, and it seems unlikely that this will be made up. At the same time the companies will have a big demand upon them, on account of the possibilities of suspension next spring. A large number of boats are entering here with ore, so that tonnage is plentiful enough.

An increase in demand from dealers is reported by some of the anthracite companies. Trade is not active, but retailers are in a good many instances finding it advisable to add to their supplies. Two reasons hinder this plan from being followed more generally than it is. For one thing consumers are not taking coal, but are leaving the dealer to carry full sheds. Another noticeable feature of retail trade is the request for credit on an unusually widespread scale. Coal men could place a lot of fuel if they were willing to take bigger chances on getting their pay for it.

The chief new feature of the bituminous trade is a growing shortage of cars. It has been getting increasingly difficult during the past few weeks for operators to get the sort of cars they want with any degree of promptness. A while ago they were able to order just the sort of equipment needed and no trouble existed about getting it. Nowadays they are glad to get any kind of cars. Small gondolas are very scarce. Box cars are also hard to find. It is unusual for a car shortage to develop so early and so suddenly as the present one, and the situation is hardly yet appreciated by many coal consumers. They think that the shippers are not telling the truth when they say cars are scarce, but any railroad man will confirm the statement. It is said that the Pennsylvania railroad has no idle cars, except broken-down ones, at present.

Under the influence of a growing car shortage and scarcity of labor, the coal market has been gaining strength. The best evidence of new firmness is in slack, but other coal is also bringing a better price.

Buffalo Trade Briefs.

B. L. Taylor, president of the McKnight Coal Company, Brockwayville, was a visitor to the trade here this week.

W. T. Roberts, western sales agent of Williams & Peters, has returned from a vacation trip of several weeks at Long Beach, Long Island.

C. L. Shaw, dock superintendent for the Lehigh Valley Coal Sales Company, has gone to the anthracite mines for a few days' business trip.

C. F. Westfall, who has been connected with the local coal trade for several years, has become a member of the sales staff of Thorne, Neale & Co.

Clark T. Roberts, of Hedstrom & Co., Chicago, has been spending some days at his cottage at Angola, on the lake shore, and visiting his brothers in the Buffalo coal trade.

W. F. McClurg, president of the McClurg-Heldson Coal Company, has been laid up for two or three weeks with an attack of rheumatism and has gone to the mineral baths at Alden, this county, for a brief stay.

Buffalo coal salesmen say that the trade in Hamilton, Ont., is in a very uncertain state, but there is going to be need of more coal there soon, as the big plant of the Steel Company of Canada is running, and a large addition is being built to it.

The Lehigh Valley Railroad Company is storing 10,000 tons of bituminous coal at Cortland, N. Y., and a switch is being constructed to handle it. This is in line with the policy of a number of railroads to stock coal this fall.

The steamer, White, which is the largest self-unloading steamer in the world, according to vessel men, has just been taking on a cargo of 8,000 tons of coal at Erie, Pa., for delivery at Menominee. The unloading apparatus takes 2,000 tons of coal per hour from the vessel. It consists of a wide belt, which carries coal a distance of 125 feet over the dock.

The Richland Coal Company has taken offices at 1140 and 1142 Prudential building and will also be represented at Toronto and Hamilton. The company succeeds the Stickney-Price Coal Company, with Roswell S. Price as president; George D. Rowland, vice-president and secretary, and G. A. Hughes, treasurer. Bituminous coal will be handled principally

but anthracite will also be sold. The company will handle the product of the Richland Coal Company, Wheeling, W. Va.

Baltimore Trade.

BALTIMORE, September 9.—(*Special Correspondence*)—Everything is looking up in the coal trade. Export, domestic demand for manufacturing purposes and the first line of inquiry for the fall household trade are all beginning to hum. Another month and the coal trade is likely to be in one of the busiest periods of its existence.

The point has now been reached where the demand is keeping up with the production of the soft coal fields, and from now on some rises in price may be expected. No coal producer is longer thinking of sacrificing coal in any considerable quantities. Coal on contracts is now much stronger than the immediate market. Everyone is looking to a bright future and but for anxiety to do business after a long period of inaction the fuel would be held tighter than is now the case.

Taking up exports first, it is noteworthy that while the foreign movement from this port for August, which totaled 215,796 tons, did not equal the June or July tonnage, it was a very large shipment. In addition, September has started with a rush. Official figures from the custom house for the first four working days of September showed a total of over 55,000 tons loaded for that period. That the loadings for September will run between 250,000 and 300,000 tons is predicted. Italy is taking the large part of this foreign coal.

Demand for coal at home for manufacturing purposes is improving steadily. In Baltimore and vicinity the factories are pretty busy now, and coal contracts are being called on in steady manner. From more distant ports come encouraging orders and inquiries, also, and there can no longer be a doubt that a general improvement in business conditions is at hand.

From mining regions come reports that efforts are now being made to increase production to meet growing demands. Labor shortage is more and more evident, and the past two weeks has especially seen a large movement of Italians to the coast to take vessels for Europe. These men are reservists in the Italian army and have been called to the colors.

Car supply in both the Fairmont and Somerset regions has not been of the best for ten days or so past.

Prices at the mines for spot to the trade are some ten to fifteen cents below new contract prices in most cases. The spot market may be quoted about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.85 @ .90	\$2.28 @ 2.33
Run of mine .....	.80	2.23
Slack .....	.65 @ .70	2.03 @ 2.08
Somerset—		
Best	1.25 @ 1.35	2.43 @ 2.53
Good	1.10 @ 1.15	2.28 @ 2.33
W. M. R. R.—		
Freeport .....	.80 @ .85	1.98 @ 2.03
B. & O.—		
Freeport .....	.80 @ .85	1.98 @ 2.03
P. R. R.—		
Best South Fork	1.30 @ 1.35	2.43 @ 2.53
Miller vein	1.10 @ 1.15	2.28 @ 2.33
Ordinary .....	.85 @ .95	2.03 @ 2.13

Householders who failed to lay in supplies of anthracite are now beginning to wake up to the fact. Inquiries are growing more numerous day by day. Fall and early winter prices have been set by the Baltimore Retail Coal Exchange, although with severe winter weather an advance of twenty-five cents a ton is likely to be added, as in former years. The schedule is as follows: Hard coal—No. 1, \$7.10; No. 2, \$7.35; No. 3, \$7.60; nut, \$7.85; pea, \$5.60. Sunbury—No. 2, \$7.60; No. 3, \$7.85; nut, \$8.10. Lykens Valley—No. 2, \$8.35; No. 3, \$8.60; nut, \$8.60.

Some Trade Notes.

Foreign purchasers are now in this market for about 300,000 tons of coal for winter delivery. Several local firms are interested in this prospective business.

The board of directors of the Baltimore & Ohio Railroad is expected to approve next week the final plans for the new coal pier of that road at Curtis Bay. The pier will have a capacity of 2,000 tons per hour and will cost about \$1,250,000.

General officers and superintendents of the various departments of the Consolidation Coal Company from many sections of this country and Canada met in conference here the past week. The company officials all predicted a big fall and winter business.

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What Will Labor Negotiations Develop in 1916?

A number of developments in the last month or so have suggested the question: "What is to be the labor situation next spring?" The question has been asked by a number of leading operators and consumers. Such an answer as is possible is pertinent at this time.

The things which suggested the question were: First, John P. White has outlined the union's program for the anthracite field. It is trying to get a monopoly of anthracite mine labor before the first of next April.

Second, operators are beginning to appreciate that, for the first time in six years, the labor contracts between the miners and operators will expire simultaneously in both the anthracite and bituminous fields.

Third, the miners' union is carrying on now a vigorous campaign for the unionization of eastern Kentucky. As this signifies, efforts will probably be revived for the unionization of West Virginia.

Fourth, there is already a shortage of labor in bituminous mining districts, because quite a number of workers have returned to Europe to participate in the war and because we have had no new supplies of mine labor from Europe for almost two years.

Fifth, there is already threatening a shortage of coal this fall as a direct result of a shortage of motive power and something of a shortage of cars on the railroads. This suggests that if we are to have a shortage of coal extending from October to January, it may be prolonged if the weather is severe and consequently there may be no time to stock up ahead of April first, as is customarily done.

The Far-sighted Policy.

These five things have most naturally aroused interest in what is likely to be the labor situation next spring fully four months ahead of time when discussion of such matters is usually taken up. That is, the coal operators and the coal buyers are beginning to appreciate that these are extraordinary times and that both the producers and consumers must be far-sighted and forehanded in dealing with the distribution of coal for this year. They are sure to have trouble with coal supply for the next four months. If there is a likelihood of a general strike next spring, they may have more serious trouble during the first five months of next year. If there is to be no strike next spring, they would like to know it as that would cut their troubles in half by giving them only one thing to worry about instead of two. On the latter account, the people who are vitally interested in coal are more concerned now about the labor situation than commonly they are at this time of year.

While an opinion as to the drift of things is here expressed, it is put out with the definite understanding that it is merely one man's guess. This is so because developments have not been positive enough to indicate any unmistakable tendency. No one can say for sure what is going to develop because the miners, as yet, do not know what they are going to demand, and of course, the operators as yet do not know what replies they are going to make. Without any definite proposal and without any categorical reply, it is clearly out of question to say what the result of any conference will be.

Trouble Is Ahead

Still, it is possible to outline a few general principles which will more than likely apply. Those principles will govern both the miners and the operators because both are human and both are likely to take the perfectly human position on matters now occupying the mind of each. On the score of what human nature will do under given conditions and many things considered, we are, at the minute much inclined to this opinion:

The miners will make excessive demands because conditions favor them.

The operators are and will be in no position to grant anything. Rather they should ask concessions.

All Facts Considered, the Union Will Make Excessive Demands and the Operators Will Resist—A Long Parley Is Inevitable.

Therefore, we may have a serious strike. Most surely, we will have a prolonged period of negotiation during which there will be a suspension of operators in the major portion of the field.

Having expressed such decided views, it is incumbent upon us to substantiate them, if possible. To do that is the purpose of this article. We will start with the simplest fundamental, which is the unmistakable advantage, which the miners have and will have over the operators. They can hardly be expected to waive such an advantage, hence that is the crux of the situation.

According to the last available statistics—those of 1912—the coal mines of the United States employed 725,000 men. Of these, in round numbers, 400,000 are members of the United Mine Workers of America.

It has been estimated that 20,000 miners each year are graduated out of the mines into other lines of industry and that it is necessary to obtain for the mines each year 40,000 new miners to get out just the increased production, due to growth of population, etc. Therefore, with 20,000 miners going out of the mines and with 40,000 men needed to mine the increased output, there is a demand for 60,000 new men each year in the American coal mines.

Labor Shortage Is a Fact.

Right now, the coal mines are losing more than their regular proportion of workers to other lines of industry. That is to say, the coal mines are running on slack time but other businesses, such as steel mills and the like, are running to full capacity to satisfy foreign orders. They are drawing on nearby supplies of labor. Therefore, they are subtracting heavily from the mine workers who naturally are seeking more attractive fields of employment.

Also the mines have been losing quite heavily to foreign countries because of the war. They are not getting in any new men and have not gotten any for the last year and a half.

Instead, therefore, of losing only 20,000 per year through graduation of other lines of industry, the probabilities are that the mines have lost 25,000 to 30,000 at least. Instead of getting 40,000 new miners from abroad, the mines have obtained none. Therefore, they are short in mine workers about 75,000.

Instead of 725,000 men, there are probably less than 700,000 men in the mines at a time when the increased production would call for more than 750,000 miners.

This creates a definite shortage of labor which is only offset by this fact: In 1912 the average working time of the mines of America was 225 days. The potential working time was 300 days. That is, by working the additional seventy-five days, the men could have produced one-third more coal than they did. By the same token, the mines could have gotten out the same production with one-third less men if they had worked full time or 300 days. In other words, they could have gotten out the same production with 600,000 men working full time, that they did get out with 725,000 men working 225 days a year.

Short Production of Mines.

This possibility, however, does not relieve the situation or offset the shortage. The fact of the matter is that instead of the mines working full time all summer, to make up for the shortage of labor, they have been working less time than usual. In fact, only about sixty per cent of the mines have been in operation and those sixty per cent have only been working forty-five or fifty per cent of the time. Thus we not only have a shortage of labor, but a shortage of working

time. As a natural result, we have a very marked shortage of coal.

In this connection, this one thing must be remembered. The subtraction from the ranks of the miners was not a subtraction from the ranks of the mine workers union. Most of those who went abroad were, in the main, non-union men. Thus the membership of the miners union is still in round numbers 400,000, while the number of men at work has been reduced, probably, to 700,000. This means that the miners union has even a more commanding position in the labor situation than it had before. This is so because the union controls a larger percentage of the workers than it did.

How Far Will They Go?

As this indicates, the miners' union is in a strong if not indeed a commanding position. The question is: "What use will the union make of its power? How far will the officers dare go in bringing the coal trade to book, as it is inclined to say?"

It must be remembered that the union has a powerful advantage from the fact that, for the first time in six years, the contracts between the anthracite and bituminous miners and operators expire simultaneously. This means that it is within the power of the miners' union to call out practically all of the men in those major producing states which yield fully seventy-five per cent of the total coal production of America. That is, they can close down the anthracite mines and principally all the bituminous mines of Pennsylvania. They can close down a number of mines of West Virginia and all of the mines of Ohio, Indiana, Illinois, Iowa and Michigan. If they make any progress in eastern Kentucky, they may cause some trouble there. Even so, by closing the mines now under union control, they could stop the production in the states which yield fully seventy-five per cent of the nation's output.

There is no need to mince words about this situation. It is in the power of the miners union and John P. White particularly, to paralyze the coal mining industry by taking an arbitrary stand and by insisting upon the granting of the union demands.

Situations of this kind have arisen before. One such situation arose six years ago, or in the spring of 1910. Then the argument was brought forward that the thing was entirely too big to happen. It was said then that if a general strike had been called it would have brought such a tremendous calamity the miners would have lost the moral support of the public and, therefore, the battle.

It is true that the miners waived in part their advantage at that time, but they did so, not through fear of public opinion, but because of other considerations which it is not necessary to go into now.

We are convinced, on the contrary, that the union is indifferent of public opinion because it believes that it is the master of it. We are not convinced and have not been, that the union would, for an instant, stop to consider what the public thought about its acts if it saw that by resisting public opinion it could win a permanent advantage.

What the Unions Think

In order to get the attitude of labor generally towards such a colossal thing as a general strike at this time, it is only necessary to make a brief reference to what labor has done in recent months in other parts of the world. As every one knows, Germany's whole hope of success and the basis of its success thus far is its astounding supplies of munitions of war. Yet the German workers in the big gun factories were willing to go out on strike and threatened to do so until the government said it would send any man who struck to the penitentiary for twenty years.

Also England was, and is, the source of coal supply for all of the allied countries. The continuous operation of the mines is imperative if England's greatest war is to be carried through.

Nevertheless the English coal miners have struck twice.

Further, Germany and Austria have been carrying on a propaganda in this country to cause strikes in the factories which supply England, France, and Russia with war munitions. The propaganda—impossible of success without the support of our unions—reached such a stage that it was necessary for our government to ask the recall of the Austrian ambassador and one German attache is to be sent home. The American labor was apparently perfectly willing to throttle American industry for no better reason than some labor leaders were convinced that a strike would be a good thing—for them.

With ideas such as these—thoroughly selfish as they are—permeating labor organizations around the world, it is no time to expect the miners union of America to adopt any altruistic attitude and hence to waive any advantage which it might have, that the prosperity of the country can be continued.

A Plan to Confiscate.

On the contrary, the miners union is committed to the policy of confiscating all American coal mines. The vice-president of that organization has gone on record to the effect that by embracing advantages such as are here outlined and by making them the occasion for the constant assessment of more than the operators can afford to pay, the miners propose to induce the operators to retire from the mines and abandon them to the union to be worked upon a co-operative basis.

All the circumstances considered, we are not of the opinion that the miners union will hesitate even at the most excessive demands or the most drastic action in order to make itself master of the American coal mining situation. We are, on the contrary, disposed to believe that the union will take full advantage of the present situation to get what it wants.

Mr. White's Necessity.

There is another and a purely personal matter which introduces itself. John P. White has been in office for several years and has made a conspicuous failure of everything that he has tried seriously to do. He retired ingloriously from West Virginia which he said he was going to master. He made a frontal attack on eastern Kentucky and retired almost before the first gun was fired. He went into Colorado and created civil war with the result only that some of his followers have been indicted and convicted on a charge of murder while the union lost the fight which he made.

In the joint wage conferences—a fact which his followers know all too well—he won in a small way not because of any strategy or skill on his part, but because of the inherent weakness of the opposition and of the spines of a few of the operators' leaders.

As a matter of fact, Mr. White has had failure written upon his brow from the time he succeeded Lewis until now, and he must do something to recover his prestige or he is done. This is a personal matter and yet it bears intimately upon the situation.

Stand of the Operators.

Seeing the position of the miners and their strategic advantage, their action in the forthcoming conferences can with reasonable accuracy be forecasted. The question naturally arises:

"What will be the attitude of the operators towards the demand which the miners must make?"

There can be but one answer to that question. The impoverished condition of the mines leaves the operators no choice but to resist the miners even in "good times." The figures, gathered by the United States Geological Survey, prove that of the six major producing states in the union, only one did so good as to break even in the matter of selling prices compared with operating cost. Five of the states came out of a good year with a monetary loss. That is, the average of losses completely offset the average of profits, leaving the industry of the states actually, but not admittedly insolvent.

But the good times have gone. Last winter was a distressing one, both in the loss of tonnage and in the loss of profit on coal. The companies that heretofore had made money, lost money. Those that had lost money, lost still more.

From a disappointing winter the operators went into a most discouraging summer. They lost still further in tonnage and made up none of it by any increase in price. It is not an extreme statement to say that coal trade at the minute is potentially bankrupt. Therefore, to ask such an industry to make any such concessions as the strategic advantage of the miners would in-

dicade, is something worse than suicide. It is to ask something that is hopelessly impossible. The operators have not the money to fight but curiously enough they are so poor that they dare not refuse to fight. On the latter score the operators will resist vigorously any demand which the miners may make.

This means to say that for two reasons—one their strategic advantage and the other the urgent necessity of Mr. White to save his face—the miners are going to make excessive demands upon the operators next spring. Because they cannot afford to grant any concessions, the operators are going to resist those demands to the limit. A serious conflict is thus inevitable.

Preparing for a Big Anthracite Strike.

Recently John P. White has made a vigorous campaign in the anthracite field for new members of the United Mine Workers of America. The situation thus presented is one of more than common interest. That is, there is more at stake at present than merely a matter of recruiting new members for the miners' union. Even a cursory glance at the situation will tell the whole story.

Just recently, as is commonly known, the Interstate Commerce Commission went elaborately into the matter of rates on anthracite coal, and decided, as is well known, to reduce the rates anywhere from fifteen to twenty-five cents a ton on the average in the territory where perhaps as much as eighty per cent of this coal is consumed. These rates do not take effect until the first of October and there is a good deal of curiosity on the part of the public to know just what disposition will be made of that fifteen cents. For example, up to this time the public has wanted to know whether the operators would absorb it themselves or whether they would pass it on to the retailer to absorb it or whether both the operators and retailers would pass it on to the consumer in the form of a reduction in the delivered price of coal.

Now by a curious twist of affairs a fourth element has been introduced into the situation. The question now is: "Will the operators, retailers, and consumers all be cheated out of this fifteen cents and will it all be absorbed by the miners through an increase in pay?" The latter question is pertinent when the facts are taken into consideration. As is commonly known, the consumers of anthracite coal have not been taking their customary amounts during the summer. As is known, production of anthracite up to the summer was about two million tons short of what it customarily is. There is no reason to believe that consumption will fall short two million tons this year and hence there is a reasonable assumption that this shortage must be made up between now and the first of next April. This means, of course, that in the ensuing six months there is going to be a constant excess of demand over supply. Whenever that thing happens, the prices always are above what might be considered normal. In other times, for example, anthracite prices have risen to premium figures. Especially the independents have taken advantage of the situation to get a premium price for the coal. There is no reason to believe that the so-called independents will not duplicate their action this year even though the so-called companies continue to accept the same price that they have heretofore. But whether there is a premium or none, a situation is almost sure to exist where the reduction in freight rates will not be passed on to anybody by the coal operators. The independents and the companies alike, for at least six months, or until the first of next April, will absorb for themselves the fifteen cents a ton or more which is the measure of the decrease in rates.

By a curious coincidence, the operators will thus preserve an advantage in the matter of profits until the expiration of the old labor contract and until the time comes for negotiating the new one. They will not do this by any concert of action, but in response to a natural trade condition which normally would indicate a rise in price.

When the first of next April comes around and when this advantage has not been passed on to either the retailer or the consumer, the miners' union will come in to put its claims against those of the retailer and the general public. The union will say, in substance at least, "You have now in the delivered price a profit of fifteen or twenty-five cents a ton greater than you used to have. The prices to the public have been such and such for years and there is no need of change. Therefore give us the fifteen cents as our pay for getting out the coal. We propose to take it all."

Strengthening this demand which they are very

Whether it results merely in prolonged negotiation, or whether it terminates in a prolonged and disastrous strike must depend upon developments after the turn of the year. One thing, however, is perfectly apparent. No consumer of coal can with any confidence, assume that he is going to have a sufficient supply after the first of next April unless he begins soon to arrange for it. That after all, is the very essence of the question: "What is going to be the labor situation next spring?" That is a point which the operators want to know about. It is a point that the consumers want to know about. The facts considered, it seems to us the answer given is inevitable.

prone to make, the miners are trying to gain by force a monopoly of mine labor in the anthracite field, and thus, through recognition of the union, absorb unto themselves the results of the Interstate Commerce Commission's decision.

We have, of course, no positive way of knowing what the operators will think when this demand is made. Those operators not given to discussing issues before they arise or to discounting the future. However, the operators are disposed to say that if they are to be deprived of all this advantage accruing from the Government's decision, those benefits should be equally distributed among the Government's subjects. That is, the commission did not make this decision as an aid to the miners' union, in spite of the fact that the miners have one of their members in the cabinet. On the contrary, if they are to be despoiled by the Government, the consumer, who after all is the greater majority of America, should have some consideration given to his claims.

In all of these labor disputes the operators stand any way as the unpaid agent of the consumer, resisting the demands of the miner, and the operators will probably continue to act in that capacity. A fight which is going to be precipitated almost surely will be a fight of the public against one part of the public as one operator recently expressed it; that small part of the public wants to absorb all of the advantages which the Government tried to give to the public as a whole.

But whatever the issue, it is hard to believe that the miners will surrender a chance to get this ten million a year without making a fight for it and that the operators will resist to the proverbial "last ditch" the demands of the Union. Therefore it is very hard to believe that we are going to get through next spring's conference in the anthracite field without a great struggle, which may develop into the greatest in that field. This is so because the amount involved is larger than it ever has been before. That is, ten million dollars a year is quite a sum to fight for.

Indications that this struggle is imminent are that such railroads as the Pennsylvania and New York Central are already storing coal and that the anthracite mines themselves are beginning to put stocks in piles, while the larger consumers of anthracite are doing the same.

New York Golf Club.

The New York Coal Trade Golf Association held a one-day tournament on the links of the Oakland Golf Club, near Bayside on Long Island, on Tuesday. Owing to the absence of a great many of the members of the association from the city, the attendance was the smallest that has yet been witnessed at any of the tournaments. Wallace Eyre, of the Knickerbocker Fuel Company, won the prize for the thirty-six hole medal score play; C. Law Watkins, of the Watkins Coal Company, the prize for the kickers' handicap in the morning play, and Marshall Naun, of the Sterling Coal Company, the prize for the kickers' handicap for the afternoon play.

The annual two-day fall tournament will be held on the golf links of the Seaview Golf Club, just outside of Atlantic City, about the middle of October. It is expected that this will be one of the biggest tournaments that the association has yet held. It is anticipated that there will be a very large attendance of Philadelphia coal trade golfers at this tournament, as invitations have been presented them to participate.

J. H. Lumley, of Peale, Peacock & Kerr, is one of the most recent New York coal trade golfers to join the association, and he participated in the tournament.

Miners Demand 20 Per Cent Anthracite Increase.

WILKES-BARRE, September 14.—(*Special Correspondence*.)—After a dress rehearsal that has lasted a couple of months—in the shape of speeches and the spreading of the hard coal miners' propaganda under the direction of President White of the United Mine Workers—the first of the play has been concluded. This even might be taken as a prologue, for if past performances can be taken as a criterion, there is plenty of action to follow.

After a four days' session that lasted through the fore part of last week, on Friday came the nub of the subject under discussion. This is in the form of the demands which the miners have formulated to be placed before the coal operators for discussion.

Several features of the demands had been anticipated. Some of the points that were to prove stumbling stones were carefully "covered up"—as carefully as the big guns abroad are shielded. The demand for an eight-hour day, for a twenty per cent increase, and for recognition of the union, loom up large as obstacles that would prevent a quick adjudication of the matter in contention.

These, however, are not near the thorns in the side that other questions that are enveloped in the demands. While there are ten points at issue raised by the miners in convention, several of these have room for indeterminate argument.

List of Miners' Demands

The full list of demands adopted by the convention follows:

1. We demand that the next contract be for a period of two years, commencing April 1, 1916, and ending March 31, 1918, and that the making of individual agreements and contracts in the mining of coal shall be prohibited.
2. We demand an increase of 20 per cent on all wage rates now being paid in the anthracite coal fields.
3. We demand an eight-hour work day for all day labor employed in and around the mines, the present rates to be the basis upon which the advance above demanded shall apply, with time and half time for overtime and double time for Sundays and holidays.
4. We demand full and complete recognition of the United Mine Workers of America in districts 1, 7 and 9, anthracite.
5. We demand a more simplified, speedy and satisfactory method of adjusting grievances.
6. We demand that no contract miner shall be permitted to have more than one working place.
7. We demand that the selling price of coal-mining supplies to miners be fixed on a more equitable and uniform basis.
8. We demand that wherever coal shall be mined on the car basis, it shall be weighed and be paid for on a mine-run basis by the ton of 2,240 pounds, and all refuse cleaned from the coal (either gobbled or loaded) shall be paid for on at least an equal basis as is paid for the coal.
9. We demand a readjustment of the machine mining scale to the extent that equitable rates and conditions shall obtain as a basis for this system.
10. We demand that the arrangements of detailed wage scales and the settlement of internal questions, both as regards prices and conditions, be referred to representatives of the operators and miners of each district to be adjusted on an equitable basis.

Make Demands Simple.

From the moment that he took charge of the convention on Wednesday until it closed on Friday, President White continually impressed on the delegates and the various committees that there was a world of meaning in the motto "Be Brief." To this end he impressed them with the importance of confining their demands only to those things that the miners insist that they must have.

In his address in opening the convention White said: "This is an exclusive wage convention, and in canvassing the situation we should proceed cautiously and approach these problems with calm deliberation. Large issues are involved, which include your welfare and likewise the welfare of the public, which is a great and important factor in our wage adjustments."

Throughout the whole of the convention

The Union Officials Outline Their Demands—The Operators Will Fight and Selection of a New Leader of the Operators Is Discussed.

White kept a weather eye on the actions of the committee and of the delegates in general, that there should be nothing written into the demands that would in anywise impair the opinion of the general public. By this action he has shown that much of the conferences that are to come may be expected to impress the public as to the desirability of siding with the miners.

When the committee in charge of the drafting of the demands presented them to the convention, three matters were brought into the limelight. First came the proposition demanding recognition of the union.

Since the time that White entered on his tour of the hard coal regions he has preached to all of his hearers that the recognition of the union must be one of the questions settled at the time that a new agreement is entered into. On this one demand there has been any number of statements made by the operators that they will not budge one inch from the stand that they have taken for the open shop.

So far as the shortening of the term of agreement to be entered into, this is a point that has always been considered as a matter that can be traded upon. That, and the request for an increase of twenty per cent raise in wages, are said to be the weak links in the chain. Just what the miners conceive to be an equitable wage adjustment are no more shown in the request for twenty per cent more pay than if they had asked for twice the amount they are now receiving.

Conciliation Board.

Clause five is one of the great stumbling blocks. Here is where President White showed that there is much "under the cover" to be expected before there is an adjustment of the question at issue. From the time that the convention opened it was a moot point as to how far the delegates should proceed in asking for a change in the adjustment of grievances.

When this clause was read many of the delegates rose and demanded that instead of merely demanding a "more simplified, speedy and satisfactory method of adjusting grievances," a demand be made for the abolition of the present conciliation board and a substitute plan be included in the demands.

To these suggestions President White counseled that the clause be allowed to stand. He said that the clause was broad enough to allow the negotiators to work out a given plan to be presented to the operators when the demands were passed upon. And, when still further pressed, President White was not averse to making the declaration that the clause in no way endorsed the present system of arbitration, "but it means the abolition of the present status of the conciliation board," were the words he used.

Again, when consideration was being given to the last clause in the demands by the miners President White was given an opportunity to forecast the attitude of the miners that will be taken when the demands are submitted. He put forth the contention that wages for certain classes of workmen in certain of the fields where the workings were different than the average, were purely local in contention and should be settled by conference in that particular section. "Many of the inequalities and difficulties under which you now labor will be eliminated and when section 10 has the backing of your local union it will bring wonderful uniformity."

In conclusion, and in expressing his hope that much of the plan of the miners would be recognized, President White said: "We go into conference with the operators knowing more about working conditions than ever before, for if your locals have done their duty we shall have in our hands statistics to prove every inequality and condition backed with figures. So with this abundance of information and a stronger union, we shall be capable of representing the anthracite miners in a way not possible before. In the settlements of the past, we had no such machinery to im-

prove conditions as you have now and will have if the negotiations are successful."

President White, Secretary William H. Green and Vice-President Frank J. Hayes were named as the committee to meet the operators. To these will be added the executive boards of the three district anthracite organizations.

The letter to the operators has been sent and suggestion has been made that Philadelphia be chosen for the first meeting between the men and their employers. At this meeting subcommittees will be given the task of whipping into shape an agreement as is satisfactory to the representatives of the union and the operators. When this is completed, it must again go before the miners' delegates.

The Operators' Leader.

No little interest is evinced in the personality that will take up the guiding reins for the operators. Quite a bit of guessing is being indulged in as to whether or no the situation will create a new man to become the recognized head of the anthracite industry. Since the death of George F. Baer no one individuality has superseded others in the conduct of the business end of hard coal mining. In some quarters it is thought that E. T. Stotesbery, the Philadelphia banker and head of the Reading Company, may be the man to step to the forefront. His long connection with matters appertaining to the business and financial end of the industry would give him an excellent grasp of the detail that must be thoroughly sifted in arriving at points under consideration. But Mr. Stotesbery is a busy man and it is a question of a huge sacrifice of time and attention.

Of the railroad men that have been mentioned and who may enter the limelight, the names of Captain May of the Erie, William G. Bessler of the Jersey Central, and President Loree of the D., L. & W. have appeared in print.

Percy Maderia, of the Maderia Hill Company, while an independent, is looked upon as a man of large caliber and one who might be able to swing the operators' end to a satisfactory turn. President Richards, of the Reading Coal & Iron Company, stands high in the favor of the men and may be a factor.

Since the demands have been drafted there has been a pronounced sentiment shown in the anthracite regions that all speed and dispatch should be used in "clearing the decks for action." In Wilkes-Barre, the business men, acting through the Chamber of Commerce, have drafted a letter to the miners' officials and the representatives of coal mining concerns asking that a meeting be held as soon as possible, that general business be not jeopardized.

Naval Board Personnel.

Secretary Daniels of the United States Navy Department, who recently made public the personnel of the new Naval Advisory Board, announced that the first meeting will be held October 6th, and that Thomas A. Edison will preside. In looking over the appointments to this board, several names well known to the American coal trade are found. Among the members is William Lawrence Saunders, chairman of the Ingersoll-Rand Company, Mr. Saunderson's company for many years being prominent in the manufacture of air compressors, radialaxle system of coal mining, etc. Another member is Spencer Miller, of the Lidgerwood Manufacturing Company of New York, who invented the rope drive and whose cableways at the Panama Canal helped towards the hasty completion of that great waterway. One of Mr. Miller's recent inventions had to do with the marine cableway that makes it possible to transship coal under rapid headway at sea. Another of his inventions having to do with the rapid and economical transfer of coal, is his system for handling coal from one vessel to another, or from vessel to dock, or vice versa, at a rapid rate and with the use of fewer men than by the ordinary method. Thomas Robins of the Robins Conveying Belt Company, has also been appointed a member of the Naval Advisory Board. Mr. Robins is the inventor of numerous mechanical devices, including the belt conveyor for conveying ore and coal, for which he was awarded a gold medal at the Paris Exposition.

M. N. Bedford & Company's Bookkeeping System.

THE BLACK DIAMOND has devoted page after page to the subject of bookkeeping systems for retail dealers. Still a constant flow of inquiries for such a system evidence the fact that there is still a great need for something more elastic than has been published and for something to fit the retail coal trade.

We are led to believe that the many systems

to the scales, and is used as a check against Sheet No. 1, and a memorandum of the different teams as they go and come from the yard.

SHEET No. 3 is the most essential part of the transaction. This sheet is really three sheets, consisting of invoices in triplicate filled in at one writing. These sheets measuring five and one-half by eight inches in size are very effective, as

at the end of the month in making out accounts. No second invoice is sent after the delivery of the first one with the load or mailing it the day the delivery is made.

Use of this triplicate system also enables the driver to know just where he is going. If the bills are stamped C. O. D., he is to make a collection. He leaves the bill if it is a charge order.

M. N. Bedford & Company furnish their drivers with a neat aluminum binder to carry these bills,

M. N. BEDFORD & CO. ORDER SHEET						
Sept. 5 1915						
No.	NAME	ADDRESS	AMOUNT AND KIND	PAID	ORDERED BY	REMARKS
1	Alpena Trust Co.	408 Main St.	30 Tons Scr. Soft	C.O.D.	Wm. Jones	Straight Delivery
2	J.P. Johnston	120 Clark St.	2 " Chestnut	14.00	Seef	Will haul
3	E.A. Jones	1218 Mill St.	1 " Poca	4.50	Mrs. J. Ryan	Carry job
4	Diamond Foundry	208 River St.	2 " Bloss	Chg.		No chutes

Sheet No. 1. Daily Order Sheet.

which have been devised by account book manufacturers and commercial accountants may have been practical enough as systems, yet they have not been particularly adapted to the particular needs of the coal man. In other words, the demands of the coal trades are peculiar and varied. Perhaps no one system can fit even approximately in several communities.

It may be that only by obtaining and publish-

apparently no attention is paid to smaller sized bills. They are destroyed or thrown away in a great many cases. The original and duplicate invoices are sent out with the load. The original copy is left at the point of delivery, and the duplicate copy is receipted by the consumer and returned to the office. At the end of the day this duplicate copy is compared with the third copy kept in the office, and if any additional charge

as sometimes as many as four different orders are on one load.

The copy of the bill signed by the customer and returned to the office by the driver is filed away for future reference, and as evidence in case any dispute should arise over a certain order.

Office copies which are retained in the office are kept until the end of the month, when the trial balance is taken off. These copies are at-

M. N. Bedford & Co.			
DATE Sept. 5 1915			
PURCHASER	GROSS	TARE	NET
Alpena Trust Co.	7500	1500	6000
J.P. Johnston	5600	1600	4000
E.A. Jones	3120	1120	2000
Diamond Foundry	5800	1800	4000

Sheet No. 2. Scale Memorandum.

ing a description of different systems which have been devised and are being successfully used by several coal companies, will the dealers be able to gather enough ideas to design a simpler and more adaptable system for their own use, at any rate, that is what we propose to do.

One of the first systems which has come in is that used by M. N. Bedford & Company of Alpena, Mich. This system seems to contain many characteristics which go to make up a simple, easy and accurate means of keeping books for coal dealers.

M. N. Bedford & Company sell to residences, factories and to a marine trade, and the business is practically all retail. A description of the accounting methods of this company is as follows:

SHEET No. 1 shown herewith is a daily order sheet, and is the first record made of a transaction. It enables the clerk or dealer to have all the day's orders before him, in such a way that he can line up deliveries going in one direction. This company uses horses only for delivery purposes, and found this form of order sheet an advantage over the ordinary order book in which order entries are usually scattered and very incomplete. When the orders are all filled, these order sheets are filed away in a binder for future reference.

SHEET No. 2 shown herewith is the second part of a transaction, and is just a memo pad attached

M. N. BEDFORD & COMPANY

DEALERS IN...

HARD and SOFT COAL

OFFICE: FOOT FLETCHER ST. N? 12170

ALPENA, MICH. Sept 5 1915

PRICE 12.00

Telephone 220.

Sold to Alpena Trust Co.

Street 408 - Main St.

DO NOT DESTROY THIS BILL

To 6000 Lbs. Soft Coal	PER T. 4.00	AMT. 12.00
" " " Lump Coal		
" " " Egg " "		
" " " Stove " "		
" " " Nut " "		
" " " Pocahontas " "		
" " " Blacksmith " "		
" " " Slack " "		
" Carrying		

Received by Wm Jones

Delivered by S-1

Total 12.00

WE DO NOT ITEMIZE AGAIN

Sheet No. 3. Invoices in Triplicate.

or change is noted on the duplicate copy, the office copy is accordingly corrected.

In some cases the original invoice is not left with the customer, but brought back to the office and mailed direct to the buyer (when it is a charge sale) so that he will get the invoice personally. The boy or lady at the home does not always give the delivered bills to the purchaser, but usually hang them up somewhere and forget all about them.

Through the use of this system the company knows at the end of each day that each customer has his bill, thus avoiding a lot of trouble

NAME Alpena Trust Co.					
ADDRESS 408 Main St					
DATE	ITEMS	PAGE	DEBIT	CREDIT	
Sept 5	12170		12.00		

Sheet No. 4. Ledger Sheet.

as sometimes as many as four different orders are on one load.

The copy of the bill signed by the customer and returned to the office by the driver is filed away for future reference, and as evidence in case any dispute should arise over a certain order.

Office copies which are retained in the office are kept until the end of the month, when the trial balance is taken off. These copies are at-

M. N. BEDFORD & CO.			
COAL			
ALPENA, MICH. Oct 1-15			
Sold to Alpena Trust Co.			
15	Sept 5	2 Tons 12170	12.00

Sheet No. 5. Statement Blank.

tached to the monthly statements in case any of the bills for the month's charges have been lost.

SHEET No. 4 is an excellent ledger sheet for the coal man. It permits the keeping of a large number of entries on one sheet. The reader will note that the charge refers to the invoice number only, as each invoice contains all the necessary information, and no itemizing is necessary.

Statement SHEET No. 5 just shows the invoice number. Where a customer buys considerable coal during a month, office copies of the invoices are attached to the statement for debtors to check.

SHEET No. 6 shows the Coal Sales Record Book used by M. N. Bedford & Company. There are twenty-four columns and it contains a record of every sale made during the month, at the end of which time the totals are posted to their proper accounts in the ledger. The reader will note that this company carries a separate hard, soft, Pocahontas and Blacksmith coal account. M. N. Bedford & Company have found it just as convenient to keep these accounts separate, and to know at all times on which coal they are making or losing money. The cash sales are put through the cash book at the end of the month, and the charge sales journalized.

SHEET No. 7 is a sheet from the summary book. This book is for weights and totals of charge and cash sales.

COAL SALES RECORD																												
CARTAGE CHGES				E G G				S T O V E				N U T				S O F T				P O C A H O N T A S				B L O S S				
Hd	Sft	Poc	Bls	1915	Tic't	Wt.	Chge.	Cash	Tic't	Wt.	Chge	Cash	Tic't	Wt.	Chge	Cash	Tic't	Wt.	Chge	Cash	Tic't	Wt.	Chge	Cash	Tic't	Wt.	Chge.	Cash
00	1.50			Sep 5													12170	6000	12 00									
	1.50	.75		5									12171	4000			14 00											
		.75	1.00	5																	12172	2000	4 50	4 50				
			1.00	5																					12 17	4000	10 00	
	1.50	.75	1.00																									

Sheet No. 6. Coal Sales Record.

A coal purchase record shown by Sheet No. 8 is also contained in the summary book, enabling the clerk or dealer to obtain the information he desires under one cover. At the end of the season or year, the different amounts of coal are

the parties doing their own hauling. Credit is allowed at the rate of fifty cents per ton ordinary delivery and twenty-five cents a ton for any carrying job. M. N. Bedford & Company has one firm doing all their delivering.

which might not have been taken from granted at the very outset. The real object of those costly installations—if the authorities can be brought to understand it—is not so much concerned with chemistry of pure coal dust explosions under simple conditions. It is principally concerned with the physical conditions which surround the complicated case of the mine explosion. Those conditions can never be found in a smooth steel tube. They may be more or less approximated to by erecting a few posts or placing an annular flange within the tube, but they cannot be duplicated by any such crude methods. The rugged perimeters and jagged surfaces must be reproduced as they exist in the average roadways and ramifications of the normal mine. The recognition of that fact by the American Bureau of Mines accounts for the bewildering contradictions which Mr. Rice's account throws at Eskmeals, where the fact was overlooked. And, in our judgment, the recognition by the American bureau of that vital fact endows their published results with great authority. Otherwise, there is little essential difference between the results recorded from America on the one side and from Europe on the other.

The "tentative point of view" held by the American Bureau of Mines as to the nature of the shock wave following the discharge of the cannon may, however, assist the reader to more clearly understand the philosophy of the so-called retonation waves, which, it appears, is still a mystery to some enquirers, although the "kick" of a rifle is explained by the same principle. The retonation wave, in our view, is simply the resultant of two opposite forces, one, that of the shock wave due to the firing of the cannon, and the other due to the back pressure of the exploding material, which, like any other explosive, exerts equal force in all directions, including that pointing back to the seat of origin. As Mr. Rice himself says, though he fails to make the application, "If the pressure of an explosion does not materially rise in its course, retonation waves are not detected." Of course not; retonation cannot occur until the back pressure of the advancing explosion exceeds the opposite pressure of the original shock wave initiated by the firing of the cannon.

From the Iron and Coal Trade Review of London.

CARTAGE				EGG		STOVE		NUT		SOFT		POCA.		BLOSS	
Hd	Sft	Poc	Bls	Wt.	Amt.	Wt.	Amt	Wt.	Amt	Wt.	Amt.	Wt.	Amt.	Wt.	Amt
Jan															
Feb															
Mar															
Aug															
Sep	1.50	75	1.00					4000	14 00	6000	12 60	2000	4 50	4000	10 00
Oct															
Nov															

Sheet No. 7. Summary.

totaled and checked against the amounts of coal sold and stock on hand, to see if it reasonably checks with the inventory.

All letters of M. N. Bedford & Company are copied in an impression book; this with their bookkeeping system gives them a complete and

Certainly there is much in the above system that could be advantageously used in the system of any retail coal dealer everywhere. In the hope of securing as many different systems as possible, we ask that every dealer, whether or not a subscriber of THE BLACK DIAMOND, to send in sheets

COAL PURCHASE RECORD 1915											
HARD	DATE	FROM	KIND	VIA	TONS	PR.	AMOUNT	PR. RT.	AMT.	INS	PAID
	Apr. 1	U.S. Coal Co	Egg	STR MAT	700	5.90	4830.00	.50	350.00	1800	Apr. 10
SOFT	Apr 10	Amer. Coal Co	3/4	Alpena	700	2.75	1925.00	.60	420.00	2.50	Apr. 10
POCA.	Jun 1	Poca Coal Co	Lp	Pa. Car 41850	40	2.25	90.00	2.35	94.00	---	June 10
BLOSS	Jun 5	Bloss Coal Co	M.R.	Pa. Car 108150	40	1.95	78.00	2.25	94.00	---	June 10

Sheet No. 8. Coal Purchase Record.

correct record of every transaction made and any correspondence regarding it.

The reader will note that on the cartage account, the charge against each ticket is extended against the proper account, and at the end of the month each column totaled and charged to respective accounts and credited off in total to

or pencil sketches of the system and books he is using.

Through the co-operation of the dealers, we are confident that we will arrive at a system by far simpler and more adaptable to retail coal business than any yet devised. To do this, the cooperation of retailers is necessary.

The American Coal Dust Investigations.

The account, given by Mr. George Rice of the American coal dust investigations in his paper read before the Institution of Mining Engineers, of which an abstract appeared in our last issue, is of unusual importance. It recounts experimental results which, for the first time, we believe, have been obtained under conditions which duplicate those of the actual commercial mine. Without disparaging the excellent work done, first at Altofts and then at Eskmeals, in experimental galleries, it is manifest that the long, straight, smooth passage of the experimental gallery furnishes very different conditions from those afforded by the rugged perimeters and constantly varying cross-sections observed in any considerable length of normal mine road.

It is remarkable that this defect in our own costly experimental stations has not been more clearly perceived and more loudly condemned by men who claim to be at once practical and scientific. It is remarkable because it has long been recognized that the violence of a so-called dust explosion increases with the resistance it finds in its path, owing to the increase of pressure thus generated. It is also common knowledge that the resistive force of friction in a rough mine road is many times greater than that found in a smooth,

clear shaft. Obviously, therefore, the resistance of the smooth experimental gallery is vastly less than that of the normal mine road and less than that of the experimental mine employed in the American investigations.

It is not surprising, therefore, to now discover that the "one to one" mixture of stone dust and coal dust found sufficient for safety at Eckmeals is, according to Mr. Rice, usually found inadequate for the same purpose in an actual mine. It is not necessary to ask whether the dust and the gas at Pittsburgh are more sensitive than ours; it is sufficient to recognize that the American conditions were more severe and more nearly like those which obtain in the normal mine itself.

The object of our experimental stations is not, as the Home Office staff appear to imagine and as Dr. Wheeler actually stated at the institution meeting, to prosecute the "arduous investigation of the phenomena of pure coal dust explosions," if by that expression Dr. Wheeler means, as seems evident from the context, explosions free from complicated conditions. Those comparatively simple phenomena can be predicted from theory alone. No one questions the standard theory of chemistry, and the Eskmeals reports have so far told us little about "pure coal dust explosions"

New Consolidation Plants.

The Consolidation Coal Company of Fairmont, W. Va., has appointed the Allen & Garcia Company, Chicago, Ill., constructing engineers, in charge of the design and construction of the tipples and screens, and also electrification of the two new mines being sunk by the coal company at Helen's Run, West Virginia.

These two mines will have duplicate equipment and are being designed for an average output of 4,000 tons per day. The shafts are to be curbed with concrete from surface to sump, with steel buntons, guides, etc. The tipples are to be thoroughly modern with balanced shaker screens, Lenix drive, apron feeders, picking table, loading booms, etc., and the tower is the well-known "A. & G.," "three-legged" type. The mines will be electrically operated, the power furnished by the coal company from their large station located about four miles from the mines and delivered at the mine at 22,000 volts stepped down to 2,300.

The hoists at the main shafts are to be Ilgner type with Ward-Leonard control and cylindrical conical drums. The air shaft hoists are to be steam operated because of the necessity of using steam to drive the fans and thereby secure exhaust steam to humidify the air at the down cast.

The air shaft at each mine is to be equipped with two duplicate independent fans to insure continuity of air supply and guard against breakdown. There will also be steel towers at air shaft and cage for men and material.

The shafts are now down about 200 feet, with 300 feet to go and it is expected to begin erection of the surface plants early in the spring, but the Allen & Garcia Company will probably have the designs and specifications ready for bids late in the fall. The two new mines will cost close to a million dollars, and with their modern equipment designed for efficiency, permanence, strength and perfect preparation of coal, will be examples of the best type of modern American coal mines.

E. A. Fellows, formerly with the Great Lakes Coal & Dock Company, has become identified with George M. Space & Son, Lumber Exchange, Minneapolis.

August Anthracite Shipments.

PHILADELPHIA, September 16.—In August the anthracite shipments were 5,330,831 tons, as compared with 5,483,743 tons in same month last year, a decrease of 152,912 tons. For the eight months ended August 31, 1915, the shipments were 41,860,340 tons, as against 43,821,389 tons in the corresponding period of 1914, a decrease of 1,961,049 tons.

The report of the anthracite bureau of information is as follows:

Buckwheat No. 1 and Larger Sizes.		
	August, 1915.	August, 1914.
Phila. & Reading R. W.....	721,613	790,372
Lehigh Valley R. R.....	913,913	958,796
Central R. R. of N. J.....	191,841	514,473
Dela., Lacka. & W. R. R.....	114,017	689,938
Dela. & Hudson Co.....	599,298	530,224
Pennsylvania R. R.....	354,687	431,943
Erie R. R.....	572,058	600,817
N. Y., O. & W. R. W.....	120,751	176,714
Total	4,491,208	4,693,277

Sizes Below Buckwheat No. 1.		
	August, 1915.	August, 1914.
Phila. & Reading R. W.....	125,649	114,271
Lehigh Valley R. R.....	115,808	120,376
Central R. R. of N. J.....	118,880	122,994
Dela., Lacka. & W. R. R.....	145,321	129,910
Dela. & Hudson Co.....	131,839	88,838
Pennsylvania R. R.....	72,131	65,636
Erie R. R.....	118,759	133,533
N. Y., O. & W. R. W.....	11,236	14,908
Total	839,623	790,466

Total Shipments.		
	August, 1915.	August, 1914.
Phila. & Reading R. W.....	847,262	904,643
Lehigh Valley R. R.....	1,029,721	1,079,172
Central R. R. of N. J.....	613,721	637,467
Dela., Lacka. & W. R. R.....	859,368	819,848
Dela. & Hudson Co.....	731,137	619,062
Pennsylvania R. R.....	426,818	497,579
Erie R. R.....	690,817	734,350
N. Y., O. & W. R. W.....	131,987	191,622
Total	5,330,831	5,483,743

Buckwheat No. 1 and Larger Sizes.		
	Year. 1915.	Year. 1914.
Phila. & Reading R. W.....	6,220,271	6,785,488
Lehigh Valley R. R.....	7,518,806	7,445,248
Central R. R. of N. J.....	4,137,282	4,763,052
Dela., Lacka. & W. R. R.....	5,007,228	5,200,928
Dela. & Hudson Co.....	4,471,565	4,038,731
Pennsylvania R. R.....	3,193,077	3,581,649
Erie R. R.....	4,294,386	4,567,011
N. Y., O. & W. R. W.....	1,193,528	1,377,604
Total	36,036,143	37,759,711

Sizes Below Buckwheat No. 1.		
	Year. 1915.	Year. 1914.
Phila. & Reading R. W.....	879,816	982,768
Lehigh Valley R. R.....	835,374	815,224
Central R. R. of N. J.....	873,280	972,393
Dela., Lacka. & W. R. R.....	963,523	1,044,197
Dela. & Hudson Co.....	761,167	667,888
Pennsylvania R. R.....	573,245	539,778
Erie R. R.....	803,523	874,567
N. Y., O. & W. R. W.....	134,269	164,803
Total	5,824,197	6,061,678

Total Shipments.		
	Year. 1915.	Year. 1914.
Phila. & Reading R. W.....	7,100,087	7,768,256
Lehigh Valley R. R.....	8,354,180	8,260,472
Central R. R. of N. J.....	5,010,562	5,735,443
Dela., Lacka. & W. R. R.....	5,970,751	6,245,125
Dela. & Hudson Co.....	5,232,732	4,706,619
Pennsylvania R. R.....	3,766,322	4,121,427
Erie R. R.....	5,097,909	5,441,578
N. Y., O. & W. R. W.....	1,327,797	1,542,467
Total	41,860,340	43,821,389

Coal on Hand at Tidewater Shipping Ports—		
August 31, 1915.....	653,496 tons	
July 31, 1915.....	636,384 tons	
Increase	17,112 tons	

France's Coal Shortage.

In a recent issue of the *Railway Age Gazette*, Walter S. Hiatt, a special European correspondent, analyzes the coal situation of Europe and comes to the conclusion that American coal will ultimately ease the coal shortage of France. Mr. Hiatt believes that this will happen despite the high cost of ocean transportation, and will also have the effect of keeping down prices of coal in Europe.

Mr. Hiatt points out that Belgium normally produces 20,000,000 tons of coal annually, which is more than enough for home consumption. France normally produces 40,000,000 tons of coal, but consumes 60,000,000. The coal which represents here excess of consumption over production normally comes from the English and Bel-

gian coal fields. At the present time all the coal dug in Belgium is mined exclusively for the German interests, and France's production because of German occupation of the mines in northern France, has been cut to 20,000,000 tons. Where France will get the 40,000,000 tons of coal which constitute her shortage this year is the question which is worrying the Frenchman as winter draws near.

The same grade of coal which costs American interests \$3 a ton, Mr. Hiatt points out, is costing the French railroads \$10 to \$12 a ton. The French railroads are using twice as much coal in war times as in ordinary times. They will not be the first sufferers in the coal famine which is facing the continent. The private consumers, who at present are unable to get deliveries at any price, will be the sufferers, Mr. Hiatt says. The general effect of the European coal famine may be felt in this country, too.

The situation is thus summarized by Mr. Hiatt: "With the war expected to last until next year, the coal shortage in Europe is going to be a distressing subject this winter. It means that the railroads will have a hard time because of the increased cost of coal; it means that many families will have to go without heat; it means that coal may be slightly higher in price in the United States if the American coal merchants are able to deliver all the coal they have contracted to deliver in Europe. If American railroad terminal methods and machinery for handling coal rapidly and in large quantities existed at Italian and French ports, American coal merchants would this year sell upward of 50,000,000 tons."

Italy and Russia will also be sufferers as a result of the shortage, Mr. Hiatt says. Of all the countries at war, England, Germany and Austria alone will be unaffected to any pressing degree. Italy produces little coal and Russia produces 30,000,000 tons. Germany's average annual production is 200,000,000. She will produce enough for home consumption, but will not approximate the average figures. Austria's production will be sufficient for home consumption.

"The railroads of Germany certainly will not suffer in their war activities from lack of coal," says the article, "since they consume in normal times but slightly over 11,000,000 tons per year. The increased consumption of coal due to the intricate war movements of trains will not raise this figure to more than 25,000,000. In Russia,

however, which because of the blockaded seas, has been forced to bring its imports of all kinds of war materials from the Far East on the Siberian Railroad, the coal question will further hamper the railroads, which have been working none too smoothly.

"The situation in France is typical of many European countries. While France has of course, all the seas open to her, to date she has been unable to import or obtain at reasonable prices the quantity of coal required either for her railroads or for her civil population. As early as last December coal for domestic uses almost doubled in price, going from \$6 to \$11 a ton, and the majority of families went without heat rather than pay the extra price. The railroads were not seriously hampered in this respect because of supplies on hand, and the situation was eased somewhat later in the winter by English imports.

"The French railroads normally consume about fifteen per cent, or nearly 9,000,000 tons of the total of 60,000,000 required each year in France. The other eighty-five per cent is normally distributed as follows: Private use, twenty per cent; industries and manufactures, twenty-eight and six-tenths per cent; gas factories, seven and one-half per cent; mine industries, eight and nine-tenths per cent; metal factories, seventeen and nine-tenths per cent; tugboats, canal barges and ships, two and one-fifth per cent. This year the railroads will consume about twice the normal quantity because of the necessity of rapid quick movements of troops which require more than the normal number of engines, either attached to trains or else always held in readiness for unexpected movements.

"In this connection, as a curious fact worthy of note, I counted one day recently in the Paris yards of the Western railroad no less than forty-five locomotives, with steam up and merely held in reserve. While a German attack on Paris, or even a general movement to break through the lines of trenches fifty miles from Paris, is no longer plausible, the military authorities are today ready for any emergency. For this reason they hold in reserve an army at Paris variously estimated at from 100,000 to 300,000 men, ready either to defend Paris proper or to be launched rapidly out of Paris on a few hours' notice to any part of the trench line that may be overwhelmed."

Ohio Rate Situation Is Perplexing.

COLUMBUS, OHIO, September 15.—(*Special Correspondence*.)—Ohio operators who are behind the case now pending before the State Utilities Commission to secure a reduction on intrastate freight rates on coal profess skepticism on the new attitude of the railroads. The announcement made a few days ago by M. J. Caples, vice-president of the Chesapeake & Ohio, that the differential between the Ohio and West Virginia coal will be voluntarily increased from twenty-five to forty cents a ton by the railroads, it is claimed, is a grand-stand play. The group of operators in question say the move has no other purpose than to confuse the issue now before the commission. They state further that the fight for state regulation of rates will go on regardless of such influence.

"The railroads are insincere in this action," states a prominent Hocking operator. "The proposal to increase the differential by raising West Virginia rates instead of lowering those of Ohio is an expedient of their original attitude to take the question out of the hands of the state authorities and pass it up to the Interstate Commerce Commission. They know that any attempt to raise rates will bring them in conflict with that tribunal, and that the West Virginia operators will fight the matter to the bitter end. It was foreseen by the railroads, when the announcement was made, that West Virginia would enjoin, as the producers of that state are preparing to do, according to word received from Charleston. The new rates, even if allowed to stand by the Interstate Commerce Commission, could not be ratified under a year or two, by which time the present spirit of fight would be taken out of the Ohio operators, in the view of the railroads.

"Moreover, the issue before the Ohio Utilities Commission is not alone for an increase of differential, but the lowering of coal rates. They are too high, and are working injury to the industrial development of the state. The real point is that if the Hocking Valley railroad has

found it profitable for years to haul West Virginia coal across the state to Toledo at the existing rate for that service, it should be made to give Ohio coal the same haul at a like rate, or somewhere near it, instead of charging a double rate for the latter. This should logically come by lowering Ohio rates. After the ruthless discrimination in the past, it is not reasonable to believe that the railroads have suddenly become conscience-stricken over unfair differentials to the extent that they would voluntarily seek to adjust same. The real fact of the matter is that the Supreme Court decision of a few months ago upholding the authority of the Ohio Public Utilities Commission to regulate freight rates within the state has given Ohio operators an effective weapon for self-defense. The railroads realize this, and may be expected to employ every form of subterfuge to stave off the inevitable."

On the other hand, some local operators are inclined to look upon the action of the railroads as having been taken in good faith, although it is felt that the differential should be fifty, instead of forty, cents. It is believed that under the most favorable circumstances, providing the new rate should not be enjoined, the change could not be effected on lake coal until about the first of January. The Interstate Commerce regulations forbid changes of through coal rates during the lake season. The announcement of the advance of West Virginia coal rates on tonnage carried by Ohio roads came after a conference of railroad men at Washington, D. C., which was attended by Mr. Caples. His headquarters are at the general offices of the Hocking Valley railroad in this city.

The corps of experts appointed by the Ohio Utilities Commission to go into the records of this carrier for data bearing upon the United Mine Workers' case against the railroads, with the Sunday Creek Company as intervening plaintiff, are still at work and will be ready for the resumption of the hearing on October 5.

American Coal in the Canaries.

(Consul George K. Stiles, Teneriffe, Canary Islands, July 27.)

The war has thrown open to American producers of the finer grades of bunker coal two of the greatest coaling stations of the Atlantic—Teneriffe and Las Palmas, Canary Islands. Coal to the value of \$5,475,000 was supplied by the Canary Islands to ocean traffic during 1914, and, despite the reduction in the world's commercial tonnage, the present year is reported by coal dealers to have shown little falling off.

Before the war American coal exporters found it impracticable to make any entry into this trade. Only during the existence of serious coal strikes in England have cargoes of American coal been brought here from time to time to supply the temporary lack of British-produced coal.

This year the increasing difficulty in securing Cardiff and Durham coal has enabled enterprising American export houses to send here a number of cargoes of high-class steam coal. This coal is reported to have given perfect satisfaction, but thus far the big buyer still persists in the attitude of considering American coal as available in the Canaries only for emergency use. It will be necessary, then, for American producers to make unusual efforts to secure a permanent hold on this trade.

Full practical details of a minute character are essential for an intelligent effort, but it is equally necessary that American coal exporters should primarily understand that the English mine owners are financially interested in the local firms. Usually dealers here are mere departments of London firms, with coaling branches in many parts of the world. These London firms are either mine owners or closely affiliated with such enterprises.

It may prove necessary, therefore, to secure direct representation of American firms in Teneriffe and Las Palmas before American coal will be given a fair chance to show its superiority at the same prices asked for British coal.

Even without such thoroughgoing methods there now exists the opportunity to export American bunker coal here. The contract price of coal at this time last year was \$7.50 per ton for the high class Cardiff article. This coal is now bringing \$14.50, and dealers admit that the prospects are rather for an increase than a decrease in prices.

Under such circumstances American bunker coal can be laid down in Canary Island ports at an undoubted advantage over the Welsh article. As a result, approximately 50,000 tons of this coal were imported during the first six months of 1915, at a saving (so I am informed by the manager of the company importing most of it) of about \$1 per ton as compared with the British product.

This represents approximately twenty per cent of the coal imports into the Canaries for the first half of 1915. As against an importation of absolutely no American coal in 1914, it shows strikingly what a consistent comprehensive effort could bring forth for the exporters of the United States.

The following practical details of port conditions, methods of transferring cargoes, port charges, customary credit terms, etc., will enable exporters to figure on the best methods to employ in going after this traffic.

The coal tonnage imported into Teneriffe during 1914, according to combined estimates of the larger dealers, was 229,000 long tons; that of Las Palmas was somewhat larger, being estimated at 271,000 long tons.

Both Teneriffe and Las Palmas are deep-water ports, the depth in Teneriffe Harbor ranging from twenty fathoms up, while at Las Palmas the depth is far greater than is necessary for the largest steamers known.

Cargoes range from 2,000 to 7,000 tons, and other than full cargoes are rarely received here, except a few shipments of gas coal for the use of the Teneriffe and Las Palmas gas companies, which buy occasional small lots. Anthracite is also occasionally purchased, but the trade is comparatively unimportant, being estimated at less than five per cent of the entire traffic. Coke is practically never imported into this market.

The unusual manner of unloading coal cargoes is to have the coal shoveled into sacks weighing about 200 pounds each. These are transferred to lighters by the derricks of the collier at the rate of five sacks to each shift of the derrick, or approximately one-half ton to each movement of the crane. The ordinary rate of unloading is

250 tons per day, but as high as 600 tons per day have been unloaded. This could be doubled by night shifts if exporters desired to economize the time of the collier's charter.

All coal in Teneriffe and Las Palmas is unloaded into lighters, and exporters should base their prices on contracts requiring them merely to deliver their cargoes into lighters. The local dealers all maintain large forces of men to unload and handle the coal they purchase, and a section of the port is occupied by scores of lighters for this service.

The storage depots on shore at Teneriffe approximate between 60,000 and 70,000 tons, and practically the same is possessed by the coaling firms at Las Palmas.

Foreign or American colliers are used indifferently in the trade, but the lack of this class of vessels flying the American flag is shown by the fact that only one such has visited the Canary Islands during the first half of 1915.

Freight charges for collier service from England before the war were about 10s (\$2.43) per ton, but have not more than doubled. As high as 28s (\$6.86) per ton was paid between Cardiff and Las Palmas early this year, but offers at 20s (\$4.89) were reported last month.

Local prices on the open market were quoted at \$14 early in June, and by the middle of July had risen to \$14.50. These prices are c. i. f. at the Canary Islands.

The larger houses here are, as previously indicated, actually branch houses of London firms and know little of the credit terms obtained by their buying representatives, who should be addressed in the central offices in England. No American firm has any branch office (so far as can be learned) in either Teneriffe or Las Palmas, but one special brand of well-known American steam coal is said to be represented in Las Palmas by a British firm, which has imported much of the American coal bought during the present year.

Fewer Mine Accidents.

HARRISBURG, PA., March 16.—Fatal accidents in the bituminous coal field in 1914 showed a decrease of thirty-two per cent, according to a summary of reports just issued by the State Department of Mines, the number last year being 413 as compared with 611 the previous year.

According to the official figures the production of soft coal last year was 145,884,530 or 27,081,129 less than in 1912, the number of employees last year

being 195,929 against 189,090 in 1913. The amount of coal produced per fatal accident last year was 353,207 tons against a rate of 283,086 tons in 1913, while the fatalities per thousand employees last year was 2.10 against 3.22 in 1913.

Fatalities in the bituminous fields were less last year than in any year since 1897, which is attributed at the department to closer supervision exercised by State inspectors and the operation of the soft coal mine code adopted in 1911.

Details of the summary show that the accidents from falls of rock and car accidents amounted to 84.96 per cent and a special effort to reduce these classes of accidents has been ordered by Chief Roderick, mine foremen, superintendents and inspectors being ordered to enforce the most stringent rules and to secure discipline among the men. The percentage of fatalities from falls of rock, coal, roof, slate, etc., was 61.21, while from cars 23.75, from gas, dust explosions and suffocation 2.11, by electrical accidents 6.33 and all other causes 6.60.

Daniel Willard, president of the Baltimore & Ohio Railroad, was in New York on Tuesday, and gave out the following statement: "All our cars are in use for the first time in two years—since the fall of 1913. Our traffic has increased gradually for the last four or five months above preceding months, and for the last two months has been ahead of a year ago, but not ahead of two years ago. Agricultural conditions throughout the B. & O. territory all seem to be fully up to, if not above, the average for this season of the year, and the outlook in that direction is good. The ore movement from the lakes is heavy, stimulated, of course, by the renewed activity in the steel business. I am optimistic—within reasonable bounds."

The differential between the eastern Ohio coal rate and that of West Virginia, under the proposition made by the railroads recently, is thirty cents. Operators and shippers say that there should be a general differential of forty cents to bring about an equality. If the increase is not sufficient to enable the Ohio operators to put their coal on the market on a basis of equality with that of West Virginia, nothing is accomplished by the change, they say. Should the differential be one cent a ton too small, it had just as well be more as far as the results are concerned. The increase to this market will be about five cents a ton, whereas it should be between ten and fifteen cents to accomplish the purpose desired by the producers.

Coal and Coke Movements.

The Department of Commerce, through the Bureau of Foreign and Domestic Commerce at Washington, has just issued the following statement of the movement of coal and coke over thirteen leading Eastern railroads during June and six months ending June 30, 1914 and 1915:

Class and Railroads—Anthracite—	— June —		6 Months Ending June 30,	
	1914.	1915.	1914.	1915.
	—Short Tons.—		—Short Tons.—	
B. & O. (a).....	78,019	79,766	711,784	696,594
C. & O. (a).....	1,669	1,358	7,893	6,318
Erie (b).....	826,756	776,260	4,468,839	4,196,731
Pennsylvania (a, c).....	855,247	843,053	5,654,277	5,423,467
Virginian (a, b).....	84	.....	136	312
Total, 5 roads.....	1,761,775	1,700,427	10,842,929	10,233,432
Bituminous—				
B. & O. (a).....	2,517,909	3,051,305	16,234,637	14,781,587
B., R. & P. (a, b).....	552,867	622,873	3,862,002	3,635,333
B. & Susq. (a, b).....	70,537	72,647	561,309	510,176
C. & O. (a).....	1,822,962	2,024,639	9,672,008	10,118,056
Erie (c).....	7,443	5,340	40,126	50,668
H. & B. T. M. (a, b).....	62,416	66,151	528,635	459,927
N. Y. C. R. R. (Buffalo and East) (b).....	604,937	683,677	3,923,543	4,184,311
N. & W. (a, b).....	2,315,956	2,713,277	12,516,321	12,761,153
Pennsylvania (a, c).....	3,897,544	3,664,703	23,555,182	20,261,777
P. & L. E. (a, b).....	975,158	998,200	5,457,907	4,337,453
P., S. & N. (a, b).....	181,711	162,406	1,193,520	1,062,139
Virginian (a, b).....	321,181	301,932	2,027,720	1,898,671
Western Maryland.....	225,057	270,653	1,526,849	1,604,677
Total, 13 roads.....	13,555,678	14,627,803	81,104,759	75,666,228
Coke—				
B. & O. (a).....	298,237	329,130	1,829,861	1,627,001
B., R. & P. (a, b).....	24,207	34,264	142,604	201,067
B. and Susq. (a, b).....	35,294	49,515	164,803	293,728
C. & O. (a).....	29,392	22,701	207,755	110,011
N. & W. (a, b).....	87,921	77,528	580,668	444,294
Pennsylvania (a, c).....	793,403	990,476	5,227,885	4,998,919
P. & L. E. (a, b).....	394,508	416,126	2,693,577	2,237,156
Western Maryland.....	4,001	4,097	38,505	21,586
Total, 8 roads.....	1,667,023	1,953,837	10,895,658	9,933,796
Total, Coal and Coke, 13 Roads—				
January.....	.....	.....	18,157,998	15,685,798
February.....	.....	.....	15,446,830	13,702,789
March.....	.....	.....	20,233,213	14,943,124
April.....	.....	.....	15,497,444	16,070,019
May.....	.....	.....	16,593,385	17,149,668
June.....	.....	.....	16,984,476	18,282,077

Total, 6 months..... 102,843,316 91,933,305
(a) Includes coal received from connecting lines. (b) Includes company's coal. (c) Does not include company's coal hauled free.
NOTE.—The Southern Railway hauled 234,712 short tons of bituminous coal during May, 1915, and 1,328,516 short tons during the five months ending May 31, 1915.

Pennsylvania Car Situation

PHILADELPHIA, September 16.—(*Special Correspondence*).—With the car shortage that was noted a couple of weeks ago in the Central Pennsylvania district there has been considerable attention—more, in fact, than for a year past—paid to the coal carrying facilities within this state.

Of principal interest was the report that came from Pittsburgh of a change in the distribution of the coal zones of this state. Late last week these zones were offered by the Pennsylvania railroad to the Interstate Commerce Commission as a means of equalizing several of the rates that have been in force and have been a bone of contention among the operators. Herewith are shown the various changes that have been offered by this company and which the Interstate Commerce Commission have taken under advisement.

Zone one would comprise the Huntingdon, Broad Top, Tyrone, Clearfield and Snow Shoe sections and the operations on the main line to and including those at Gallatin.

Zone two would extend from Gallatin to Derry on the main line and include the Indiana branch.

Zone three would extend from Derry to Jeannette and include all mines now rated as local to Latrobe and Greensburg and probably the mines between Blairsville and Kiskiminetas Junction.

Zone four would extend from Jeannette to Pittsburgh and comprise all the mines on the Monongahela division and east of the Allegheny river and as far north as Kiskiminetas Junction.

Zone five would extend from Pittsburgh down the Ohio river and include the operations of the Panhandle section, together with those on the west side of the Allegheny river as far north as Kiskiminetas Junction.

For zone one eastward to Philadelphia \$1.35 per gross ton f. o. b. vessel, the commercial rate to the same point to be \$1.60; zone two eastbound rates to be ten cents in excess of those of zone one; zone three eastbound rates to be twenty cents in excess of the basing rates; namely, those of zone one; zone four eastbound rates to rise forty cents, while for zone five the raise shall be forty cents on eastbound shipments.

Except in the case of zone four there is little change in the rates as they now apply, the big feature being in the definition and the straightening of the zones.

On the Pennsylvania railroad orders have been given to put every shop car into repair and place them on the lines as soon as possible. At the end of the first week of this month there were 16,662 cars in the shops undergoing repairs. These figures are for the lines east of Pittsburgh. The report of January 4 of this year showed that there were 39,968 cars idle in the shops. In the fall of 1912 was the last acute car shortage on the Pennsylvania lines east of Pittsburgh. It is said that the coal storage by this road was also for the purpose of releasing as many coal cars as possible from the actual service of the company. With a large number of new cars that have been built during the present year the equipment will be in better shape in the volume than it was at that time. Just what the increase in available cars are in round numbers has not been disclosed, however.

Another set of striking figures on the coal movement at the present time is furnished by the monthly bulletin of the railway association. Following are the figures showing the actual number of idle coal cars in this country as of the report of September 1. It shows that the largest number are now out on the tracks that has been reported since October of last year.

Date	Number of idle coal-cars
Sept. 1, 1915.....	37,587
Aug. 1, 1915.....	74,074
July 1, 1915.....	83,541
June 1, 1915.....	105,779
May 1, 1915.....	119,415
April 1, 1915.....	145,036
March 1, 1915.....	158,279
Feb. 1, 1915.....	132,999
Nov. 1, 1914.....	61,345
Oct. 1, 1914.....	37,224
Sept. 1, 1914.....	46,075

National Coal Association.

Announcement is made by James A. Ballard of Detroit, Michigan, president of the National Coal Association, of the appointment of several committees who will have general charge of the respective departments for that organization.

Practical work has already been inaugurated by the National Coal Association. Two leaflets

have so far been issued for general distribution one on "The Cause of Smaller Profits," and the other on "The Jobbers' Cost of Doing Business," while three others are now in the hands of the printers. One of these relates the harmful effects of price-cutting to all concerned, another gives the unreasonable demands to be presented by the anthracite miners to the operators next April, while the title of the third is "Why it Pays Retailers to Know Their Costs."

The personnel of the committees so far appointed are as follows:

STANDARD SYSTEM OF ACCOUNTING

B. L. Shepard of Shepard & Hutchison, coal trade accountants, Chicago, chairman.
A. J. Moorshead, president, Madison Coal Corporation, St. Louis, Mo. (mining).
Homer D. Jones, manager, Western Fuel Company, Chicago, Ill. (retail).
George E. Hutchison of Shepard & Hutchison, coal trade accountants, Chicago (wholesale).
J. C. Tattersall, president, Pennsylvania Retail Coal Merchants' Association, Trenton, N. J.
J. R. Beetam, Philadelphia, Pa.

COST OF HANDLING COAL

J. B. Mansfield, Chicago, Ill., chairman.
T. P. Bryan, secretary, Gray-Bryan-Sweeney Coal Company, Kansas City, Mo.
Robert J. Webster of Webster-Harvey, Ltd., London, Ontario.
G. U. Kierstead, City Coal Company, Hartford, Conn.
C. L. Moore, Kankakee, Ill.
F. A. Dawes, president, Western Fuel Association, Spokane, Wash.

EDUCATIONAL COMMITTEE

Sydney A. Hale, Western representative, Coal Trade Journal, Chicago, Ill., chairman.
George H. Cooper, Pittsfield, Mass.
J. R. Williams, Knoxville, Tenn.
W. C. Adams, G. S. A., Alabama Fuel & Iron Company, Birmingham, Ala.
G. M. Callander, Painesville, Ohio.
C. Frank Williamson, Media, Pa.

LECTURE BUREAU

William A. Clark, Northampton, Mass., president, New England Coal Dealers' Association, chairman.
Fenwick C. Atwill, president, Atwill-Makemson Coal & Coke Company, Chicago.
Charles K. Scull, Philadelphia, Pa.
Charles F. Kerchner, president, Hall Bros. & Co., Baltimore, Md.
J. Arthur Strunk, Reading, Pa.
Arch Coleman, president, City Fuel Company, Minneapolis, Minn.
D. L. Tuttle, sales agent, P. & R. Coal & Iron Company, Buffalo, N. Y.

PRESS AND PUBLICITY

George H. Cushing, Chicago, Illinois editor, *THE BLACK DIAMOND*, chairman.
F. W. Saward, New York City, general manager, *Coal Trade Journal*.
I. C. Cuvelier, Minneapolis, Minn., editor, *The Coal Dealer*.
H. J. Straub, Pittsburg, Pa., editor, *The Coal Trade Bulletin*.
A. J. Casey, Chicago, Illinois editor, *American Coal Journal*.
A. T. Shurick, New York City, representing *The Coal Age*.

LOCAL ORGANIZATIONS

H. C. McKinney of Midland Coal Company, Kansas City, Mo., chairman.
B. F. Nigh, secretary, Michigan, Ohio, Indiana Coal Association, Columbus, Ohio.
H. L. Laird, secretary, Northwest Traffic Bureau, Minneapolis, Minn.
I. L. Runyan, secretary, Illinois and Wisconsin Retail Coal Dealers' Association, Chicago, Ill.
Wellington M. Bertolet, secretary, Pennsylvania Retail Coal Merchants' Association, Reading, Pa.

Susquehanna Changes.

NEW YORK, N. Y., September 16.—(*Special Telegram*).—George H. Bresset has resigned as New York sales manager of the Susquehanna Coal Company, which position he has filled since this company began business.

He is succeeded by Walter Peterson, who until recently was with the Staples Coal Company. Mr. Peterson has had a long association with the Susquehanna Coal Company and the selling organizations that it succeeded. He began his coal career with the Franklin Coal Company, which was afterwards taken over by Stickney, Conyngnam & Co. When this firm was succeeded by the Susquehanna Coal Company, he went to the Philadelphia office, later going with Pittsburgh Coal Company at Pittsburgh, where he remained five years. He then came east and has been connected with the Staples Coal Company until his present appointment.

F. J. Milholland, general sales manager of the Clyde Coal Company, is renewing his youth at his former home in Carrey, Ohio, on a vacation trip. Mr. Milholland will visit lake points in the interest of his company before returning to Pittsburgh.

On Thursday workers on coal piers at Elizabethport and Port Johnston went on a strike, tying up these piers, which handle anthracite almost exclusively.

Virginia Retail Association.

The organization of a Retail Coal Dealers' Association in Virginia was recently brought about at a meeting held at Lynchburg, Va., on July 21, which over fifty dealers from different sections of the state attended.

Officers elected for the first year are as follows: J. H. Hill, Norfolk, president; F. S. Diuguid, Lynchburg, first vice-president; R. L. Peerman, Danville, second vice-president, and H. W. Harris, Roanoke, secretary and treasurer. A photograph of Mr. Harris is shown herewith.

The interest and enthusiasm displayed at the first meeting vouches for the success of the association in the future, and that no doubt this association will prove the means of accomplish-



H. W. Harris, Secretary.

ing many benefits for the coal dealers in this state.

The declarations of purpose as adapted by the association is as follows:

"We realize the necessity of the retail coal dealer in every community and we are interested in the promotion of the general welfare and the perpetuation of the retail coal business.

"We recognize the right of every person, partnership, or corporation to establish and maintain as many retail yards as he, they or it may see fit.

"We recognize the right of the mine owner, wholesaler and shipper to sell coal in whatever market, to whatever purchaser, and at whatever price they see fit.

"We also recognize the disastrous consequences which result to the legitimate retail coal dealer from direct competition with wholesalers and shippers and we appreciate the importance to the retail dealer of accurate information as to the nature and extent of such competition where any exists.

"Recognizing and appreciating the advantage of co-operation in securing and disseminating any and all proper information for our mutual convenience, benefit and protection, we have organized this association and have adopted the following articles for the government of our affairs."

Norfolk was selected as the next meeting place, which meeting will be held in July, 1916.

Baltimore and Ohio Car Shortage.

In speaking of the present condition and future outlook for the Baltimore and Ohio, President Daniel Willard in an interview on September 15th said: "Our August tonnage of all kinds was about ten per cent ahead of a year ago. So far September continues to show improvement. While coal traffic is good, the gains are not confined to coal, but are spread over a wide range of commodities. Our surplus cars have now all been drawn into use. We had a shortage of 100 coal cars on the entire system. That is insignificant as shortage, but it represents a decided change from the time when a shipper who asked for one car was quickly given five in the hope that he might be induced to load two. Passenger traffic is still off, but passenger revenue for August may not look so bad when the final figures are made up as that item did previously."



Salesmanship—and the Salesman.

The real salesman will find opportunity to demonstrate his ability, no matter how unpromising the work in which he is engaged.

Not long ago the writer was passing a Greek shoe-shining emporium, wearing a pair of new tan shoes.

"Get 'em shined before they spot?" suggested the swarthy "spieler" standing at the entrance.

This was an example of real salesmanship, because it produced an argument in favor of using the service at that particular moment. And yet some coal men say that the only way to sell their product is to make the lowest possible price!

At the same time one must sympathize with the feelings of the business man who uses all of the artifices at his command, only to find that they fall flat. The situation suggests the story of the baker who was chided for not using better methods in selling his goods.

"What's the use?" he said sadly. "You tell 'em you've got mince, peach, currant, custard, apple and lemon pie—and they always end up by taking apple. What's the use of talking about the rest?"

Maybe it's that way with coal—only one argument will deliver the goods.

Looking Ahead a Bit.

A coal dealer who recently had occasion to install a new set of scales was not content merely to replace the old equipment, though he planned to continue using animal power in handling his coal. Instead, he looked ahead a few years, came to the conclusion that ultimately all of the members of the trade would be using motor trucks, and ordered scales sufficiently large to take care of any that he might install. The new equipment is 18 feet long and 9 wide—ample for the biggest trucks there are—and its capacity is 15 tons.

"This is far beyond our needs at the present time," he said, "but it won't be many years before the scales will be needed in their present capacity. Of course, I might have saved a little money now by using smaller ones, but inasmuch as I would probably have to throw them out in a few years, at considerable loss, I came to the conclusion that I had better anticipate my requirements to the extent of installing scales big enough to handle motor trucks as well as wagons."

In the same connection, this dealer, who operates his own blacksmith shop, is having the blacksmith study up somewhat on the design of motor trucks. He plans to have him look after repairs on this equipment, when it is installed, and he wants him to be preparing to take care of the maintenance of the machines without having as much difficulty as an absolutely "new beginner" would.

This ability to look ahead and plan for the future, incidentally, is what distinguishes the big and successful business man from the mere plodder.

The Dirty Coal Yard.

A good many retailers seem to believe that a coal yard is necessarily dusty and dirty. Consequently they allow things to go as they please, and take little or no interest in efforts to improve conditions. Their attitude is simply to grin and bear it, because it is something that can't be helped. This idea is shown not only in the condition of the yard itself, but the office. Usually the building is shabby and ill-kept; the interior grimy and unprepossessing, and the general ap-

pearance far from attractive. The office and yard may be far from the haunts of the customers of the concern, and so may not reflect discredit on the company from their standpoint; but how about its effect on those connected with the business?

The man who goes about a coal-yard which is so thick with dust—or mud, depending on the weather—that it comes up to his ankles, is constantly fighting the conditions under which he is working. He is like the man down in a caisson, digging a foundation for a bridge: he is doing his work, but it is under just as favorable conditions as possible. Office men are not improved, either in ability or disposition, by having to work in the dirt all the time, and the appearance of statements and advertising matter sent out from an office overlaid with dust is seldom as good as it might be.

Now, ideal conditions in respect to cleanliness are perhaps impossible of attainment in a coal-yard, especially one handling soft coal, which is the sort the writer has in mind. But undoubtedly they can be greatly improved, as compared with the average yard. All it takes is a little thought, a little effort and a lot of respect for one's self and the business.

Take for instance the matter of dust. This can be got away from to a large extent by paving the yard. Such an operation need not be excessively costly. Second-hand paving blocks can be obtained from contractors or the local municipal authorities. Old blocks can be laid with the worn side down, and when they are laid in cement grouting, a splendid and permanent pavement, susceptible of being kept clean, results. And this cleanliness also helps in enabling the wagons to get about the yard with a minimum of effort on the part of the livestock, which is not the case when the roads are of dirt, and become deep with mud during the winter season.

The street in front of the yard is usually allowed to get dirtier than necessary. This is because the coalman is so accustomed to seeing the yard that the street presents no contrast. One coal dealer decided recently that as long as he was helping to support the street-cleaning department, his concern might as well get some of the benefit. He "rode" the local authorities until they put a crew at work cleaning the street. It was the first time, investigation showed, in two years! Industries similar to coal-yards, and careless of appearances, occupied the remainder of the district, and the city authorities, who, like other people, follow the line of least resistance, used their crews in other sections where their services were demanded.

Some dealers are thoughtful enough of the effect of care and good housekeeping on the public and their own employees that they keep lawns in front of their yards, with a few hardy flowers, like geraniums, blooming in season. Then with the yard itself paved, and a hose turned on every day or so to get rid of the accumulated dust, the premises always look clean and attractive, in spite of the character of the commodity handled.

If you believe that a clean coal-yard is out of the question "try it on the dog." Make a few efforts along the lines mentioned and see how you like the change. It's dollars to doughnuts you won't go back to the old conditions.

Use a Speaking Tube.

In most coal offices it is necessary, at the time coal is being weighed, to raise the window in order to give instructions to the driver as to taking off or putting on lumps. In cold weather

this lets in big chunks of frigid atmosphere which is not at all agreeable. A scales-clerk in a middle western city has fixed this up by arranging a speaking tube, by means of which he can talk to the drivers without having to disturb the window. He has the tube fixed with the transmitter outside, near the driver's seat, while the receiving end is on a cord within easy reaching distance. The stunt has proved so effective that a good many other offices in that community are now similarly equipped.

Handling Equipment for Small Yards.

The average small dealer, whose coal tonnage is not among the largest in his community, has the idea that it is out of the question for him to attempt to install mechanical equipment for taking care of the various operations of getting the coal out of the cars, picking it up again, and so on. So he condemns himself to the use of expensive time and labor, consuming hand methods without even attempting to work out a scheme that would produce short-cuts in handling.

The manufacturers of coal handling equipment, however, have been giving a lot of attention of late to the problems of the small dealer, and it is no longer true that it takes an immense volume of business in order to support a yard which has installed power-operated machinery for handling coal. Efficient units have been made in such small sizes that a dealer with even a minimum tonnage can support their operation without straining himself.

A retail coal dealer with a fair-sized yard recently installed equipment which cost, all told, around \$5,000. He found that he greatly reduced his handling expense, increased the efficiency of his teams and drivers, and gave himself a larger margin on which to work. Yet the interest on the money tied up in the machinery is only \$300 a year, or about \$1 for each working day. In other words, at an expense of \$1 a day, which is purely nominal, compared with the results, he has been able to put his business on a basis which is so far above that formerly used that there is really no comparison.

"I used to have the idea, whenever I thought of putting in machinery," confessed this dealer, with a smile, "that the overhead expense of the proposition would be so great that I would constantly be impelled to cut prices and otherwise reduce my profits in order to keep things moving. But it has proved, in experience, just the opposite. Instead of having to take less profit, I am sure of more, because I have cut expense at the only point where it is susceptible of any material reduction—in handling. And the overhead is so slight that it doesn't amount to anything at all."

Mechanical methods of coal handling will one day be universal. Until that day comes, the concern which has the right lay-out of equipment is going to find it easy to make money at prices which mean only slow starvation for those using hand methods exclusively. The moral for the progressive dealer ought to be obvious.

Sacking Smithing Coal.

Large producers of smithing coal are urging their dealers to sack it, in order to protect the coal, as well as to make a better showing with it.

In a communication on this subject, one of the leading concerns selling this character of fuel says:

"When bagged, smithing coal does not deteriorate in quality, whereas oftentimes the dealers' smithing coal bins are in close proximity to other coal bins, allowing the possibility, if in bulk, of its becoming mixed with other coal or foreign matter, which is a sure way of injuring the quality of the smithing fuel. Many dealers are now using sacks, which eliminate this danger."

Same of the smithing coal jobbers are providing a sacking service at cost, putting up the coal in 100-pound and 200-pound sacks, and adding only the cost of the packages and the labor of sacking. Consequently the dealer has a real inducement in favor of sacking.

The big benzol plant of the Tennessee Coal, Iron & Railroad Company at Fairfield, Ala., is completed and was given a try-out on Friday and started off very satisfactorily. The plant is located near the batteries of by-product coke ovens of the company, from which it gets its material to manufacture the product. The plant is one of the largest in the country, with a daily capacity of 13,000 gallons.



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The Impending Peril.

For the last year in Europe, men have been devising and using with devilish malignity machines and things which will destroy other men. Some of the descriptions of the slaughter sent home by writers of note and even by the participants, have pictured unbelievably savage situations.

Other men, outside the war zone, have been struggling to find some real issue in the war—some great cause such as the struggle for liberty in France and America a century and more ago or such as the struggle to liberate the slaves in this country fifty years ago. They have not found even a plausible pretext for the war except that the Kaiser had a great machine which he wanted to try out before it became obsolete.

Knowing as much as we do today about that struggle, everyone calls it an insane war. And it is insane.

But—and here is the point—the monarchs may have been mad in the first place, but something has since turned the people crazy, too. There can be no escape from that conclusion. What is that "Something"?

Now. Is that cause strictly local to Europe? Are the people of Europe insane and the people of America immune? Is it a case of the spreading of an epi-

demic of insanity through one half of the world while leaving the other half wholly outside its influence? If that is true, the mania of war must be contagious and not infectious. It must be the result of a poison which cannot travel over seas.

Or is it possible that we, too, need only something—a mere pretext, it may be—to throw us off our balance also? If that be true, what is the cause? Is it of the earth or does it spring from the stars? Something is afoot, surely. We may not—if we become insane—go to war with soldiers and guns. Indeed, we need not. There are other ways that we may express our insanity and thus prove ourselves in accord with Europe.

For example, there are commercial wars where men dissipate their fortunes and their business in a wild campaign to ruin the other fellow. There are labor struggles where the employe breaks himself and ruins the business which gives him employment to the end only that the labor union head may supplant the employer and become the controlling factor in the business. Or, there is a possibility that the labor element may decide to refuse to work in our factories if we sell the product to European people.

These things are all insane. Still, we are likely to do them. Isn't it possible that we may, at any minute, precipitate one of these wild struggles? The tendency of the times is that way, at least. It is a real peril in America because there is so much wild talk afloat.

The greatest struggle that any American citizen has today is to keep sane.

Is It Vindictive?

Few American business men have been under attack so long and so persistently as have the anthracite producers. We are wondering why. Maybe if we look at the moral standing of some of those who have been attacked, the answer will fall out.

Undoubtedly, the assault leaders have been the daily newspapers. Some of them make free to use such words as "corruption" and "dishonest" when dealing with the anthracite mine owners. The only man permitted to use such language is the one who can prove his charge or who stands on a high moral plane. The charge was not proved, according to the supreme court. On the other score, the Nazarene suggested: "Let him that is without fault cast the first stone."

Are, then, these accusers on such a high moral plane they can speak contemptuously of this or any other business? Daily newspapers are sold, net to the publisher, for half a cent a copy. To increase their sales and to get more half cents, have these publishers never "colored" a piece of news? To the same end, have they never misrepresented by a hair? Are all their scandals in high life real "high life" scandals? Are all their "rich" men really rich and as prominent as they say? In a word, are the papers scrupulously truthful, which is the essence of morality?

Or, to get the inside on news, have they never "plugged" for "their man" in an election against the man friendly to their opposition?

The writer of these lines served something more than an apprenticeship on metropolitan dailies. He has gone much

further than even that indicates,—if you please. And on neither of these questions can he absolve them.

They do not attack from a moral elevation. Their charges have been disproved in court. Why, then, the attacks?

Lawyers have held the second line of attack upon the anthracite companies. They have but two possible lines of action. One is that a law is being violated. This they failed to prove. The other is that the operators are guilty of moral turpitude.

Are the lawyers so without blame they can raise the latter issue? For example, if they know beyond a doubt, that a cause they are asked to advocate in a court is vicious and wrong, will they refuse to serve even when a good fee is offered? Do they say: "I am an officer of this court. I cannot plead a wrong cause in a court of justice or a court of equity?"

Did anyone ever know of a case where any considerable number of members of the bar said: "We must fight on the moral side of a case or not at all. We can act in no other way because our convictions are on the side of morals and there our acts must be also." On the contrary, is it not true that anyone with the price can buy the skill of any lawyer for either side of any case? Can a man who sells his skill and his position in court to defeat the ends of justice and who does so for money, raise a charge of moral turpitude against anyone?

The unions have formed the third line of attack against the anthracite companies. Isn't it true that every union is seeking to monopolize the supply of labor in its field? Indeed, is not that the avowed purpose of the miner's union? Hasn't that same union started out to monopolize coal mining, as well? Doesn't it want thus a complete monopoly—one that capital never dared try? To that end, hasn't this very union been able to put one of its members in the cabinet and does not that member stand even there as an advocate of centralized control of all labor? What would you call that—virtue? Is it virtue—when there is a federal statute against monopoly—to place a partisan in the cabinet and then have him, under the protecting wing of the Government, advise the breaking of that law? Being thus guilty of a major offense against the nation, on what ground does the union stand when it attacks the anthracite operators.

Who, then, are the principal accusers of the anthracite companies? They are: The daily press that will falsify the information which they give to the public in order to sell a "sensation" for half a cent; the lawyers who will sell their skill, regardless of principle or merit, to the highest bidder, and the labor union, which defies the national law against monopoly and while represented in the president's cabinet tries openly to get one for itself.

If these attacks are not made by men who look down from a high plane, why are they made? We believe there is something in this: All of these gentlemen have been trying to convict the anthracite producers of something and have not succeeded. Maybe they are just a little sour over their defeat. Maybe something of vindictiveness has crept in. It is altogether possible, seeing the attackers are human after all.

Anthracite Prices.

We have read pretty nearly everything that has been written about the anthracite producers, including much of partisanship against them which has crept into government papers. After having studied every phase of the question, we are convinced that the core of the question of anthracite prices has never been struck.

For example, the air has been rent by the cries of those who talked about *how the prices happened to have been made*. There has been an unending amount of discussion of *how the division of the price was effected*—the railroads getting so much for freight and the operators getting so much for their coal. These two themes have monopolized the discussion.

But, nobody has said much, if anything, on this point: *Are the prices, per se, right or wrong?* Comparatively, are the prices too high or too low?

All of the other things are mere incidents; they do not count for much in the long run. The one question which really is worth discussing is: "Are the prices fair—ordinarily, humanly fair? Are they fair when compared with other things which also were common necessities?"

A pound of bacon sells for, we will say, thirty cents. That is \$600 a ton.

Ordinary common salt, dug out of the ground as is coal and prepared by a less exacting process than is anthracite, sells for a cent a pound everywhere. That is \$20 a ton.

A small piece of felt, made out of off-grade wool and some bad cotton, pressed into the shape of a woman's hat, sells for \$20.

Ordinary cotton stuff—so cheap and so thin that chickens can pick corn through it—made into the shape of a woman's dress sells all the way from \$8 to \$100.

No one questions the propriety of these prices. The government has never made any fuss about any one of them. No one has asked whether the manufacturer or the railroad got more than its share. The world has been dumb on the subject.

But anthracite coal has been the center of a hubub. It has we will say, sold for \$3.50 a ton at the mines. That is about one-half of one per cent the price of a ton of bacon. It is about one-sixth the price of common salt. Only a man skilled in calculus could tell what percentage it is of the price of the cotton made into women's clothes.

And yet, anthracite prices are said to be unfair while the other prices are considered to be all right. One price is challenged; the other is not.

Here is the crux of the whole matter. Anthracite prices have been compared evidently not with these others, but with those accepted on bituminous. The popular reasoning has been: "If bituminous coal sells for \$1.14, on the average, anthracite at \$3.50 must be too high."

Isn't it just possible that the price of bituminous is too low? Did that phase of the question ever strike in? The United States Geological Survey is authority for the statement that only one of the six major bituminous-coal producing states ever came out with as much as the cost of production; the others have, on the average, lost money.

Thus a comparison between anthracite

and bituminous is not proper. The other comparison—the one we suggest—is proper. That is: Which is the fairest—six tons of anthracite coal which will heat six rooms for six months for \$20 or a half yard of cheap felt, pressed into the shape of one woman's hat to wear out in three months, at \$20?

A Memorial Is Due.

Dr. Joseph A. Holmes was, until his death, the director of the Bureau of Mines. Two facts about his career are well known. The most important one was that he died because he had worked too hard in the public interest. There can be no doubt about that. The other was that he had while in the public service a small salary. That is fixed by law and is a matter of record.

When he died he had about \$4.25 in the bank; \$41,000 of life insurance, which he had managed to keep alive out of his small salary; and a house which cost about \$20,000. His family of three can, by practicing the most rigid economy, manage to exist on the income of the modest amount of his insurance. But, they cannot maintain the house he built for them.

Yet this man killed himself by overwork for the public. He did it to save the whole people money on the cost of their heat and power; to save the mine workers their lives and from injury, and to save the nation a proper interest in its endowment of natural resources.

If the American people, the beneficiaries of his great labor, have not the decency to make up to his family something of the financial loss they sustain in his death, they can erect a monument to keep alive his memory, if only as an example of patriotism to young Americans. A nation if it appreciates loyalty at all, can do nothing less, surely.

Accepting Good Things.

It seems to be next to impossible for ordinary human nature to accept all of the good possibilities of any situation. The common practice is either to discount the good and therefore get only part of it, or to be so sure that the bad must remain, men accept it when good is in sight.

A case in point is the price accepted by coal operators on one lot of coal recently sold in the east. The producers of semi-bituminous coal had an opportunity to get a fair price for a block of coal sold on yearly contract to a branch of the government. Everything, both at home and abroad, suggested the good price. The coal now is in big demand abroad and there are those who believe that the demand will be far bigger before it is less. Also, cars now are scarce and the movement relatively small. Further, labor is short now at the mines, and is growing shorter. Winter is almost here, when the demand at home must be bigger. If there was ever a combination of circumstances which predicted not only a fair, but a premium, price for that coal, that combination exists.

Yet, in the face of what is a golden opportunity, the price was cut twenty-five cents a ton, or from \$2.85 to \$2.60.

In the west another case was quite as puzzling. A big tonnage of coal was about to be bought on yearly contract. The buyer needed a given kind of coal and

could use nothing else. He had tried out the product of several operators and had settled upon one as giving him the best possible results. Then he bought this tonnage through a broker who was serving him in another and an intimate capacity. The broker obtained a commission of two cents a ton.

When the time came to get the business for the second year, the operator who produced the coal decided that he would cut out the middle man and sell the coal direct. He proposed to the buyer the smashing of the old arrangement and the making of a new one. The buyer had been using the commission on coal to pay an obligation to the broker. He did not dare tell the facts about the matter. So he consented to receive bids on his tonnage. He got all of the producers of coals which fit his needs into competition. Before the contract was placed the man who had sold the coal for one year sold it for the second, but he had cut his own price thirty cents a ton. He did this to save a commission of two cents a ton. Out of that saving of thirty cents a ton the buyer could afford to pay his debt to the broker in another way.

It is hard to explain such things unless it is true that human nature, even when it sees that good is obtainable, is so devoted to the bad it takes it as a matter of course.

The Man Who Knows.

If anyone knows what the car situation is likely to be it should be the head of a great railroad. He gets reports from all parts of the world, every day. These show the amount of business actually being done and the amount in prospect. Also, he gets reports, at stated periods, showing the carrying capacity of his line expressed in cars, engines, et cetera. He thus has the expected tonnage and a measure of the equipment. He can compare one with the other.

Today the New York Central and the Pennsylvania railroads are storing coal. They are buying it in big lots and are putting it on the ground. They are doing so because their officers are convinced that the supply of cars, a little later, will not be sufficient to take care of the commercial business and of their own fuel requirements.

Incidentally, it might be said that if any railroad men in America know what the situation is, the officials of those two railroads should. They are the best railroads on earth and they are both well managed.

Further, these two carriers are not easily moved to store coal. Both of them refused, on such an important occasion as the threat of a strike, simultaneously, in the anthracite and bituminous fields in 1910, to store coal. They are not, therefore, easily frightened by a cry of "wolf."

Yet, despite this conservatism which, ordinarily, binds them, these men see danger ahead in the car situation. They are buying and storing coal to avoid the coming shortage. Not only that, but they are paying a premium of fifteen cents a ton to get it and as much more to store it.

If they decide in that way, has the average retailer and steam plant owner any better information which would warrant him in continuing to neglect to buy storage coal in quantity?

News Local to Chicago.

Rush C. Butler, the attorney who is to address the American Mining Congress on next Wednesday, left Chicago on Thursday of this week for San Francisco.

Frank B. Stewart, general sales manager for the Winifrede Coal Company, Cincinnati, was in Chicago this week getting in touch with the local splint coal market.

Kuper Hood, general sales manager of the Houston Coal Company, Cincinnati, was conferring with his local representative, Bob Cantelou, on Tuesday.

Uncle Jimmie Strachard, superintendent of the Sonman Shaft Coal Company, of Sonman, Pa., was in Chicago this week on his way to the Pacific Coast, where he has gone for a vacation.

P. H. Burlingham of Cincinnati was a Chicago visitor this week. Mr. Burlingham is of the belief that this country is on the eve of one of the greatest industrial revivals it has ever known. Machine tool manufacturers in Cincinnati are all working full time with enough orders in sight to take care of them for nearly a year.

Lawrence Buckley, while covering a number of northern Illinois towns for the Wilmington Coal Mining & Manufacturing Company last week, noted that dealers' yards were completely stocked the latter part of August, and, as a result, dealers are not buying much bituminous coal. Price is absolutely no inducement as there is no room for the coal.

Edward H. Doyle, manager of the Middle West Coal Company, while in Chicago this week, said his company will be ready to ship coal from their new operation at Seco, Ky., by October 1st. This new product will be marketed under the name of Teepee coal. It is part of the famous Elkhorn seam, making it an ideal coal for the iron, steel and gas industries, as well as a first class domestic fuel.

The western railways have asked the Interstate Commerce Commission to grant a rehearing of the western rate case on all commodities on which no advances were allowed.

The Illinois Coal Operators' Association and the Public Utilities of Illinois have also petitioned the Interstate Commerce Commission to suspend the rates on bituminous coal and to grant a rehearing of that case also. Attorneys for the various interests spent the last few days of this week in Washington discussing the matter with the commission and a decision is expected in a short time.

Arthur J. MacBride, assistant general manager of the Pocahontas Fuel Company, with headquarters at No. 1 Broadway, New York, was a Chicago visitor within the week. While in the west he made a trip into the northwest to study conditions there and is rather encouraged by the outlook. He says movement to the interior has been slow, but still is convinced that there is quite a demand which will have to be satisfied a little later on.

On last Sunday, James F. Callbreath, secretary of the American Mining Congress was in Chicago for a day on his way to San Francisco, where a meeting of the Congress opens on next Monday. He went ahead of the regular party in order to be there to arrange for the banquet to be given on the 21st in honor of Van H. Manning, the director of the Bureau of Mines. The Chicago party, headed by Carl Scholz, left here on Tuesday night.

Among the week's visitors in Chicago was H. A. Kuhn of the Pittsburgh-Westmoreland Coal Company, who is on a trip in the west to study conditions. He says the eastern situation has been improving steadily, because some of the large buyers anticipating some trouble with cars, a shortage of labor, and a big foreign demand and possible labor trouble six months hence are beginning to put coal in storage. Also the coke situation has been improving rapidly, largely because the steel mills are running to capacity and are taking a maximum amount of coke.

It will be recalled that a short time ago there was organized the Producers Company, which took over mines controlled by the J. K. Dering Coal Company in Franklin county. This week the announcement was made that the Producers Company had taken over the mines of the old Dering Coal Company. These mines, it will be remembered were mainly in Indiana, although some of them are in the Danville district of Illinois. By this transaction the receivership of the old Dering Coal Company is terminated and all obligations to bond holders and other claimants

have been satisfied in the measure and the properties have been placed in strong hands. Of the Producers Coal Company, F. S. Peabody is president. An arrangement will be made with J. K. Dering to handle the output of these mines, since naturally he is more familiar with the coal than anyone else, having gotten the mines together in the place and having sold the output for so long.

Information coming from Milwaukee this week is to the effect that the Thompson interests are putting their blast furnaces in operation for the first time in about four years. This is an indication of the lively demand for steel that is everywhere apparent now and is of interest to coal people because it increases the demand for coke. As a matter of fact, all of the steel interests in this territory are now running to full capacity and of course blast furnaces are booming. C. D. Caldwell, the representative of the Solvay Process Company puts it: "The coke situation considered from the point of view of either the furnace and foundry trade or the retail trade is in better position now than it has been at any time in four years."

Coal men interested in securing a membership in the Chicago Association of Commerce should get in touch with Thomas Gough in the S. C. Schenck office. Tommy is endeavoring to get a creditable representation of coal men into that organization so that his superior, Charles L. Dering, who is president of the association, need not apologize for the lack of interest shown by his fellow tradesmen in that progressive institution. The association is recognized as one of the strongest, most active and most influential business organizations in the world. Its achievements have inspired the organization—or reorganization—of hundreds of commercial bodies in other cities, many of which have adopted in whole or in part, its plan of organization and methods of work. The interests of Chicago business men are, in many matters of national importance, shared with the business men of the entire country. The association is a factor of greatest influence in national as well as state and municipal affairs, a fact evidenced by recent leadership of public thought in national issues of business legislation and extension of foreign trade.

On last Saturday at noon, the Illinois Coal Operators' Association gave an informal luncheon to Van H. Manning, the director of the bureau of mines, who stopped in Chicago a day on his way to San Francisco. The luncheon was arranged to very short notice and thus it was not possible to have brought to Chicago the outside coal men who would have been very glad to meet Mr. Manning. Rather the banquet was under the auspices of the Illinois association, being arranged by C. M. Moderwell, as president, but there was included most of the local operators, whether they were from Illinois or Indiana, and some professional men. The luncheon was held at the Union League Club and only very short addresses were made by Mr. Moderwell, Mr. Manning, Geo. S. Rice, F. W. DeWolf, and W. S. Bogle. Those who attended the luncheon were: Mr. H. C. Adams of the Jones & Adams Coal Company; Mr. Fred Schroeder of the Purity Coal Company; Mr. W. S. Bogle of the W. S. Bogle Company; Mr. Jas. Needham, vice-president of the Illinois Coal Operators' Association; Mr. Geo. B. Harrington of the Chicago, Wilmington & Franklin Coal Company; Mr. G. W. Traer of the Illinois Coal Operators' Mutual Employers Liability Insurance Association; Mr. J. Winchester Holman, president of the Mining & Engineering World; Prof. H. H. Stocks of the Mining Department, University of Illinois; Mr. Carl Scholz of the Rock Island Coal Mining Company; Mr. Van H. Manning, director U. S. Bureau of Mines, Washington; Mr. C. M. Moderwell of the C. M. Moderwell Co.; Mr. Geo. S. Rice, Bureau of Mines, Pittsburgh; Mr. F. W. De Wolf, director Illinois Geological Survey, Urbana, Illinois; Mr. Jno. H. Swift, Bureau of Mines, Washington; Mr. Chas. I. Pierce of the Big Creek Collieries Company; Mr. F. C. Honnold of the Chicago & Big Muddy Coal Company; Mr. H. L. Smith, U. S. Bureau of Mines, Urbana, Illinois, and Mr. Geo. H. Cushing of THE BLACK DIAMOND.

Reports have been circulated that Dauphin Island might, in the near future, be taken over by the Tennessee Coal, Iron & Railroad Company, whose main offices are at Birmingham, and used as a big coaling station for merchant vessels, is a rumor that has recently gained wide circulation. However, all efforts to confirm the report have been without results.

George Gordon Crawford, president of the Tennessee company denies the report.

Small Activities.

F. W. Buckalew, sales agent of Whitney & Kemmerer, has been spending a few days on business in New York.

Coal men have received a pretentious invitation from the Lehigh Valley Railway to be present at the opening of their new freight offices at 308 Bourse building, Philadelphia, on Monday next. A luncheon is to be served.

Frederick W. Remy, expert accountant of the Rocky Mountain Fuel Company, died Monday afternoon of bronchial asthma at his home in Denver. He is survived by a widow and by a daughter, Mrs. W. D. Harvey of Bingham, Mass. He had been a resident of Colorado thirteen years.

Frank Freeman, formerly with the Northern Coal & Dock Company, as salesman in western Minnesota and South Dakota, has become manager in Minneapolis for the Womack-Fooshe Coal Company. Mr. Freeman was formerly with the Pittsburgh Coal Company, as city salesman, and has had experience in the direction of his new position.

An option on 1,300 acres of coal in Luzerne township, Fayette county, Pa., valued at \$2,500,000, expired last Saturday night. C. H. Bolton of Irwin, Pa., was the agent working for Pittsburgh interests. The coal option was surrounded by some of the largest coal and coke interests in the territory and represented nine properties as described here two weeks ago. When it was learned the Pittsburgh option had not been taken up a McKeesport financier asked for an option on the same tract and developments are looked for later.

Fred Martin, of Omaha, is of the opinion that there will be somewhat of a scramble for coal in the west during October and November. The late threshing season has kept the dealers' yards pretty well filled up with threshing coal bought in May and June and as a result no effort has been made to get coal to the consumers' bins. The continued wet weather has made it inconvenient for the farmer to get to town for his coal and as a result less than half the usual tonnage has been handled up to this time. Mr. Martin expects to be in Chicago for several days.

The Johnstown (Pa.) Democrat of Saturday, September 11, contains the following information: "Charles E. Specht, who announced some weeks ago that he was a candidate for mayor, has returned from New York with the explanation that he dropped out of the race because he has been too busy in New York City taking orders for war supplies. He sold to the French government 200,000 tons of Pocahontas coal at a very fair price, and gave the same government an option on 6,000 acres of coal land in West Virginia. He expects to receive a cablegram in a short time to the effect that the banner deal has been closed."

Birmingham News Notes.

It is stated that owing to the demand for benzol, from which is made aniline dyes and explosives, the plant will be run to its full capacity for many months to come. The completion of the plant was somewhat delayed by the heavy rains of the past several weeks, a leak developing in the concrete basin. This was successfully stopped and the plant put in operation.

Twenty-five teams will take part in the field day demonstrations and contests of the Alabama Safety Associations at the Alabama state fair, October 9. This was announced following a meeting of the association at the city hall Saturday afternoon.

A committee headed by C. H. Nesbitt, Dr. W. S. Rountree, F. G. Morris, M. H. Fies, and J. L. Davidson, was named to have charge of the arrangements for the meet. Two teams, one of white men and the other of negroes, will compete from each mining division. The teams will be selected by eliminating contests and prizes will be offered to the trainers of the winners.

Dauphin Island has a landlocked harbor that is just five miles from the Gulf of Mexico and with a line of railroad now being extended by the Mobile & Ohio road to the island, two days and a half time will be saved in loading and unloading cargoes. The island is now controlled by interests headed by J. M. Dewberry of Birmingham, Alabama.

Extensive plans have been made for the largest coaling station in the south. The work is in progress and ere long everything will be in readiness for vessels to coal from this point.

Facts Which Determine Our Export Prospects.

The Export Situation.

Last week's export shipments of bituminous coal over the Atlantic seaboard showed up very well. Baltimore increased its shipments, sending out 74,000 tons, large shipments going to Italy, France, Argentine and Sweden.

Hampton Roads shipments from the three ports reached 127,578 tons, Italy, Brazil, Argentine and France being the principal destinations.

On Wednesday a cable from Paris read: "The American coal companies are marketing considerable amount of their product in France, where it may now be delivered at a fair profit. One company has just placed an order for 2,000,000 tons and at prices that will ultimately land it in Paris at seventy-five francs, or fifteen dollars per ton. Retail prices now reach from 100 francs to 120 francs."

Some of the representative coal exporters who were seen by THE BLACK DIAMOND, relative to this cable, did not believe such a contract had been closed. It is known that big interests in Paris have been working for months past in an effort to finance and cover the transportation of an enormous quantity of American coal to relieve the distressing situation in southern France and particularly in Paris, which has been brought about by the shortage and high prices of coal. The principal trouble in completing the negotiations on this deal is the inability of the principals to cover the transportation question.

It is known that the coal situation in France is fast approaching a crisis, and unless an adequate tonnage of American coal can be secured, that both the householder and manufacturing interests are likely to suffer a serious coal famine before the coming winter is over.

Recent Coal Freight Charters.

Steamer Plymouth, Philadelphia, Baltimore or a Virginia port to the Mediterranean, coal, p. t.
Steamer Tancred (Nor.), Newport News to St. Lucia, coal, p. t.
Steamer Sonora (Mex.), Baltimore to Cienfuegos, Coal, p. t.
Steamer Gustav Adolf (Swed.), Baltimore to Malmo, Sweden, coal, p. t., spot.
Steamer Maud (Nor.), Philadelphia to St. John's, N. F., coal, p. t.
Steamer Rauma (Nor.), Baltimore to Callao, coal, p. t.
Schooner D. W. B. (Br.), Philadelphia to St. John, N. B., coal, \$1.60.
Schooner Frontenac, a Virginia port to Rio Janeiro, coal, \$7.50.
Steamer Francesca Musner (Ital.), Baltimore to Palermo, coal, p. t., spot.
Steamer Thorsa (Nor.), Philadelphia to Sagua, coal, p. t.
Steamer Orkild (Dan.), Philadelphia to Cuba, coal, p. t.
Steamer Guiseppe Accano (Ital.), Norfolk to west coast Italy, coal, 42s, prompt.
Schooner Jacksonville, Philadelphia to Bermuda, coal, p. t.
Steamer Ubbergen (Dutch), Baltimore to Tela and Truxillo, coal and rails, p. t.
Steamer Lysefjord (Nor.), Baltimore to Sagua la Grande, coal, p. t., spot.
Steamer Osterland (Swed.), Baltimore to a Swedish port, coal, p. t., spot.
Steamer Avona (Nor.), Baltimore to Sweden, coal, p. t.
Schooner Iona Tunnell (Port.), Philadelphia to Cay Francis, coal, p. t.

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, report as follows under date of September 13:

The freight market is considerably firmer than a week ago owing to the absorption by and the continued demand for the grain trade.

Cotton orders are also appearing in the market, and a few charters have been effected for cotton at high rates.

But few steamers were closed for export coal during the past week and none of these charters were reported. The number of steamers available for export coal has decreased considerably.

We would quote freight rates on coal by steamer as follows:

West coast of Italy, about.....42s 6d
Marseilles40s to 41s
Barcelona or other good Spanish port, about.....40s
(Spanish dues for account of cargo.)
NOTE.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge, 1s per net register ton per day demurrage."
Montevideo33s 6d to 34s
Buenos Aires or La Plata, about.....34s
(Above quotations on Plate coal by British steamers. Neutral steamers are more difficult to obtain and the rates are always higher.)
Rosario, about35s
Rio de Janeiro.....33s 6d to 34s
Santos34s to 35s
(Consignees paying docas dues.)
Valparaiso or Callao.....\$7.00 to \$7.50
Havana\$2.50 to \$2.75
Cardenas or Sagua.....\$2.75 to \$3.00
Cienfuegos\$3.00 to \$3.50

Port of Spain, Trinidad, about.....	\$3.00
St. Lucia	\$3.50 to \$3.75
St. Thomas	\$3.00 to \$3.25
Barbados, about	\$3.75
Kingston	\$2.75 to \$3.25
Curacao	\$3.25 and p. c.
Santiago	\$2.75 to \$3.25
Guantanamo	\$2.75 to \$3.25
Demerara, about	\$5.00
Bermuda, about	\$3.00
Vera Cruz	\$3.50 to \$3.75
Tampico	\$3.50 to \$3.75

Hampton Roads Exports.

Exports of bituminous coal from Hampton Roads for August, 1915, and comparisons, are as follows:

Country—	1914		
	Lambert's Point.	Sewall's Point.	Newport News.
Avonmouth, England....	.....	.....	.....
Buenos Aires, A. R.....	11,404	.....	.....
Bridgetown, Barbados....	.....	.....	.....
Bagnoli, Italy.....	.....	.....	.....
Cardenas, Cuba.....	.....	.....	1,538
Cienfuegos, Cuba.....	.....	.....	.....
Chaparra, Cuba.....	.....	.....	4,041
Civita Vecchia, Italy....	.....	.....	.....
Cristobal, Canal Zone....	19,943	.....	.....
Curacao D. W. I.....	5,068	.....	.....
Dakar, F. W. A.....	.....	.....	6,205
Gaeta, Italy.....	.....	.....	.....
Genoa, Italy.....	10,602	.....	.....
Guayaquil, Ecuador.....	.....	.....	.....
Havana, Cuba.....	.....	4,396	32,058
Horta, Gayal, Azores....	.....	.....	.....
Italy, any port.....	.....	.....	.....
Kingston, Jamaica.....	10,048	1,695	.....
La Plata, A. R.....	.....	.....	.....
Leghorn, Italy.....	3,880	.....	.....
Lisbon, Portugal.....	12,091	.....	.....
Maddalena, Italy.....	.....	.....	.....
Marseilles, France.....	.....	.....	.....
Maranham, Brazil.....	.....	.....	.....
Montevideo, Uruguay....	.....	.....	4,400
Naples, Italy.....	4,906	.....	5,980
Para, Brazil.....	.....	5,170	766
Pernambuco, Brazil.....	.....	.....	.....
Piraeus, Greece.....	14,623	.....	.....
Porto Vecchio, Italy....	.....	.....	.....
Porto Ferrajo, Italy....	7,663	.....	.....
Palermo, Sicily.....	.....	.....	.....
Puerto Militar, A. R....	.....	.....	.....
Puerto Plata, S. Domingo	.....	.....	.....
Rio de Janeiro, Brazil...	12,649	13,587	6,994
San Juan, P. R.....	.....	.....	1,227
Savona, Italy.....	.....	.....	.....
Santiago, Cuba.....	1,414	.....	3,735
Spezia, Italy.....	.....	.....	.....
St. Vincent, C. V. I.....	.....	.....	.....
St. Nazaire, France.....	.....	.....	.....
Taranto, Italy.....	.....	.....	.....
Valparaiso, Chile.....	.....	.....	.....
Vera Cruz, Mexico.....	.....	.....	.....
St. Lucia, B. W. I.....	6,455	7,220	5,505
Bahia, Brazil.....	4,565	.....	.....
Santos, Brazil.....	5,411	.....	.....
Iquique, Chile.....	8,617	.....	.....
Gibraltar	7,060	.....	.....
Las Palmas, C. I.....	7,070	.....	6,036
Toulon, France.....	5,768	.....	.....
Stockholm, Sweden.....	8,617	.....	.....
Aalesund, Norway.....	5,742	.....	.....
St. Thomas, D. W. I.....	.....	.....	5,410
Demerara, B. G.....	.....	.....	18,905
Trinidad, B. W. I.....	.....	.....	13,018
Frey Bentos, A. R.....	.....	.....	1,983
Totals	173,596	32,068	88,516

Country—	1915		
	Lambert's Point.	Sewall's Point.	Newport News.
Avonmouth, England....	.....	.....	1,479
Buenos Aires, A. R.....	72,317	.....	11,463
Bridgetown, Barbados....	4,500	.....	.....
Bagnoli, Italy.....	8,920	.....	.....
Cardenas, Cuba.....	.....	.....	5,254
Cienfuegos, Cuba.....	.....	.....	3,667
Chaparra, Cuba.....	.....	4,606	3,202
Civita Vecchia, Italy....	13,933	.....	5,300
Cristobal, Canal Zone....	46,300	.....	.....
Curacao, D. W. I.....	5,465	.....	.....
Dakar, F. W. A.....	6,650	.....	.....
Gaeta, Italy.....	.....	.....	3,053
Genoa, Italy.....	55,627	.....	14,445
Guayaquil, Ecuador.....	1,025	.....	.....
Havana, Cuba.....	2,759	.....	9,966
Horta, Gayal, Azores....	711	.....	.....
Italy, any part.....	21,930	.....	.....
Kingston, Jamaica.....	5,867	.....	.....
La Plata, A. R.....	13,794	.....	.....
Leghorn, Italy.....	12,894	.....	.....
Lisbon, Portugal.....	3,993	.....	.....
Maddalena, Italy.....	14,037	5,197	.....
Marseilles, France.....	.....	.....	18,246
Maranham, Brazil.....	1,040	.....	.....
Montevideo, Uruguay....	11,818	.....	15,803
Naples, Italy.....	21,708	.....	.....
Para, Brazil.....	2,142	2,029	1,038
Pernambuco, Brazil.....	4,280	.....	716
Piraeus, Greece.....	5,140	.....	5,580
Porto Vecchio, Italy....	5,145	.....	.....
Porto Ferrajo, Italy....	8,750	.....	.....
Palermo, Sicily.....	4,905	.....	.....
Puerto Militar, A. R....	.....	.....	9,812
Puerto Plata, S. Domingo	.....	.....	923
Rio de Janeiro, Brazil...	14,003	.....	18,728
San Juan, P. R.....	4,116	.....	.....
Savona, Italy.....	12,500	.....	.....
Santiago, Cuba.....	.....	.....	2,696
Spezia, Italy.....	.....	22,156	32,428
St. Vincent, C. V. I.....	5,419	.....	.....
St. Nazaire, France.....	5,448	.....	.....
Taranto, Italy.....	.....	.....	11,391
Valparaiso, Chile.....	1,535	.....	.....
Vera Cruz, Mexico.....	2,157	.....	.....
St. Lucia, B. W. I.....	.....	.....	.....
Bahia, Brazil.....	.....	.....	.....
Santos, Brazil.....	.....	.....	.....
Iquique, Chile.....	.....	.....	.....
Gibraltar .....	.....	.....	.....

Las Palmas, C. I.....	.....	.....	.....
Toulon, France.....	.....	.....	.....
Stockholm, Sweden.....	.....	.....	.....
Aalesund, Norway.....	.....	.....	.....
St. Thomas, D. W. I.....	.....	.....	.....
Demerara, B. G.....	.....	.....	.....
Trinidad, B. W. I.....	.....	.....	.....
Frey Bentos, A. R.....	.....	.....	.....
Totals	400,328	33,988	175,190

The above 1915 figures are taken from custom house records. There is some discrepancy between the above figures and the actual Newport News exports, by reason of several steamers clearing from Newport News for foreign ports via other American ports, in which case the figures are shown in the custom house records of the last port of clearance.

Export Trade Briefs.

A late communication from Consul-General George H. Scidmore, of Yokohama, Japan, explains where the Inter-Island Navigation Company of Honolulu will acquire the coal that will be used in the new million dollar storage plant that they are to build at Honolulu. Mr. Scidmore reports that a big deal is reported by the Japan Mail between the Hokkaido Tanko Kaisen Kaisha and the Inter Island Navigation Company at Honolulu for the supply of 130,000 tons of Yubari coal. The first shipment has just been made. This is the first big export of Japanese coal to Hawaii, which has heretofore bought Australian coal.

Consul Walter H. Schulz, of St. Michaels, Azores, reports under date of August 23 that another order for 3,000 tons of American coal has been placed by local dealers for delivery in schooners. Several schooners have been employed in the trade in recent months. The quickest voyage was twenty-five days. Freight are \$6 to \$7.50 per ton.

THE BLACK DIAMOND learns that there are several agencies that are at work upon schemes to export large quantities of American coal to France. The principal problem to be worked out in addition to the shipping problem, is that of arranging for payments. Coal men in this country are impressed with France's urgent need for coal, but they cannot rush headlong in the game of shipping coal abroad until they are assured of payments.

Scarcity of coal in Spain has reached a stage approximating a fuel famine. United States Ambassador Williard today cabled the Foreign Commerce Bureau that the fuel shortage threatens to hamper practically every industry seriously and pointed out that an unlimited opportunity is offered American coal producers. The Spanish government has offered special inducements to coal producers by removing all customs duties and transportation tax. Spain's annual consumption of coal is about 6,000,000 tons.

Virginian Loadings.

The Virginian Railway loadings for June were:

	Tons.
Slab Fork.....	25,763
Winding Gulf.....	22,071
K. G. J. & E. R. R., via Pax.....	21,998
Loup Creek Colliery Co.....	19,755
MacAlpin Coal Co.....	17,647
E. E. White Co., Glen White.....	17,418
Raleigh C. & C. Co.....	15,232
E. E. White Co., Stotesbury.....	13,770
Gulf Smokeless Coal Co.....	10,060
Sullivan C. & C. Co.....	9,953
Long Branch C. Co.....	9,794
Wyoming Coal Co.....	9,314
The New River Company:	
Carlisle	8,850
Summerlee	6,630
Lochelly	4,849
Sprague	3,120
Beckley	3,039
Mabscott	2,699
Scarbro	1,156
Cranberry	1,052
Gulf Coal Co.....	31,368
Lynwin Coal Co.....	8,613
Bailey Wood Co.....	7,081
Meade-Pocahontas Co.....	6,932
New River Collieries Company:	
Eccles	4,825
Sun	3,798
Pemberton Coal Company:	
Big Stick.....	10,060
Affinity	1,796
Pemberton	4,287
Willis Branch.....	19,143
Mt. Hope C. & C. Co.....	3,986
Algonquin Coal Co.....	3,319
Sugar Creek C. & Co.....	2,344
Trace Fork Coal Co.....	2,284
Virginia Smokeless F. Co.....	2,178
Woodpeck Coal Co.....	1,338
West Virginia Coal Mining Co.....	1,098
Mullen's Smokeless Fuel Co.....	440
City Coal Co.....	401
	252
Total	801,932

General Review.

Every Phase of the Market Is Encouraging, Showing Upturns in Demand and Prices.

An optimistic statement about coal trade conditions for this week is not only not out of place, but is warranted by the facts. There has not been a time in two or three years when current demand was better. There has not been a time in seven years when the outlook was as bright. The coal trade, as a matter of fact, is going to have more difficulty for the next six months, to satisfy the demand than it is to sell coal. This arises from the fact that extraordinary demands are coming from all locations at once and from the further fact that every agency of production and distribution is encountering fresh difficulties every little while that slow down output or distribution.

A matter of first importance, of course, is the widespread demand for coal. Considering the most remote thing first, the export trade has been developing almost alarming proportions in the last few weeks. As one man put it:

"All of the European countries have a big demand for coal. Germany's output is shut out of other markets. A major portion of France's mines are in territory occupied by the enemy. Belgium is in the same position. England is thus left to satisfy practically all of the foreign demand and is having difficulty at home, first by the loss of miners to the army, and second, by a tendency on the part of those who remain at home to go out on strike. Meanwhile normal consumption is increasing. Railroad trains, transports and battle ships are constantly kept under steam to be used on a moment's notice. The consumption of coal is tremendous even when these various agencies are inactive. The demand is more than England can conveniently supply. The storage piles, which have aided materially, are now exhausted. America must make up the deficit; when that time comes tremendous volumes must be moved. That subtracts considerable from the available quantity for home distribution.

Meanwhile at no time since 1907 have the steel mills and allied industries of America run on better time. The consumption of coal first for coke making and then for steam in these various lines of industry is heavier than it has been for about eight years. Furthermore, foreign countries have been negotiating within the week for a loan of a billion dollars that will be spent in this country for the next four months. That amount of money is going to increase the speed of output for these various manufacturing concerns. This will call for more coal.

In addition the winter season is approaching when the demand for domestic coal more than triples what it has been for the preceding two months. This domestic demand is going to be heavier by far than at any time for the last four or five years. Already it is assuming greatly alarming proportions in some sections of the country. As an indication the upper lake trade which expected to slow down about now, is beginning to take fresh supplies of coal and sales of large tonnages are being reported.

Furthermore, the railroads and larger industries do not like the labor outlook, especially in the east. As a consequence they are buying coal for storage purposes now, not expecting to use it until the first of April, next year. All of these things are making a very strong market, especially in the east and frequent rises of prices are reported from some of the leading centers with indications that premiums will soon be paid.

In the meanwhile production is being interfered with. In the first place, as the mines try to run full capacity they find a shortage of labor. Subtraction of labor supply has been three-fold in character. No new miners have been received from abroad. Some who were here have gone home to fight and others who remained have left the mines to work in steel mills. The loss is quite serious and is not readily made up. Meanwhile mine production is cut down to some extent.

Also transportation difficulties are current. The railroads are called upon to move large quantities of grain and, in the east, a large volume of supplies for the European countries. They have not the motive power to satisfy that demand and also to move coal. This, by an artificial means, adds strength to what is almost a runaway market, the latter being brought about by an increase in demand.

Chicago Market.

Buying Is Heavier on the Whole, but Prices Are Virtually Unchanged.

Office of THE BLACK DIAMOND,
CHICAGO, September 16.

The major change in the coal market in Chicago in the last week has been in the increased buying of domestic sizes. There has not been a commensurate increase in the sale of steam coal. Therefore domestic coal is growing stronger but some of the steam sizes are not quite so stiff as they were a week ago.

The anthracite situation has shown considerable improvement. The retailers have appreciated the logic of the salesmen's argument to the effect that eastern buying is delayed as the retailers are waiting for the reduction in freight rates to go into effect. In the meanwhile, there is plenty of coal available for the western market, a fact which cannot be assured after the first of October. Also, the retailers appreciate that the movement to the western interior has been very light for the last few months and an actual shortage exists except on the upper lake docks.

The smokeless coal situation has not changed a great deal in the last week. The operators are holding firmly to circular prices but they are able to do so only because the coal has been kept off this market. There is no free coal here to speak of and if there was, the sale of it would be difficult. In the meanwhile the sales have been relatively small but the price has been firm at the circular price of \$1.40 for mine run. Lump coal has been a little more abundant since the demand for slack has been larger. The circular price has been maintained but in some places some of the coal has been sold for less. The prices up to Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.45	\$1.40
Lump and egg.....	4.05@4.30	2.00@2.25

Somerset County coal has been occupying about the same position as has smokeless. The price is fixed by the eastern demand and not by the western demand and Chicago has been asked to pay that price or not to take that coal. In the main, the western demand has been so small it seems the retailers have chosen the latter alternative. That is, the movement has been relatively small for this part of the year but the prices have been firm at \$1.25 for mine run. Lump and egg coal is in better demand at prices ranging all the way from \$1.75 to \$2.00 or better. The prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.20@3.30	\$1.15@1.25
Lump and egg.....	3.75@4.05	1.75@2.00

The Hocking coal market has shown a slightly heavier movement, but no price change has been recorded within the last week. In fact, some of the shipping companies had anticipated a better demand and had sent in some free coal. The prices up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.15	\$1.50

The splint market is still laboring with something of an over-supply of coal when compared with the immediate requirements of the trade. Even so, the market has not been without its redeeming features, the price on the average being about \$1.25, with some sales for less and some sales for more. The prices up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.05@3.15	\$1.15@1.25

Offerings of eastern Kentucky coal are variable. One operator with a well known coal is getting \$2.25; others are getting less. The latter is due, in part, to the fact that the western trade is not taking any high grade bituminous coal to the extent it did a year ago. The prices up to Thursday were:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.40@4.15	\$1.50@2.25
Egg.....	3.25@3.75	1.35@1.85

The change in the Franklin county situation is altogether one of tonnage as is indicated by the fact that up to a few weeks ago the mines in that district were running on the average about fifty per cent productive capacity. In the last few weeks there has been enough improvement in demand so that the mines are running to about seventy-five per cent productive capacity. That means that some operators are sold up ahead. Others are still in a position where some of their mines are closed down. The average of the

field, however, is pretty close to seventy-five per cent. That is considered a very good record, everything taken into account. The fine coal situation has not been quite so strong because naturally the increased output of domestic coal has thrown the supply and demand for fine coal slightly out of balance. However the recession has been as marked as might be supposed and five cents a ton will measure the decline in the last week. Prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.80	\$1.75
Egg.....	2.80	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.45	1.40
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.55@1.65	.50@.60

The situation in Williamson county is interesting, intricate and significant. The best known coals are selling strongly at \$1.75 and the mines are sold up for perhaps ten days to two weeks ahead. Some of the other coals that are not so well known are selling for \$1.60 and the mines are running about sixty per cent of capacity. In places some of the smaller mines in order to get tonnage, are accepting even a lower figure, but their price does not convince the buyer on the score of quality. Steam sizes have been moving fairly well, everything considered. Number two, three, and four nut have not been quite as strong as they might be, but neither have they been weak. The indication is that steam demand is making some improvement. The prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.65@2.80	\$1.60@1.75
Egg.....	2.65@2.80	1.60@1.75
No. 1 washed.....	2.65@2.80	1.75
No. 2 washed.....	2.45	1.40

Saline county coal is moving mainly to the steam trade although domestic orders have been quite heavy in the last ten days. In common with the other fine coal markets, Saline screenings have gone off perhaps five cents a ton, but even so, they are selling around seventy cents which is a good figure for this year. The prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.80	\$1.75
Mine run.....	2.20	1.15
Screenings.....	1.75	.70
1¼-inch lump.....	2.35	1.30

Springfield coal has had an evenly balanced demand within the last week. That is, there has been an increase in the buying on domestic coal. There has been almost as much of an increase in the demand for steam coal. The market has been quite satisfactory with the exception that screenings are now selling for fifty or fifty-five cents, whereas they were five cents a ton higher a week ago. Some cases have been reported where screenings have sold for less. The prices up to Thursday were:

Springfield—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.47	\$1.65
Egg.....	2.47	1.65
Nut.....	2.47	1.65
Mine run.....	1.87	1.05
Screenings.....	1.32@1.37	.50@.55

Knox county steam coals have been in good demand and improvement in the buying of domestic coal has suggested a rise in price which may be announced soon by some of the leading operators on domestic sizes. The prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.37	\$1.50
Egg.....	2.37	1.50
Mine run.....	1.87	1.05
Screenings.....	1.62	.75

Clinton mines which had sold up their steam output mainly on contract have gained their increase in production mainly through an increase in domestic orders coming from points in Indiana mostly. The market is stronger and a rise in price in the near future is indicated. The prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$2.27	\$1.50
Egg.....	2.07	1.36
Nut.....	2.07	1.30
Mine run.....	1.87	1.10
Screenings.....	1.42	.65

Coke has been unchanged within the last week both as to tonnage and prices although there is an upward tendency in the market and selling prices may soon be higher. The prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville.....	\$4.85@5.00
By-product, foundry.....	4.90@5.10
By-product, egg and stove.....	4.75
By-product, nut.....	4.75
Gas house.....	3.85@4.00

Pittsburgh Trade.

Prospects Both on Lake and Export Coal Give a Better Tone to the Entire Trade.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., September 16.

While there has been no marked activity in the coal market of this district the past week, there has been considerable interest shown in future prospects, and a number of interesting events transpiring that have attracted the attention of the trade. Contrary to what has been the experience of sellers visiting the lake trade, there seems to be a marked difference in the attitude of the lake buyer, who now seems very willing to listen, and is even beginning to ask some questions that indicate that some coal may be wanted, and that soon by those uncovered; while shippers under contract are getting quite busy on forwarding orders, the expected rush to get their required supply through before navigation ceases, apparently having started. This is particularly the case in the Fairmont, W. Va., region, that section having rate advantages over Pittsburgh that tell particularly during a season such as the present.

A decided shortage of car capacity has frightened some "stand off" buyers who are now getting a little nervous as to quick delivery, and are making very pointed inquiry. This shortage is becoming more marked every day, and will have a beneficial tendency, as it will make buyers in general a little more active. Pittsburgh-Fairmont operators are all feeling the effect of this car shortage just now, though the situation has not become acute as yet, particularly westward, as for some unexplained reason general freight tonnages have been falling off west to quite an extent.

The little spurt in domestic buying that developed with the cold spell the last of August and September 1st, has received a severe shock, from a week of the hottest weather of the year, the mercury at this point ranging from eighty-eight to ninety-two degrees for several days past, putting the coal man and bin back in seclusion and bringing the refrigerator and ice man into the foreground. Some eastern business was offered the past week, and one operator took contracts amounting to 500 to 800 tons daily on renewals, at an advance of ten cents per ton over last September's figures, but the sentiment daily develops that it is wiser for some operators to conserve their output, in view of many features of the market, and the light amount of stocking that has been taking place, and the underlying influences that are liable to lift the market to points considerably above today's very irregular quotations, which are very nervous and likely to remain so, while the present tension in diplomatic circles exists. In the Connellsville coal region, and throughout West Moreland, Fayette and Washington counties, more and more action is seen and an increased demand for labor shows that prospects are brightening.

Fayette county is particularly well pleased with the turn of affairs in the J. V. Thomson interests. At the request of eighteen attorneys, representing creditors, Judge J. Q. Van Swearingen granted Josiah V. Thompson an extension on the receivership decisions until next March 14. The action of the further extension was opposed by only two attorneys.

The general opinion of the members of the bar who represent clients who are secured and unsecured creditors of Mr. Thompson was that Mr. Thompson himself is the whole salvation to the financial situation there.

"Thompson is my hope, and he's your hope, and he's the hope of your clients and the hope of every client represented here," said W. C. McKean. "I am satisfied that he's accomplished in untold measure more than any one else can accomplish."

That the disturbing of Mr. Thompson's affairs at present would be disastrous not only to his properties, but to the entire community was voiced by a large number of attorneys. They stated that an extension would be for the best interests of the entire community.

River shippers are handicapped by the low stages of water, and large fleets of loaded coal are accumulating in the lower harbor here, awaiting a shipping stage, while empties are anchored at upper docks, ready to be taken up to the third and fourth pools for loading at Monongahela river tipples.

Somewhat more action has developed in furnace coke, with advancing pig iron prices in

Pittsburgh, \$15 Valley, being today's quotation in this district, though the action has thus far resulted only in considerable inquiry coming out for 1916, and the question of price is the point of difference between the buyers and the sellers. The past week's quotations maintain on spot, and for delivery during the fourth quarter, though some coke for October and November is said to have been sold at \$2. The Sharpsville Furnace Company, and the Shanango Furnace Company have been making some inquiry for 1916 coke the past week, but producers are wary of quoting anything but a decidedly advancing scale of prices, based on the pig iron situation, and no deals have been closed that we hear of, though several operators are figuring for the business. Foundry grades are not weakening any, and the tendency is toward even a firmer stand for any future deliveries. Additional ovens are being put into operation at various plants, and some that have been idle many months will be working first of the coming month.

Orders have been issued to begin work on the cleaning up of two coke plants in the Connellsville region—Thompson No. 2, belonging to the Thompson-Connellsville Coke Company, and Tower Hill No. 2, belonging to the Tower Hill-Connellsville Coke Company. Two hundred ovens will be put in operation at the first plant and they are expected to be ready to fire by the first of October. This will offer employment for about 300 men. The entire plant consists of 400 ovens and when running full gives employment to about 500 men. Thompson No. 2 has been idle for two years.

Tower Hill No. 2 will be put into operation just as soon as the ovens can be cleaned out and put into the proper shape to fire, about the first of next month. The combined capacity of Tower Hill No. 1 and No. 2 is 30,000 tons, and when Tower Hill No. 2 begins operation it will do so to the extent of 8,500 tons. This is about sixty per cent of its entire capacity.

Personal and News Items.

George A. Magoon, president Commonwealth Fuel Company, is home from a summer vacation spent in Canada.

A contract has been closed by the Consolidation Coal Company with the Egyptian railways calling for the delivery of 60,000 tons of coal in the near future.

The Berwind-White Coal Mining Company is beginning to produce coal to be shipped to Italy as a part of the big 300,000-ton order recently awarded to the concern.

The Hazel Kirk and Dunkirk mines of the Pittsburgh-Westmoreland Coal Company, at Charleroi, have resumed operations, giving employment to about 400 men.

The new by-product coke plant of the La Belle Iron Works will be built north of Follansbee in Brooke county, W. Va. There are to be ninety-four ovens in the new plant, and it will cover an area from six to seven acres. It will employ between 175 and 200 men and will have a payroll estimated between \$200,000 and \$300,000 a year. The directors of the LaBelle have been working on plans for this by-product plant for almost a year.

Pennsylvania charters have been taken out by the Elk Brook Coal Company. Capital stock, \$10,000. Treasurer, Charles E. Bradbury, Scranton, Pa. Incorporators: John G. McAskie, Hubert F. Warner, Thomas P. Bradbury, Scranton, Pa.; Harold L. McAskie, Blakely, Pa., and the Meadow Hill Coal Company. Capital stock, \$5,000. Treasurer, W. L. Houck, Scranton, Pa. Incorporators: Frank P. Benjamin, Peckville, Pa.; May Houck, Scranton, Pa.; Mabel E. Benjamin, Peckville, Pa.

Denver Trade.

DENVER, September 16.—(Special Correspondence.)—Market conditions show considerable improvement this week as compared with that of last week. The lignite business is particularly encouraging and bituminous is in much better demand. Of course, there is no general rush, but the increased volume is sufficient to indicate that the profitable season is rapidly approaching. Western Kansas has been visited with light snow and the weather is decidedly more to the coal man's liking throughout this entire territory. Consumers are storing quite freely now, not only lignite, but bituminous and Colorado anthracite as well.

There is now a good demand for threshing coal in northern Colorado and southern Wyo-

ming, and this has resulted in a better lignite tonnage than at any time since early spring.

Both Trinidad and Walsenburg districts will show an increase in output of ten per cent over last week, and Canon City mines will record an output for the week of about fifty per cent of maximum capacity. Routt county mines are running full time and are feeling the better demand to their full share.

Decidedly cold nights, if continued, will wipe out an indicated surplus of all grades of slack, and prices are stronger than for some weeks.

The following prices are ruling for lignite coal, f. o. b. mines: For Denver delivery—Lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. Country points—Lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Twin Cities Trade.

MINNEAPOLIS AND ST. PAUL, September 16.—(Special Correspondence.)—Winter is almost apparent in this part of the country. The daily newspapers in Minneapolis this week contained articles relating to a prospective "coal shortage." This is one of the harbingers of colder weather. Shortly after these articles appeared there was a heavy frost, which is a certain indication that the advent of consuming weather for fuel is at hand.

While accumulated figures continued to show that the northwestern states will return one of the heaviest crops on record, the actual shipping of farm products at present is much delayed. Wet weather for nearly a week has prevented threshing in many localities, and unless the weather changes, it looks as if some difficulty would be encountered in some sections in threshing all the crop before the snow falls. The market for agricultural products in the belligerent European countries is waiting on the billion dollar loan, so that altogether not as much grain is being sent forward as there should be. The transportation companies are in a good position to handle a larger movement of all commodities, and therefore no difficulty is being experienced in getting coal forward promptly.

In the dock trade, prices on standard grades of bituminous lump coal continue ragged. Three or four companies are engaged in destructive price cutting, and the prices have nearly reached the undesirable basis realized a year ago for these products. On the other hand Illinois and Indiana soft coals are being held steady at prices very close to circular quotations. The imminent rate advance of ten cents a ton to Minnesota and Iowa points is bringing in an increased number of orders. Dealers are delaying the shipment until the latter part of the month as much as possible, and undoubtedly the movement from the mines into this territory the last ten days or two weeks of the month will be heavy. This will result in an accumulation of fairly heavy stocks by the time the advance is effective, and until there is consuming weather after that quite naturally there will be a lull in business.

Collections are extremely backward on account of failure of many farmers to market their grain.

Current quotations on all grades of coal sold in the Twin City market are as follows:

	F. O. B.			F. O. B.	
	Duluth and Superior	Minneapolis and St. Paul		Duluth and Superior	Minneapolis and St. Paul
Grate	\$6.60	\$7.80	BITUMINOUS.		
Egg	6.85	8.05	Splint, screened lump and stove.	\$3.30@3.40	\$4.26@4.36
Stove	6.85	8.05	Splint, dock run.....	\$3.10	\$4.06
Nut	7.10	8.30	Hocking, screened lump and stove.	3.30@3.40	4.26@4.36
Pea	5.50	6.70	Hocking, dock run.....	3.00	3.96
Buckwheat.....	4.00	5.20	Youghiogheny, gas, lump and stove	3.30@3.40	4.26@4.36
			Youghiogheny, gas, dock run.....	3.10	4.06
			Pittsburgh vein, lump.....	3.30@3.40	4.26@4.36
			Pittsburgh vein, dock run.....	3.00	3.96
			Pocahontas, screened lump or egg	4.75	5.71
			Pocahontas, screened lump and egg mixed.....	4.50	5.46
			Pocahontas, mine-run	3.25	4.21
			Cannel, lump.....	5.25	6.21
			Smithing, bulk.....	4.25	5.21
			Smithing, in 100-lb. sacks.....	6.00	6.96
			Briquets, anthracite.....	5.00	5.96
			Briquets, smokeless.....	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks.....	\$1.65@1.75	\$3.85@3.95
Southern Illinois egg.....	1.65@1.75	3.85@3.95
Southern Illinois No. 1 nut.....	1.65@1.75	3.85@3.95
Southern Illinois No. 2 nut.....	1.25@1.40	3.45@3.60
Southern Illinois No. 3 nut.....	1.10@1.25	3.30@3.45
Southern Illinois run of mine.....	1.15@1.25	3.35@3.45
Southern Illinois 2-in. screenings	.60@.70	2.80@2.90

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

Cincinnati Trade.

While the Larger Steam Business Has Been Good, the Domestic Trade Is Quiet.

CINCINNATI, OHIO, September 16.—(*Special Correspondence*).—The situation in this territory, while somewhat flattened out by the hot spell of the week, has been reasonably firm, taking into consideration all the factors of the case. There has been no material change in the smokeless conditions and they are moving along smoothly and to the great satisfaction of the operators. The prices scheduled for September have been maintained generally and the lake movement and the tidewater delivery, have all been very satisfactory.

The domestic demand in the interior and to the north has not been as expected, owing principally to the heat, yet many of the contract dealers have not ordered their shipments suspended, indicating that they have become tired of the waiting game and are preparing to stock to the full. But little need be said, therefore, of the smokeless situation except that it is held back somewhat by the actual shortage of cars, especially along the Chesapeake & Ohio Railway.

The splint situation is becoming much better, but little cheap coal being in the market to embarrass the operations of shippers. A few small operations, here and there, feel that they must dispose of their coal regardless of price, but they are much fewer than four weeks ago and are steadily growing fewer. Some of the large splint operators are turning their attention to the export trade now, and South America is being inspected as a promising field. Fine inquiries are coming from that section of the continent and some shipments have already been arranged and started. Several bids were registered from here also on the Panama trade. In general it may be said that the advance in price on splints in the past sixty days has been about fifteen cents on all grades, but some of them were so far under the price that should have been required that even this advance brings little relief. Prepared sizes are going to the lakes in better volume and it is estimated by traveling salesmen who have come out of the lake territory, that that territory is about 2,000,000 tons shy of the amount usually stocked there and that in event of a cold winter a shortage is sure to be felt about January. It is also stated by operators that the movement of coal to the northwest is probably about 100 per cent advance over August in the same period.

Prices of this week may be quoted as follows: Winifrede: 4-inch block, \$1.60; 2-inch block, \$1.50; run of mine, eighty-eight to ninety cents; washed nut, \$1.35 to \$1.45; washed egg, \$1.50; washed pea, \$1; nut and slack, spot, sixty-five cents, contract, seventy-five to eighty cents. Average West Virginia splint: 2-inch, \$1.40; mine run (strong), eighty-five to ninety cents; inferior, fifty-five cents; nut and slack, sixty-five cents. In the Wyatt field the prices are: 4-inch block, \$1.60; 2-inch block, \$1.45; run of mine, ninety cents; nut and slack, seventy-five cents. In another nearby field, 4-inch block, ordinary, \$1.25 to \$1.40; better, \$1.45 to \$1.70; 2-inch block, \$1.05 to \$1.15; mine run slow at seventy-five and eighty-five cents; nut and slack, forty-five to fifty cents; 4-inch mine run, sixty to seventy-five cents. Now in contrast a Kentucky quotation comes in: Large block, \$1.80; washed round, \$1.70; run of mine, none made; washed nut, \$1.50; nut and slack absorbed so far by contract, except in a few instances where it is readily sold at seventy to seventy-five cents. In another field the best black brings but \$2.25 and Miller's Creek is sought eagerly at \$2.10. In Logan county, W. Va., the following is an average of most of the production: 3-inch block, \$1.25 to \$1.40; 1½-inch, \$1 to \$1.15; run of mine, seventy-five to ninety cents; egg (weak), seventy-five to ninety cents; nut and slack, forty-five to sixty cents.

The car shortage is no phantom. It is on the mines. The labor scarcity is becoming emphatic, but is expected to disappear when the fall mining opens out. Higher prices will come, according to the statement of leading operators here, with the very first indication of approaching cold weather, such as has been experienced in the west, the past week. While a few contract orders were suspended a few days the past week, some contract makers "came across" with decent contracts for their season's supply of domestic. This relieves orders for steam sizes, in many cases, and quickens shipment when cars can be had

Cincinnati Trade News.

Kuper Hood of the Houston Coal Co., and Frank B. Stewart of the Winifrede Coal Company, were in Chicago this week looking after Chicago trade.

W. H. Kerruish, formerly with the Norfolk & Chesapeake Coal Company, is now on the coal staff of the Matthew Addy Company, to cover Ohio territory.

R. S. McVeigh, vice-president of the Island Creek Coal Sales Company, is in New York attending a conference of coal men on the rate proposition.

E. C. Minor, vice-president and general manager of the Reliance Coal & Coke Company, returned this week from his vacation in the east, where he enjoyed the sea breezes at Atlantic City and paid New York a visit.

Traveling Auditor H. H. Snoderly of the headquarters office at Baltimore, of the Consolidation Coal Company, is in the city making the annual audit of the company's books in the local offices. He will remain a week.

J. E. Soulsby, a well known coal man of Crown Hill, W. Va., stopped over in Cincinnati a few hours the latter part of the week to call on Gayle E. Weber of the Chesapeake & Ohio Coal & Coke Company. He was on his way for a stay this week in Chicago.

The railroads of this territory are undoubtedly stocking coal along their lines with a double purpose. The first is to secure the use of the car equipment while it can be done and the second is to have the coal ready for any emergency of strike, flood or severe cold weather.

John M. Wright, president of the Raleigh Coal & Coke Company, returned to his desk Monday after a summer's vacation at Watch Hill, R. I., where he could run down to the coal docks along the coast and keep tally on the export situation when necessary. He brought his family home with him.

Quin Morton, president of the Imperial Coal Company, of Burnwell, W. Va., and the Imperial Coal Sales Company, of this city, who was taken ill at the Sinton Hotel in this city August 1, was taken home to Burnwell Friday of last week and is reported from there as being still weak but much better and improving slowly.

The Winifrede Coal Company lost a barge laden with about 500 tons of coal at Hall's Landing, just across the river from Cincinnati on the Kentucky side. The barge had been damaged by an accident a few weeks ago, having been run into by another boat. Before it could be repaired it went to the bottom. Preparations are being made to raise it.

R. A. Hord, general sales manager of the Middle West Coal Company, has just recovered from a severe attack of paralysis induced by too close application to business. He had taken no vacation in a number of years and had decided to take one this year. In his work of clearing up contracts preparatory to taking the vacation he overexerted himself. He will be compelled to take a long vacation to recuperate.

Louisville Market.

LOUISVILLE, KY., September 16.—(*Special Correspondence*).—Undoubted improvement in fundamental business conditions has been going on in the sections dependent on Kentucky coal tonnage for some weeks past, but the gradual improvement in prices and demand has been halted to some extent by the unseasonably hot weather prevailing over most of the south and much of the north. However, even during the past week of unseasonable heat, prices and demand have at least held their own, and with the advent of real autumn weather and the turn of the month into October, coal producers are optimistic of seeing materially better conditions.

The coal production in eastern Kentucky during the past several weeks has probably been heavier than during any previous period in the history of coal mining in this state. Those mines which have run sufficiently during the previous depressed business conditions to retain their organizations intact, have been moving a large tonnage. Car shortage so far has amounted to a loss of only one day per week during the last several weeks, but it is more than probable that with the heavy demand in October, the Louisville & Nashville Railroad, at least, will fall short by a consid-

erable margin of supplying the necessary cars. Southern Railway and Illinois Central mines may also expect to find an increasing shortage of equipment.

Producers of good domestic coal are now asking from \$1.60 to \$2.10 for block coal for the remainder of September, and from \$1.75 to \$2.25 per ton for the month of October. Coals of old established reputation seem to be moving with a fair degree of freedom at these figures, but many mines whose product is yet unestablished in markets, or which are lacking in sales organizations, are putting out coal at much lower prices from time to time, with resultant ill effects to the market in general. Screenings have been in rather plentiful supply, but have not been sacrificed during recent weeks, which, in view of the heavy production of same, indicates that later on, should business conditions remain as at present or improve further, a high level of prices for screenings may be expected.

Duluth Trade.

DULUTH, MINN., September 16.—(*Special Correspondence*).—The railroads are buying coal much more freely as the demand for more motive power is developing because of the harvest. Cars are being sent freely to the west for the new crop and as the hauling has already started for the elevators at this end of the line, more steam is necessary. But the buying of storage coal by the roads is evidently not to be, for they are still following the piecemeal policy.

Business from the west, among the dealers is showing signs of growing, and it is fully expected that from now on it will show an increase for the reason that dealers are known to be only lightly supplied. They brought next thing to nothing last year and have delayed ordering this year until the crop situation would develop and the climatic conditions demanded attention. The result is that they have purchased nothing, comparatively speaking, this year, and heavy purchases are due. The assurance of an immense crop with good prices, even though grains do go lower than they are now, makes it almost certain that the purchases this fall and winter will be fully up to the normal of other years.

Receipts of late, have been about normal, but reports from the east to the effect that more charters of tonnage are being made for coal to come west indicates a heavier movement during the rest of the navigation season.

The anthracite situation is brightening and more of the hard coal is being ordered as time goes on. Indications are that a fine business in hard coal will develop in a very short time.

At Fort Williams and Port Arthur, Ont., last week, coal came in rather slowly, according to advices from there. Only five cargoes of soft coal and two of anthracite were received, and only two more were reported on the way. Business to the Canadian west was on the increase, and the railroads are taking a good deal for their own use, especially the Canadian Northern.

Omaha Trade.

OMAHA, NEBR., September 16.—(*Special Correspondence*).—Orders for coal have been coming in a little more freely the last week, buyers realizing the fact that it will only be a matter of a few weeks until we can expect winter weather.

Prices are firm; very little transit coal being offered. The following prices prevail:

	Mines	Omaha
Southern Kansas—		
Nut	1.85	\$ 3.20
Slack	1.35	2.70
Franklin County—		
Lump	1.60@1.75	4.00@4.15
Egg	1.60@1.75	4.00@4.15
Nut	1.60@1.75	4.00@4.15
Williamson County—		
Lump	1.45@1.75	3.85@4.15
Egg	1.45@1.75	3.85@4.15
Rock Springs—		
Lump	2.15	5.85
Nut	1.60	5.35
Arkansas Anthracite—		
Lump	3.70	6.60
Broken sizes	3.95	6.85
Routt County, Colo.—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00
Walsenburg District, Colo.—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00
Southern Kansas Table		

Detroit Trade.

DETROIT, MICH., September 16.—(Special Correspondence.)—Without large activity the local market continues to develop along lines of improvement in so far as regards the steam coal trade, but weather temperatures of the July brand during the last few days have put considerable of a crimp in the domestic coal business.

While shippers for the most part agree that the volume of business being transacted in steam coal is considerably short of what they believe should represent normal market activity at this time of the year, they are inclined to regard the present situation as altogether favorable and seemingly the forerunner of larger activity later.

The demand for fine coal is rather strong and some of the shippers are experiencing some difficulty in getting stock around in time to meet the requirements of their customers. Interest in the larger sizes is less active. The slow progress of the market toward improvement is explained by some of the shippers as probably due to the fact that many of the consumers are loaded up with cheap coal, some from the purchase of large supplies offered at low prices to escape demurrage and others because of the eagerness of some operators and shippers to dispose of stock, which was closed out at low prices under contracts that are not yet terminated.

Prices are being maintained well around schedule, this condition applying also to stocks of smokeless coal as well as Hocking and West Virginia products. The firmer tendency of the market is credited not only to a slightly broader inquiry, but with equal truth to a lessened amount of consignment stock. The consignment coal is here yet and in considerable quantities, but it is not at present a serious obstacle to direct shipment business.

Interest in domestic coal was showing a very encouraging improvement as the result of cold weather and much rainfall, until weather conditions reverted to midsummer heat. Because of the change few consumers now indicate any desire to buy or even learn prices on the stock which they will later require. The same conditions apply with equal force to the anthracite trade. Retail dealers who have been hustling to distribute stock are again dependent on a few dribbling orders to keep teams and yard forces employed.

Despite the reiterated assertions of impending changes for the better in the lake movement of coal, there has been little increase in activity. Most of the large freighters find coal cargoes an impossibility. For small carriers coal is more plentiful, though many of these are obliged to wait or make the upbound trips light. Greater activity in shipment by rail from docks at the head of the lakes is reported to be developing. This, in time, will result in heavier shipments from Lake Erie ports.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	1.10	2.50
Mine run.....	.90	2.30
Slack.....	.75 @ .85	2.15 @ 2.25
West Virginia Splint—		
Four-inch lump.....	1.50 @ 1.75	1.90 @ 2.15
Two-inch lump.....	1.25 @ 1.40	2.15 @ 2.30
Three-quarter.....	1.10	2.50
Mine run.....	1.00	2.40
Nut, pea and slack.....	.55 @ .65	1.95 @ 3.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.25	2.85
Kentucky Splint—		
Lump.....	1.60 @ 1.75	3.00 @ 3.15
Egg.....	1.25 @ 1.40	2.65 @ 2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85 @ .95	2.25 @ 2.35
Mine run.....	.70 @ .80	2.10 @ 2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.40	2.55
Three-quarter lump.....	1.25 @ 1.30	2.40 @ 2.45
Mine run.....	1.00 @ 1.10	2.15 @ 2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.15	2.30
Mine run.....	1.05	2.20
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

Michigan Builders Supply Company was lowest of six bidders that submitted proposals to the Detroit recreation commission for supplying 300 tons of stove or egg anthracite or smokeless bitu-

minous coal for use of the Clara public bath-house. The bidders and prices were:

	Anthracite, S. and E.	Smokeless.
*Michigan Builders' Supply Co.....	\$6.66	\$4.14
J. T. Sinclair.....	7.15	4.90
R. L. Aylward.....	6.70	4.30
United Fuel & Supply Co.....	6.75	4.50
P. Koenig Coal Co.....	6.70	4.20
Parker Bros. Co., Ltd.....	7.00	5.50

*Recipient of contract.

L. C. Sabin, superintendent of the United States canals in St. Marys river, under direction of Lieut. Col. Mason M. Patrick, corps of engineers U. S. A., in charge of Detroit district, has awarded to George Kemp, Sault Ste. Marie, Mich., the contract for supplying about 200 tons of three-quarter lump on government boats or scows, Sault Ste. Marie. The bid was \$2.90. The Perry Coal Company bid the same price. The Port Royal Dock Company bid \$3.00.

Receiving of bids for supplying twenty-five tons of chestnut and 2,500 tons of anthracite to the board of auditors of Wayne county, Mich., terminated at 11 a. m., Thursday, September 16.

F. E. Reeves, secretary of the Detroit Coal Exchange returned to Detroit Thursday from a short business trip in the south.

St. Louis Trade.

ST. LOUIS, Mo., September 16.—(Special Correspondence.)—The most important happening in the trade this week is the announcement of the sustaining of the five and one-half-cent increase in freight rate to East St. Louis by the Illinois Railroad & Warehouse Commission. Some months ago rates to both St. Louis and East St. Louis were advanced five and one-half cents per ton and approved by the Interstate Commerce Commission. The St. Louis advance went into effect, but the East St. Louis rate being purely an Illinois state proposition was suspended by the Illinois state railroad and warehouse commission. This produced considerable confusion as the St. Louis and East St. Louis rates were constructed on a different basis, making quite a discrimination against St. Louis, Mo.

Standard coal is moving well. Prices remain about the same. The hottest spell of weather of the summer is now upon us and has slowed up business locally a little. Screenings have eased off a bit more in the last week. Current prices on standard coal are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal		
6-inch lump.....	\$1.20	\$1.77½
6x3-inch egg.....	1.10	1.67½
2-inch lump.....	1.00	1.57½
Steam egg.....	.90	1.47½
No. 1 nut.....	1.00	1.57½
No. 2 nut.....	.80	1.37½
Mine run.....	.85	1.42½
Screenings.....	.40	.97½

Demand for the Mt. Olive and Staunton group coals is much better.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.....	\$1.40	\$1.97½
2-inch lump.....	1.20	1.77½
Screenings.....	.40	.97½

Williamson county coals are in excellent demand and price is being held right up to circular. Egg is not quite as active as lump, but the demand keeps abreast of the supply.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.....	1.60 @ 1.75	2.22½ @ 2.47½
2x2-inch nut.....	1.50 @ 1.75	2.32½ @ 2.47½
Screenings.....	.50	1.22½

Franklin county is going full blast. Demand on domestic coal is very strong. Had it not been for the little breathing spell made by the hot spell Franklin county operators would be completely snowed under, as it is they are all several weeks behind with orders. The smaller sizes are a little troublesome to move as such a tremendous tonnage is being produced.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.....	\$1.75	\$2.47½
No. 2 stove.....	1.40	2.12½
Screenings.....	.60	1.32½

Anthracite is moving briskly, Chestnut is short.

	F. O. B. St. Louis.
Anthracite—	
Chestnut.....	\$7.55
Stove or egg.....	7.30
Grate.....	7.05
Smokeless—	

	F. O. B. Mine.	F. O. B. St. Louis.
Lump or egg.....	\$2.25	\$4.75
Gas House Coke—		
Gas house coke.....	\$4.25	
By-product coke (all sizes).....	4.50	

The prices on Illinois soft coal f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 25½ cents lower than the above quoted St. Louis prices.

Cleveland Trade.

CLEVELAND, OHIO, September 15.—(Special Correspondence.)—Little, or no, improvement has been noted in the coal business during the past week. Steam consumers are going lightly on their contracts, it is said, while the amount of spot coal purchased has not been encouraging. The opinion has prevailed that most of the factories in this city and surrounding territory are running on almost full time, but jobbers and operators catering especially to this class of trade say, if they are, they must be using other kinds of fuel. Some disappointment has prevailed because of this condition, since it was generally believed some time ago that business would show increased life by the middle of September, anyway.

On the other hand, some of the large producers in the eastern Ohio field believe that there will be an awakening later on. This view is partially due to an impending car shortage on all the principal railroads entering that field. It is argued that if the shortage becomes acute, the railroads will haul a much larger amount of Ohio coal, because of the possibility of a short haul and prompt return of the cars, even though the rate may be lower than for the West Virginia product. This will enable the producers to regain their business and open the market in a way that nothing else will except an increase in the differential.

The lake situation has shown little change during the past week. It is said that a few of the shippers have noted a slightly better demand, but the approaching car shortage has resulted in a decrease in receipts, if anything. Small boats have been successful in securing cargoes, but a number of the larger ones have been compelled to go up light for ore. No. 8 three-quarter coal for lake shipment is still being purchased at \$1 per ton, it is said, although some producers have refused that figure, preferring to keep the coal in the ground.

The light receipt of slack from the various fields has operated to maintain firm prices, but the demand has not shown any increase for any of the grades handled in this market. Eastern Ohio slack has sold during the past week around \$1.55 or sixty-five cents at the mines. Pittsburgh slack has ranged between fifty-five and sixty cents at the mines, with a freight rate of \$1 to this market. Youghiogheny slack is quoted at sixty-five cents at the mines, with the same freight rate. While there is little Fairmount slack in the market, the price for the week has been in the neighborhood of fifty cents at the mines, with a freight rate of \$1.15 to this market.

Goshen coal has been in lighter demand than usual for the past few days, perhaps because of the prevailing warm weather. It has been quoted from \$2.20 to \$2.30 for the three-quarter and \$1.75 for mine run on track in this market, the freight rate being seventy cents.

Some Cambridge coal has been handled here this season. The quotation for the past few days on three-quarter size has been \$1.70 on track here, with a freight rate of ninety cents.

Quotations on Pocahontas have not varied materially during the week, although the demand has not been particularly strong because of the hot weather. Lump is selling from \$2 to \$2.25 and run of mine from \$1.20 to \$1.40 at the mines, with a freight rate of \$1.45.

Retail business had been very active for two weeks, but the mid-summer heat of the past few days has caused a lull in the orders and in anxiety for the delivery of coal purchased earlier in the season.

Cleveland News Notes

J. J. Haslett, sales agent of the Henderson Coal Company, Pittsburgh, was in this market Tuesday.

No improvement has been noted in the condition of C. L. Ayers of the C. L. Ayers Coal Company, who is confined at his home by illness.

C. J. Andrews, formerly general sales agent of the Sunday Creek Coal Company and now in the jobbing business in Detroit, called on the coal men here early in the week.

The movement of ore from the Ashtabula docks is very heavy and it is said that there is an impending car shortage. The ore is going to the Pittsburgh and Youngstown mills. During the first week of this month the New York Central road handled 5,000 loaded cars to these two points, the aggregate tonnage being 250,000.

New York Trade.

Hot Weather Retards Anthracite Buying—Bituminous Movement Much Heavier

Office of THE BLACK DIAMOND,
NEW YORK, September 16.

The intensely hot weather, at this writing of more than a week's duration, has greatly retarded anthracite buying, both on the part of the consumer and the retail dealer. The active spurt of buying that commenced about two weeks ago, was therefore shortlived. This week finds consumers buying in very limited quantities, and this is reflected in the wholesale market.

There is very little change in prices on spot sales, and at New York tidewater ports, there is evidently a quantity of loaded coal on boats awaiting purchasers. There is more coal pressing for sale than the buying public appear to want at the moment, though prices on individual coals are nearer the winter circular than they have been for some time. Some individuals are over-shipping the tidewater market, and this is preventing those dealers who would like to see business done at the winter circular, from securing an advance in prices. Furthermore, the Jewish holidays have had no little effect on making the New York market especially dull. In certain sections of New York city, there is a very heavy peddler trade, and when these merchants stop to observe their certain holidays, it makes business very dull with certain of the large retail concerns who have distributing plants in these sections of the city.

The statement of shipments of anthracite coal for the month of August was announced last week, showing a movement of 5,330,831 tons, as compared with 5,483,743 tons for August of 1914. For the first eight months of this year, shipments reached 41,860,341 tons, as compared with 43,621,389 tons for the corresponding period of 1914, or a decrease of 1,961,049 tons.

This week, most of the operations are working on about a five day per week schedule, and unless buyers become more concerned about taking anthracite within the next month or so than they are at the moment, it is not believed that the companies will be able to operate on a much better schedule unless it is decided to store large quantities of coal for requirements later on.

With labor commencing to become short in the anthracite fields, it is not believed that the operators can very easily make up the shortage in production, that so far this year amounts to around 2,000,000 tons. The trade is facing a shortage of stocks, and both at tidewater markets and at most of the large stocking centers in the consuming markets, and this makes many of them predict that consumers of anthracite coal this winter are going to face a very serious shortage. During the past several winter seasons our railroad transportation has been very free, due to the lack of business in other lines, and already many railroads announce that practically all their equipment is busy. The continuation of this prosperity on their part, which is fully to be expected, due to the immense crops and the movement of very large tonnages of munitions for the European warring nations, indicate that there is going to be practically no surplus transportation during the winter months at least. Therefore, the trade argue that now is the logical time to move anthracite.

The steam size situation is very little changed. The demand for these coals is not increased. Prices are easy on inferior grades and very strong on the choice grades, which are very short for spot market purposes. On September 1st, the full winter price list went into effect on anthracite, tidewater prices being about as follows:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of Red Ash and other high grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$4.90 and up
Stove	5.00 and up
Nut	5.00 and up
Pea	3.25 and up
Buck	2.10 and up

Rice	1.70 and up
Barley	1.50 and up

The Bituminous Situation.

The bituminous situation continues to show improvement. This is due to the fact that many large coal consumers are calling each week for larger shipments, and the bunker and export trades are also taking large quantities of coal. The spot trade in most sections is dull. However the situation is believed to be greatly improved from the fact that a great many small operators that heretofore have been urging buyers to take their coal at almost any price, are now in most instances, out of the market, especially on good grades of coal. In the past few weeks they have been able to secure a sufficient number of orders to keep their mines going on pretty good time, and this is taking out of the market a lot of surplus coal that would otherwise be effecting spot prices.

A car shortage is being noticed on some of the biggest coal carrying roads. This is true on both the Pennsylvania and Baltimore & Ohio systems. President Willard of the B. & O. stated on Tuesday that although his road had only a small shortage of coal cars on that day, that there was not an idle car on the system. While the shortage of coal cars was insignificant, that it was a very good comparison with the state of business as existed some weeks ago when if a coal operator would ask for one car, the railroad would supply five, hoping that he would load two.

So far, New England consumers seem to be less concerned about storing coal, or increasing their receipts, than consumers in other sections of the country. The movement of coal into New England, both by water and all-rail does not seem to improve with the demand that comes from other sections.

The export movement continues good, Baltimore during the last week loading approximately 75,000 tons, and Hampton Roads ports showing loadings of around 130,000 tons. Bunker requirements for vessels taking export cargoes are very heavy, while more tramp steamers are reporting at American ports, many of them calling for grain cargoes, this movement now commencing to show up.

The general business situation as concerns the large consumption of coal has improved this week due to the fact that many of the railroads have started in to buy locomotives and other equipment. Railroad tonnages of all descriptions are becoming heavier and this means an increased use of coal for locomotive purposes. Railroads throughout the east, with the exception of the New England lines, are storing coal at many points, looking towards being prepared to keep their lines operating freely should a serious coal shortage occur during the present winter.

At the New York harbor ports there is no large supply of coal pressing for sale, although there are accumulations of certain grades of inferior coals, that can be bought at cheap prices. Good grades of Pennsylvania coal sell at \$2.75 to \$2.90; ordinary grades at \$2.55 to \$2.65, while inferior grades of West Virginia coal can be purchased at \$2.35 and up. Slack continues very strong.

The Vessel Situation.

There appears to be an ample supply of vessels of all description for current coastwise business. An advance in rates is anticipated on vessels for off-shore business, as a great many tramp steamers are now being attracted by grain charters.

We quote current rates on freight as follows: From Hampton Roads to Boston, eighty to ninety cents is about the range; to Portland and points east of Boston, from ninety cents to \$1. To sound ports, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to Bridgeport or New Haven, thirty cents; to New London and Providence, forty cents; to Fall River and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.85	\$1.30
Medium grades.....	2.60	1.10
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein.....	3.00	1.45
Medium grades	2.70	1.15
Cheaper grades.....	2.60	1.05
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.50	1.00

Indiana County—

Best grade.....	2.80	1.25
Medium grade.....	2.50	.95
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.85
Best gas, 3/4-inch lump.....	2.65	1.10
Best grade, run of mine.....	2.65	.90
Gas slack.....		.60@ .75

New York Trade Briefs.

George M. Dexter, of Dexter & Carpenter, Inc., No. 12 Broadway, spent Monday in Pittsburgh.

Joseph Gorman, of Gorman-Leonard Coal Company, of Worcester, Mass., was a New York visitor on Monday.

J. A. Hill, president of the Knickerbocker Fuel Company, No. 1 Broadway, returned late last week from a vacation spent in Maine.

J. A. Renahan, vice-president of the Smokeless Fuel Company, of No. 1 Broadway, is visiting the West Virginia mining regions this week.

J. M. Leonard, general sales agent of the Brothers Valley Coal Company, No. 90 West street, spent several days at the mines of his company in Somerset county, Pennsylvania, this week.

W. H. Carpenter, of Dexter & Carpenter, Inc., No. 12 Broadway, who has been in England, France, Italy and other European countries for the past three months, is now en route to South America.

W. B. McQueen, of the Alden Coal Mining Company, No. 1 Broadway, sailed on the steamship New York on Saturday for London. Mr. McQueen will be abroad several months looking after bunker contracts and export business for his company.

The Buck Ridge colliery, of which Pattison & Bowns of No. 1 Broadway, New York, are largely interested, and whose product they handle, resumed operations on August 20, after a shutdown during some of the summer months for improvements.

Rembrandt Peale, the well known bituminous operator, with headquarters at the Grand Central Terminal, New York, who spends his summers near his operations at St. Benedict, Pa., was at the New York office several days last week, and will spend more of his time in the city from now on.

R. L. Thomas, for quite a number of years located in New York as manager of the New York office of the Bader Coal Company of Boston, has severed his connection with this company, and resigned the position of vice-president which he filled. Mr. Thomas is spending the month of September on a farm in Columbia county, New York. His future plans have not been announced.

Willis H. Brown, who some weeks ago resigned as vice-president of The Skeele Coal Company, has purchased an interest in the Seiler-Blanchard Company, of No. 1 Broadway, and has been elected a vice-president of that company. The Seiler-Blanchard Company has arranged to take larger floor space, and a large suite of offices is now being arranged for them on the ninth floor. Mr. Brown has had a very wide experience in the coal trade, and his new connection with a company headed by some very able young men, will no doubt result most advantageously to all of them.

The August table of anthracite shipments made public by the Anthracite Information Bureau last week, shows tidewater stocks on July 31 of 653,496 tons. It was pointed out that in case of interruption in the supply of anthracite from the mines, the city of New York would within two weeks be without a supply of fuel. According to the United States Geological Survey, the normal consumption of anthracite in New York alone is about 11,500,000 tons a year, or nearly 1,000,000 tons a month, and the normal supply of coal on hand at all tidewater ports is not more than 660,000 tons, or barely enough to supply this city's needs for two weeks. While a considerable tonnage of coal is kept in storage at points near the mines, this coal would have to be reloaded in cars and reshipped, and would be subject to almost the same delays as the coal coming directly from the mines.

The Chesapeake and Ohio lines during July carried to tidewater 2,055,975 tons of bituminous coal, against 1,801,229 during July, 1914. Coke traffic during the same month totaled 21,930 tons, against 25,033 for July, 1914.

Philadelphia Trade.

Warm Weather Brings a Lull in Buying Just When Conditions Were Most Promising.

Office of THE BLACK DIAMOND
1400 Land Title Building,
PHILADELPHIA, September 16.

The weather man was the chief point of attack and with just cause this week. Just when things were brightening up and taking a turn toward active business with the hard coal people, old General Humidity butted in and wrecked things generally. Cool nights had turned the minds of the coal buyers in the homes toward their coal bin and there was quite a little activity noted ten days ago, but this has disappeared to a marked degree. Retailers are not in the least askance in saying that they are up with their deliveries and the local business to be done is of the spot order character—and this is not probable with the mercury making new high records and the heat running ninety in the shade.

Pea coal, which has been the under dog for lo these many months is again assuming the center of the spot light. Both the companies and the independents have evinced a strong disposition to advance the price on this size twenty-five cents a ton with the first of October. Storage stocks and the anticipated heavy demand when the small coal buyer enters the market is given as the cause. While the circular price on this size of anthracite has never changed during the year, the price has dropped fifty cents on the ton with the first of April, as was all other sizes. Since that time the demand for pea coal has been draggy and the set price rarely ranged more than \$2 a ton. Now that the size is firmer and its activity increases with each of the fall months, it is felt that the circular price ought to come in line.

Only one bright spot has appeared in the business of the week and that has been the increased demand for steam sizes. Buckwheat coal has been in good shape and the movement has been well in accord with the tonnage of former years.

Movement to New England over the Port Richmond coal piers showed a little less tonnage for the week as compared with the amount that went over the side for the corresponding week of last year. Warmer weather to the north has the same effect as locally and cut down on the buying orders.

Bituminous Situation.

While the general complexion in the soft coal trade has changed little in the past week, the report from various sources has been that the market was inclined to be spotty. Some of the heavy shippers of bituminous have been increasing the output of their mines and have handled the increase with little or no trouble. Few concessions in price have been heard of. This one change in itself is indicative. While quoted prices have changed little the concessions that formerly were allowed figured to a great extent on the price to the consumer. With the firm market that started about three weeks ago, this was gradually dropped and established prices were held to. Now the prices asked must be had or the buyer must look elsewhere for his supply. Little or no contract coal is on the market and the consumers who have been tardy in getting their orders placed for their fall and winter supply find now that they will have only the spot market to depend upon.

Scarcity of cars in the Clearfield and Somerset districts held back some shipments early in the week and Baltimore & Ohio operators had their allotments shortened. The labor situation is still the big query, some of the mines already reporting that they are pinched for men.

At the piers there is little coal standing that is anywhere near the time limit. This in the face of the fact that the export shipments are light and bunkering has not been as active as a couple of weeks ago, is taken as an indication that local and close to home consumption has been of a good character.

Quotations standing are: Somerset, best, \$1.35 to \$1.45; medium, \$1.20 to \$1.30; ordinary, ninety-five cents to \$1.15. Fairmont slack was firmer this week with a nickel advance on the ton making a range of fifty-five cents to sixty-five cents; low sulphur gas, \$1.10 to \$1.20; mine run, seventy to eighty cents; three-quarters, eighty-five cents to \$1.00. Western Maryland coals range eighty-five to ninety-five cents for spot shipments. Greensburg offerings are firm with run of mine quoted

at \$1.20 to \$1.30 and screened at \$1.35. Spot shipments for Clearfield have been made at \$1.25 to \$1.35 for good Miller vein.

Philadelphia Trade Briefs.

Senator Horace A. Tompkins of Portage was among the operators who visited Philadelphia this week.

Joseph Hickley, chief of the bookkeeping department of the Glen Brook Coal Company, spent his vacation at the shore this week.

S. M. Martin, of the firm bearing his name and his office force will spend Sunday and Monday in Pike county on a fishing expedition.

W. A. Webb of the Empire Coal Mining Company was away from his office this week on a visit to the mines of the company in Cambria county.

J. L. Collin, who represented the Pittsburgh-Buffalo Company in this market for the last eight years, made a trip to the gas coal fields of West Virginia last week.

Willis H. Brown, formerly with the Skeele Coal Company, but now with the Seiler Blanchard Company, was among the trade visitors of the week.

H. H. Hodge, auditor of the Quemahoning Coal Company and of Somerset, Pa., made a short call on the local office Wednesday. With Mrs. Hodge he was on his way to the seashore.

Joseph Gorman of the Gorman Leonard Company of Worcester, Mass., was among the trade during the week and said that prospects in that section were brightening with each week that spelled the approach of winter.

H. C. Barr, sales agent for J. S. Wentz & Company was west the latter part of last week. While in Pittsburgh he suffered a swelling of one of his legs and was forced to return home. The injury was better Monday and he was able to be about Tuesday.

George D. Spates, president of the Maryland Coal & Coke Company, and Mrs. Spates, will sail the last of this week for Liverpool on the St. Louis. Mr. Spates intends to visit several points in France, relative to placing New River coal for his company.

Cambria county operators who have been in the regions lately say that the press for labor has been noticeable in the past couple of weeks. Agents for the steel companies have been scouring that section for men and miners have been offered attractive wages to enter their employ.

A sudden call for 15,000 tons of coal for the navy made on the Quemahoning Coal Company early this week caused a small flurry in the local harbor. A goodly part of the Atlantic fleet put into this port for coal and with no advance notice of the requirements there was a general scurry to fill the order.

The Susquehanna Coal Company have issued invitations for their sixth annual contest of the first aid corps, which will be held at Shamokin on Saturday, September 25. The field day will be held at Edgewood Park. Special trains for the guests will be provided at Wilkes-Barre, Pottsville and Lykens.

The "Safety First" field day of the Philadelphia & Reading Coal & Iron Company will be held this Saturday, September 18, at the Lakeside Park near Tamaqua, and teams from all of the mines will be on hand to give a demonstration of their work. Quite a large party of officials of the sales force from the local offices will go up there on a special car.

Several of the local coal concerns have used the demands made by the hard and soft coal miners of Pennsylvania as a business argument why coal should be bought now. Whether it is the cold bare facts that confronts the consumers or whether it is that they realize the conditions they face, yet, there have been a good crop of orders as the result of this form of campaign.

Several new concrete coal pockets will be put into commission this fall with the coming of the heavy retail trade. Isaac Nicholson, who has a new yard and pockets at Carpenter station, will stock this new plant within the next week or so. Other new plants are those of the Atlantic Fuel Company, at 52nd and Baltimore ave; W. C. Shipley at Allen's Station, Mt. Airy; L. K. Purket & Brother at Wayne and Gucker Bros. at Chestnut Hill, Germantown.

In the United States court on Friday last, creditors with claims aggregating \$198,000 asked that the Eastern Pennsylvania Coal Company be adjudged an involuntary bankrupt. A meeting of the board of directors held on September 7 re-

sulted in the adoption of a resolution admitting that the firm was insolvent. No estimate of the assets or liabilities has been given to court. It is expected that a receiver will be appointed this week. Captain O. Maloux, president of the concern, is the chief creditor with a claim for \$192,000 as money loaned. The Eastern Pennsylvania Coal Company has an anthracite mine near Middleport, Pa., and its annual tonnage was placed at 120,000 and employed about 200 men.

The Imperial Coal Company has taken a suite of offices in the New Weidner building. This is a new company and is a co-partnership with the officers as follows: Charles A. Owen, Johnstown, president; James P. Thomas, vice-president; Phillip E. Thomas, treasurer, and H. A. Ling, secretary. The company will market the output of the mines of the Shade Creek Coal Company and the Smokeless Coal Company of Pennsylvania. The officers of the two companies are identified with the new selling agency. They will also handle coals from the West Virginia territory. The Smokeless and Shade Creek Companies formerly had offices in the Real Estate Trust building. Within the next few months the Imperial Company will open several tracts on which borings are now being made near Johnstown.

Birmingham Trade.

BIRMINGHAM, ALA., September 16.—(*Special Correspondence.*)—The extreme warm weather which has prevailed in the district the past few days has caused some slackage of orders for domestic coal from consumer. When consumer either fails or refuses to order, the yardman does same and in course of time this condition gets to the operator. This is the state of domestic market at present, and it is not as good as it was the earlier part of the month, when the weather was cooler, and some disappointment is expressed by coal producers.

The steam and bunker trade is in fair condition. It takes a large consumption to use all of the coal which can be produced in this district, and the demand for steam and bunker coal is not always up to the production; though with the companies which are using river transportation, and have contracts, the trade is in good shape and a nice tonnage going south.

Coking coal is having a fine business, as the consequence of the steady operations of furnaces using coke and the by-product coke ovens which use coking coal. The starting up of some old beehive ovens, which have not been in use for many months has produced a good steady demand for washed coal, and the larger companies of the district, especially furnace people have been producing large quantities of coking coal, for instance the Bessie Mines of the Sloss-Sheffield Steel & Iron Company, recently produced more than 2,000 tons of coal in one day, against 1,700 tons as a daily average.

The Edgewater and Bayview mines, as well as Docena of the Tennessee Coal, Iron & Railroad Company, are producing record outputs. The Sayreton mines of the Republic Iron & Steel Company, the Banner and other big mines of the Pratt Consolidated Coal Company, have been doing well also.

The Empire mines and the Sipsey mines of the Empire and DeBardeleben Coal Companies are losing but little time each week in getting out coal, while other companies with big mines are doing as well as might be expected at this time. It is only the smaller mines which are not experiencing the full force of the large war order for steel and iron, now being filled in the district.

September prices:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Red ash Cahaba lump.....	\$2.75	\$3.05
Red ash Cahaba lump.....	2.50	2.80
Red Ash steam size.....	1.20@1.35	Frt. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut	1.75	2.05
Washed steam.....	1.35@1.40	Frt. rate 30c
Mine run.....	1.35@1.40	Frt. rate 30c
Jefferson Seam Steam Coal—		
Mine run.....	1.15@1.25	Frt. rate 30c
Walker County Domestic—		
Carbon: Hill lump.....	1.70	2.00
Carbon Hill egg.....	1.60	2.00
Horse Creek mine run.....	1.00@1.20	Frt. rate 40c
Genuine Corona—		
Lump	1.85	2.25
Egg	1.75	2.15
Steam sizes.....	1.25@1.35	Frt. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump.....	2.75	3.00
Cahaba No. 2 lump.....	2.50	2.80
Montevallo domestic prices ranging from \$2.75 to \$3.00.		
Blacksmith coal, washed and screened, per ton, \$2 to \$2.25 at mines, with different rates to various points.		

New England Trade

BOSTON, MASS., September 16.—(*Special Correspondence*).—The New England tidewater bituminous trade have been very much interested in the fact that the Mexican Petroleum Company have during the past several weeks opened depots at both Providence and Portland, for distributing oil, which is being brought in vessels from their wells in Mexico. Advices from Portland, Me., state that as far as the coal trade there know, they have made but one important contract, this with the International Paper Company. According to rumors, this contract will displace the use of approximately 100,000 tons of bituminous coal each year. From Providence comes the information that they are making some deliveries of oil from their station, but up to the present time have taken no contracts. They have secured opportunities for making trials of their product in comparison with coal in certain instances, and the trade say it is too early to see whether this oil is to replace coal to any extent. So far none of the manufacturers have had sufficient experience with which to make a comparison. It is stated that one manufacturing plant in Providence has burned oil since April, taking a Texas product, and that they are not ready yet to state if it is a success as compared with coal. However, there are a number of manufacturing concerns in the Providence territory who are about ready to use oil. Heretofore the use of oil in New England territory for steam making purposes has been restricted owing to the fact that manufacturers would not go to the expense of changing their furnaces to burn oil when they were not guaranteed oil prices for more than a year. Now conditions have changed since the oil people are said to be making five and ten year contracts at stipulated prices.

The bituminous situation is not greatly changed this week. Receipts of coal from the southern ports to Boston is only fair, and spot inquiries are very limited. Contract movement is believed to be better in certain directions, though not up to the expectancy of the trade who have very great hopes of seeing business stimulated during the early part of September.

The heavy export movement has prevented supplies from accumulating at Baltimore and at Hampton Roads, and it is also relieving some of the pressure of Pennsylvania coals that come into this market ordinarily through Philadelphia.

The anthracite trade has been hampered considerably by unseasonable weather. Present stocks at New England ports are not heavy, while a few weeks of cool weather would mean a great deal towards the distribution of those stocks that have accumulated at interior points.

Retail selling is largely controlled by the weather, and dealers say that as soon as the present hot wave passes, they anticipate great activity in the anthracite trade. Individual operators are not so solicitous for orders as was formerly the case, and the prices that they are making to New England buyers, give an indication that they are trying to line up their prices with those of the companies. However, when one has quite a tonnage of coal on hand, and demurrage in approaching, discounts are freely made to remove tonnage.

S. D. Forbes, for a number of years past general sales agent of the New England Coal & Coke Company, has resigned to accept an important position with one of Boston's prominent wholesale houses. An announcement of his new connection is anticipated in the next few days. It is understood that Mr. Edward Page, one of the vice-presidents of the company, will look after the sales department temporarily.

Buffalo Trade.

BUFFALO, N. Y., September 16.—(*Special Correspondence*).—The shipment of anthracite by lake is not making much headway at present, being below the usual volume for this time of year. The total for the past week was 109,650 tons, as follows: Chicago, 43,300; Duluth-Superior, 40,350; Milwaukee, 17,200; Sheboygan, 5,800; Manitowoc, 3,000. The coal is going principally to the three largest ports and smaller ones are apparently being neglected till toward the end of the season.

The unusually warm September weather has put a damper on the demand from dealers and scarcely anything is now being done. During the recent cooler weather there was some stir

in the trade, but the past week has been very quiet. The interest among dealers seems likely to be postponed until there is another cool period.

The bituminous trade has also had a relapse during the past week or two and shows but little activity. The feeling is, however, better than some weeks ago and prices are on a somewhat firmer basis. The slack market is up quite a little from what it was a month or two ago and the supply available is not at all heavy. The average shipper has no big amount of slack on hand and is holding what he has for a fair price. The outlook for trade this month is considered improved, as industries are getting in a stronger situation. Steel plants in this territory still have plenty of orders and are running full time, or close to it.

Operators are finding that cars are getting less numerous, the chief trouble being to get small gondolas. The different roads are furnishing the mines with cars on a pro rata basis and at times there is much difficulty in getting the cars needed. Labor is growing scarce also at some of the mines and much trouble is likely to be experienced this winter, if the coal business gets active, for working forces will not be adequate. Mines which have lately increased their working time have found it hard to get what men were needed and this condition will probably be more marked from now on.

The coke market shows more firmness than a few weeks ago, although handlers of coke here have not lately marked up their asking prices. Foundry coke is especially firm. It is quoted here at \$4.25 for prompt delivery, with much stiffness apparent to prices on future deliveries.

Buffalo Trade Briefs.

E. H. Read, sales agent of the Delaware, Lackawanna & Western Coal Company, has returned from a vacation trip to Quebec.

J. S. Hamilton, northern sales agent of the Lehigh Valley Coal Sales Company, is spending most of the week in Detroit, looking after business.

Of the forty-eight candidates who will run for councilman at the first commission government election to be held here in November, one is a coal dealer—Alderman William G. Humphrey.

Arthur Kuppinger, sales manager of the Valley Smokeless Coal Company, Philadelphia, was a visitor here a few days ago. He said that the foundry coke market was showing considerable improvement.

A Buffalo coal shipper reports a visit from a leading New York financial agent in the interest of placing orders for a large quantity of war material, which he is in hope of finding a manufacturer for in this city.

The Buffalo & Susquehanna Railroad was bid in at public auction on September 13 by Morton G. Bogue of New York, who represented the bondholders. His bid was \$300,000. It is not definitely known what is to become of the road.

The contract for furnishing slack coal to the Buffalo State hospital for six months from October 1st, amounting to about 10,000 tons, has been awarded to the Frick Coal & Coke Company, of this city, at \$2.18. The same company had the contract for the previous period.

Two tunnels have just been completed on the Allegheny Valley division of the Pennsylvania Railroad and opened to freight traffic. They are located at Woodhill and Kennerdell and by their use nine miles of running distance is cut off. A third tunnel, located at East Brady, will be ready for use in about three months, according to officials.

The Lehigh Valley Railroad Company is advertising the sale of a car of fifty-five tons of bituminous coal at public auction on September 24. The coal has been held as unclaimed freight over a year. It was shipped by A. Judy of Lucinda, Pa., to the Morlock Collieries Company, reconsigned to the Western New York Fuel Company, and again reconsigned to the Buffalo Fertilizer Company.

Announcement is made here that the Egerton Coal Corporation has been organized at Abingdon, Va., with a paid capital of \$100,000. The company owns valuable coal lands which it is planned to lease to operating concerns.

Baltimore Trade.

BALTIMORE, MD., September 16.—(*Special Correspondence*).—During a week when the United States Government reported the lowest for general exports since the start of the European war, Baltimore took just the opposite turn as regards the sending out of fuel to foreign countries. For the six-day working period ending with September 11, there was exported from this port a total of 74,186 tons of cargo coal. For the first nine working days of the month the total to export coal from this port reached over 130,000 tons. While official figures are not yet obtainable for a few days of the time, it is confidently believed that the first half of September has seen a movement of considerably more than 150,000 tons, and the trade would not be at all surprised to see a new port record for a month set before September is rounded out.

Meanwhile the coal trade outside of export business is somewhat at a standstill. In the soft coal trade the demand is now pretty steady and about equal to production for the time being, while prices have now remained steady for the past two weeks. Labor troubles are becoming more apparent from a viewpoint of lack of available material, and this situation is sure to cut a considerable figure in price conditions for coal before long.

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.85@ .90	\$2.23@2.28
Run of mine	.75@ .80	2.18@2.23
Slack	.60@ .65	1.98@2.03
Somerset—		
Best	1.25@1.30	2.43@2.48
Good	1.10@1.15	2.28@2.33
W. M. R. R.—		
Freeport	.75@ .80	1.93@1.98
B. & O.—		
Freeport	.75@ .80	1.93@1.98
P. R. R.—		
Best South Fork	1.30@1.35	2.48@2.53
Miller Vein	1.10@1.15	2.78@2.83
Ordinary	.85@ .95	2.03@2.13

A lull has followed the hot wave into the anthracite business. Coal men for the most part report but few orders going on their books for household storage for the fall and winter. It seems to take cool weather to turn the thoughts of most of these late purchasers to coal needs. Most of the yards are endeavoring to maintain full stock of smaller sizes, as a heavy early demand in that line is expected. The kitchen range is generally started ahead of the larger heating apparatus in this section, thus developing an early call for nut and pea coals.

Speaking of scarcity of labor, occasioned partly by the great rush of Italians to the colors during the past few weeks; scarcity along other lines is becoming evident. Scarcity of cars was felt last week in both the Fairmont and Somerset districts under an improved tonnage movement that is now taking place. It is easy to see that with a genuine business revival this fall that cars will be as scarce as the proverbial hen's teeth, despite the large amount of new equipment that is now being constructed, especially for the coal carrying roads.

Vessel scarcity is a feature in this general scarcity cry. Despite the fact that a great tonnage was moved from Baltimore to foreign ports the past week, it would have been much larger had available bottoms been found for some of the business offered here.

Some Trade Events.

The trade is much interested in a renewal of the project to dredge the channel to the Curtis Bay coal piers to a depth of thirty-five feet. Several members of congress, who opposed the move before are understood to have been won over.

In his annual report to the governor of Maryland, State Mining Inspector William Walters, shows that the production for the fiscal year ending May 1, was 3,688,611 tons, a loss of 551,033 tons as compared with the previous fiscal year. This was credited as caused by shut downs in part or in whole as a result of dull times industrially.

A meeting of Fairmont operators here the past week took up the question of a reconstruction of the differential rates for coal shipments from Ohio, Kentucky and West Virginia to the northwest. West Virginia operators hold that a reconstruction of rates along the lines asked by the railroads would be ruinous to their interests, and a fight will probably be made before the Interstate Commerce Commission on the subject. The meeting, held here at the office of the Consolidation Coal Company, will be followed by another meeting this week at Fairmont, to consider action.

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Tests Showing the Flexibility of House Furnaces.

Along last spring—it was cold and raw, if you remember—I moved into a house in the suburbs of Chicago. It was my first experience with a house furnace for something like twenty years. In the meanwhile I had been writing a good deal about the theory and practice of combustion as applied to larger units, but I had overlooked the equally great possibilities in a household furnace.

Soon after moving in I decided to use my small plant as a sort of an experimental station. After seeing some of the possibilities, I decided to report to our readers from time to time the results of any experiments here carried on. This article is the first of such reports; others will come later, no doubt.

To begin with, the house is relatively small, having seven rooms and practically no attic. It is rather difficult to heat because it has sixty windows; the air has many points through which it can enter. This does not make the easiest heating problem. This is offset, in a small measure, by the fact that the surrounding territory is full of trees which break the force of the wind.

The heating system is one of the American Radiator hot water types. The fire pot is cylindrical, being about twenty inches across and nearly three feet from the fire grate to the water coils, which are at the top of the cylinder.

Begins Buying Coal Early.

The first thing I had to do was to buy some coal; the people who had moved out to make room for me left an empty bin. As I was too new to the game to do otherwise, I followed their lead and got in one ton of anthracite range for the furnace and for the hot water heater a ton of anthracite pea coal.

For the first two or three weeks we just about hobbled along. Although it was never really cold, we never much more than had moderate comfort in the lower part of the house; there was practically no radiation in the upper rooms. It seemed for a time that, perhaps, the fuel bed was not thick enough, as I had fired only to a level with the feed door. That meant I had maintained a fuel bed about eighteen inches thick.

The experiment was tried of increasing the thickness of the fuel bed to twenty-four inches or to fully six inches above the lower level of the feed door. This increased the heat in the lower part of the house, but the upstairs rooms were still raw and cold, especially at night. This seemed, at first, to indicate that anthracite was not a fuel for that furnace. I was just about ready to abandon it when I looked at the water indicator. This shows how new I was to such a plant. I found that part of the water had been boiled away; it was fifteen per cent, at least, below what it should have been. That is, with a hot water plant, the expansion due to the heat would not force the hot water to circulate any further than through the lower part of the house. At least, that was my theory and I proved it correct when the water supply was increased. Then the fuel bed was reduced to eighteen inches, as it had been in the first place, and I had all the heat anyone could desire in such weather.

An Accidental Discovery.

Then as the result of an accident, I made a discovery. A man working about the place was asked to shovel in some coal when he went downstairs. He did so, and inside of fifteen minutes or so the house was piping hot; it was necessary to open the windows in order to cool it down. The water could be heard boiling in the pipes. I went downstairs and found the furnace unnaturally hot.

It developed that the man had thrown in upon a bed of range coal two shovelfuls of the pea coal. It seems that this had slowed down the draft just enough to make each particle of air burn a particle of coal. Therefore we were getting much more heat from the same volume of fuel than we had been getting before.

I learned that, for cold days when an intense fire is needed, a mixture of range coal and pea

An Intimate Account of What Was Done With One Furnace Using Three Kinds of Coal in Four Sizes.

coal in that kind of a furnace would make a tremendously hot fire. Incidentally I was using "Cross Creek" anthracite of both sizes. I have not tried, as yet, any other kinds of anthracite, but may do so before the winter is over. I may try other sizes, too.

Beginning the Experiments.

Along about the middle of May I decided to try some experiments. The theory upon which I proceeded was this: In that kind of a fire pot it is not economical to put in more fuel than will just about reach the level of the feed door. That being done, there is still a good fifteen inches or more between the fuel bed and the lower ring of the water tubes. It is a good two feet from the fuel bed to the top ring of the water tubes. I figured that, to get the greatest efficiency, a fuel should have some flame. It need not have a long flame, but it should have some. That is, I wanted the coal to burn *above the fuel bed as well as on it.*

The first idea was to get smokeless coal. I did not care to try the mine run because that presents some draft difficulties which I did not want, just then, to work over, although I may later. What I wanted to do was to keep the same draft that I had and see what the result would be by handling various coals of similar size but of other grades. This suggested the use of Pocahontas or New River nut coal.

An inquiry, however, as to the price proved that there would not be any saving in using that size, as the retailer wanted about \$7.25 per ton for Pocahontas nut. I abandoned that size, as a consequence.

The next thing was to get a fuel that had some flame but at the same time would burn without creating any dense black smoke. That was quite a problem, seeing the small amount of draft available. I figured it out in this way:

Illinois bituminous coal contains thirty-six per cent volatile. Coke contains practically no volatile at all. Therefore a half and half mixture of coke and Illinois coal would give me about eighteen per cent volatile, which is about the same as Pocahontas nut. I decided therefore to use a half and half mixture of coke and Franklin county coal.

I got one ton of Christopher number two nut as being closely comparable in size to anthracite range and a ton of Solvay pea coke, that being comparable in size to the anthracite pea coal. That mixture would give me the same result, as I figured, as anthracite range and pea coal.

A Curious Blunder.

The first experience was quite interesting. I came home one evening to find a first-rate bed of live coal as the result of a day's firing of anthracite range. It made a splendid foundation for the experiment which I wanted to make. Upon this I shoveled about three shovelfuls of pea coke and on top of that I put a shovel and a half of Christopher number two nut coal. Then I opened the ash door, closed the feed door and, taking my youngster, went out for a walk.

I came back in twenty minutes only to find the servant terror-stricken, my wife out in the yard, the house full of smoke, and a neighbor or so about to go to war. It seems that very shortly after I had left the house there had been an explosion in the top part of the furnace. This I could not, at first, explain. When I looked at the furnace, the explanation was perfectly simple. I had opened the draft below, *but had not opened the damper.* Thus I had given the bed of anthracite the air that it needed and it began to burn furiously. But there was not enough air to burn

also the fresh bed of coke and bituminous coal. All it had been able to do was to stew off their gases. These had accumulated in spaces between the water pipes because there had been no outlet for them, the damper being closed. After a while a tongue of flame had shot up from the fuel bed and, of course, ignited the gases. The result was the small explosion noted. This blew the lid of the furnace and the check draft open. This, without doing any real damage, had frightened the women and had filled the house with smoke.

Then I saw not only my fundamental mistake, but how to correct it. To burn volatile matter it is necessary to have something with which to burn it. That requires an exposed bed of live fuel below it. I saw that I could not cover completely my live bed of coals and still burn the gases which stew off first or before the carbon catches fire.

In accordance with this revised theory, I changed the practice completely on the second attempt. This time I made sure that the damper was open. I opened the ash doors formerly and I *also opened the draft slide in the feed door.* That gave me not only air up through the fuel bed, *but over the top of it.*

That having been done, I fired the coke on the live coals and let it burn about fifteen minutes. When it was in a ruddy glow, I fired some bituminous coal.

I did not cover completely the bed of coals. Leaving the drafts as they were, I went away for about fifteen minutes and came back to fire the bituminous coal a second time. After another fifteen minutes I closed the ash pit door and the draft slide in the feed door. Then I left the fire alone. This was at about half-past six o'clock at night. A little after eleven when I was about ready to retire, I went down to see the fire and it was burning beautifully; there was still enough fuel to last, perhaps, two hours more. I threw on a few shovelfuls of bituminous coal, left the drafts open again for fifteen minutes and then banked it for the night with about two shovelfuls of ashes. The following morning a hot fuel bed was found at seven o'clock.

Today, when I want to use this combination of Franklin county number two nut and pea coke I fire it in about this way: Arising at half-past six I shake down the ashes and fire about three shovelfuls of coke. Leaving the ash door open, I take time for a shave and bath—about a half hour. Then I fire a full shovelful of bituminous coal. At this time I open the draft slide in the feed door. After breakfast I fire another shovelful of bituminous coal and leave the drafts as they are for about fifteen minutes. Such a fire, made in ordinary weather, is good until three or four o'clock in the afternoon. A little heavier firing would make it good until evening.

With an outside temperature ranging between forty and sixty, this kind of a fire will keep a house, such as described, at an even temperature of about seventy to seventy-eight degrees, from about half past seven in the morning until three or four o'clock in the afternoon.

An Interesting Experiment.

Along in the middle of the summer I had a very interesting experience with fuel. On the night of the third of August, if I remember correctly, there was, over the north portion of Chicago, a veritable cloudburst. All the storm water sewers were filled to overflowing and the streets were running full for hours. It was a common experience of the householders to find their yards under anywhere from three to six inches of water. This soon soaked through the basement walls. In addition, the sewers backed up, flooding the basements through the drain pipes. In my basement there was from two and one-half to three feet of water. This put out the fire in the hot water heater and flooded the coal room so that my five tons of coal was under water that was muddy and dirty.

At the same time the house was damp. Since

we had a young child, a fire was considered necessary in order to dry out the place. The problem was what kind of fuel to use.

To add to the difficulty, most of the kindling had been in the flood. Still a few sticks of reasonably dry kindling were available.

Just a week or so before that time, F. C. Atwill had sent me a 100-pound bag of Vulcan coke, asking that I try it. It was setting alongside the furnace, but like everything else was under water. I waited until the water had receded to about a half inch below the fire grate and, therefore, about four inches below the top of this bag of coke.

Having had an interesting experience with coke early in the year, I decided to give "Fen's" contribution a trial under most difficult conditions. I piled what dry kindling was available on a quantity of paper on the grate and then put the moist kindling on top. Then, with my hands, I dug out some of this coke from the water and threw it on top of the kindling. I fired about the equivalent of three shovelfuls and, with many misgivings, touched the match to the paper. I opened all of the drafts wide.

After about ten minutes I dug out some more of that wet coke and piled on about three more shovelfuls. I went back after ten minutes more and found that the water was boiling in the pipes.

Putting a New Fuel on the Commercial Map.

Something over a year ago Clifford D. Caldwell—a thin man who moves with the nervous energy of a tiger, who has a keen, bright eye and who talks with the dialect of the South—quit the Pittsburgh-Buffalo company in Pittsburgh, and moved to Chicago to do a bit of missionary work for the Solvay Coke people. His principal mission in life was to teach the people in the west how to burn coke and, thereby, to make them like it. His desire was that they should become permanent customers of the coke ovens which were daily turning out thousands of tons of this new fuel.

His was not particularly an easy job. In the first place, as the old proverb has it, it's not an easy task to teach an old dog a new trick. It is not an easy thing to get people weaned away from using one coal and to using something different. That is an elementary difficulty which is inherent in human nature.

There was this other: Coke had been tested lavishly throughout the west. If the facts must be told, the marketing method previously employed was crude and unintelligent. The people who manufactured coke had created a desire for it by saying that it was as smokeless and as clean as anthracite, burned as long, and would cost less. Having flashed that advertisement before buyers in every city in the west, the makers of this new fuel had left the consumers to struggle with it in their furnaces. The public had struggled and had failed. Some had bought and tried it, only to burn out the lining of their furnaces. Therefore, they had paid more to repair the furnace than they had saved on their fuel bills. Others had fired it too thinly and consequently the fuel bed had burned out quickly, leaving them with no fire at all, when they thought they should have a good fire for several hours to come.

In a very word, the fuel had proved a distinct disappointment, and the producers had spent good money for advertising only to buy ill will. There is recalled, in this connection, a meeting held in Chicago where the retailers told their experiences with this fuel. The statement was then made that of twenty-five who tried to burn coke, only one had ever become a permanent customer, or who had ever come back, voluntarily, and had asked to have coke shipped him the second time. That is to say, there was a jinx on coke all through the west. Whole cities had tried it for one season and then had abandoned in the next season. Great big blocks of consumers had yielded to the advertisement only to throw it out after trial. No few retail dealers had cut it off of the list of retail fuels, first, because it did not give satisfaction to the customers, and, second, because it was so light that it increased their carrying charge. They said: "What is the use of handling this coke and making a special effort to sell it when we are losing friends and money by doing so?"

So the problem confronting Mr. Caldwell was no small one. He was one man shut up in one office in a great big building in Chicago. Behind him were ovens turning out thousands of tons of coke a day. In front of him was a big market with a large percentage of people prejudiced against his product. His business was a good deal

In less than an hour the house was beginning to dry out. This coke was the egg size, which may account for the quick results obtained, as there was ample room for the circulation of air through the thick fuel bed.

Concerning Other Tests.

This is the first installment of what may prove an interesting series of articles on what may be done with an ordinary household furnace. There is no intention to say that what applied to this one furnace will prove true universally. In fact, it must be kept in mind that I have had a given condition of radiation, a given furnace, and have only experimented with three kinds of coal in five sizes. As indicated, I propose to use this furnace as a sort of experimental plant and other articles will be written as other experiments have been completed. At present the disposition is to believe that there is far more flexibility in a household furnace than a great many people believe.

Incidentally, if any retailer wants to ask any question I will try to answer them. If the data is not at hand, I will make the experiments.

Also, if any retailer has made similar experiments, I should be very glad to know about them, because that would broaden the discussion.

THE EDITOR.

like that of a missionary who goes among pig headed Chinese and tries to win them away from Confucianism.

Yet he assailed the obstacle systematically and concentrated his effort. He knew, in the first place, that one man could not hope to win the whole territory in any one year. Therefore, he would have to win one section at a time; after getting his idea to working automatically there in one place, he could go on to another. Since he



C. D. Caldwell.

was already in Chicago, he decided that the best place to try out his plan was in Chicago itself.

Having narrowed down his zone, he narrowed it still further. He saw that at the start he would have to convince the retail dealer. To this end he made a definite campaign. He first let it be known that he was proposing to work hand in hand with the retailer in convincing and educating the buyer. That is, he proposed to constitute himself a part of the retailer's service department. And he did it in this way:

He told the retailers that if they would send in the names of those who had bought coke the company would pay the retailer twenty-five cents a ton for every ton of coke bought by any customer so named. Also, the Solvay Company would send a skilled man to that customer to show him how to use coke to the very best advantage. This man would show the buyer how to make a fire; how to adjust the dampers to get a certain amount of heat in any kind of weather; how to bank the fire at night, and all about it. This proposal not only increased temporarily the profit on the coke to the retailer, but it gave his customers the idea that he had a service department which was looking after their interests.

At first Mr. Caldwell had on his staff just one man with a small automobile, who traveled about the city making demonstrations of how to use

coke. For the first few weeks this one man could do all the work. Then the list of names began to come in. One company alone on one day sent in as many as 150 names. Other companies on different days sent in as many as twenty-five to fifty names. Thus there grew to be a need for not one man, but many. In brief, before six months had elapsed, the staff of experts had been increased from one to fifteen. The second season is just opening and now the company has twenty-five demonstrators in Chicago alone and is about ready to take up a similar campaign in other districts.

The payment of twenty-five cents a ton to the retailers applied only during the first season. The company wanted it to be understood that this was not a cut in price, but it was an inducement to get the retailers to thinking about coke and to trying it out. Although no payment is now paid, the dealers are appreciating the value of the service and are sending in long lists of names almost every day. They know now that the service of an expert is worth far more than the amount of money they got back from the company for turning in the list of names.

And the result. Within six months the tonnage of coke handled in Chicago proper was more than doubled. The summer, which has just passed, saw an unprecedented sale of coke to the householders. The fall started in with a rush of orders. New customers are interested in the fuel almost every day and new persons are learning almost every day how to use it.

Considering the difficulties which confronted him at the outset the success of this campaign is truly marvelous. It only shows what can be done when any one starts seriously and intelligently to put a fuel of merit upon any market.

Indiana Production.

In 1914 the mines of Indiana yielded 16,641,132 tons of coal, having a value of \$18,290,928, according to a statement by C. E. Leshar just given out by the United States Geological Survey. This shows a slight decrease from the 1913 figures of 524,539 tons, or three per cent in quantity, and \$710,953 or 3.7 per cent in value. Out of nineteen coal-producing counties in Indiana six showed an increase in 1914, all the increases being small except that in Vigo county, which in 1914 had an output greater than in 1913 by more than 530,000 tons. On the other hand, the neighboring counties, Greene, Clay, Knox and Parke counties, each showed a decrease of over 100,000 tons. The average price per ton for the state was \$1.10 as compared with \$1.11 for 1913.

The production of machine-mined coal in 1914 amounted to 9,360,683 short tons, or 56.2 per cent of the total, as compared with 9,737,425 tons or fifty-seven per cent in 1913. There was, however, no decrease in the proportion of the product shot off the solid, the figures being 5,175,229 tons in 1913 against 4,968,065 tons in 1914, approximately thirty per cent in both years. The quantity of hand-mined coal decreased from eleven per cent to 10.6 per cent in 1914, and the number of mining machines in use increased from 732 in 1913 to 751 in 1914.

The Bureau of Mines reported forty-four fatal accidents in the mines of Indiana during 1914, a decrease of twenty-two from those reported in 1913. This brought the death rate per thousand from 2.97 in 1913 to 1.97 for 1914.

The Winifrede Coal Company has just reopened its Belmont mine after six weeks' shut-down owing to a strike. The strike was caused by the discharge by the company of five agitators who interfered with the working of the mine by General Manager Frank B. Stewart. The action of these men was so clearly in violation of the agreement with the miners that nothing could be done in the matter by the miners when Mr. Stewart applied the Pennsylvania plan in settlement of the trouble. He announced that the mine would be closed down until these men moved off the Winifrede property and that two days for one of delay in getting off would be added for a reminder. The recalcitrants moved off the property in three weeks after the strike was inaugurated and in three weeks afterward, Monday this week, the mines started in full operation with a full complement of miners.

All three plants of the Oliver Iron & Steel Company in the Connellsville region are now on full time. The Oliver interests have been working five days heretofore, but demand for additional coke by the furnaces of the company made it necessary to speed up.

The Regeneration of the Galesburg District.

Any man who has traveled the territory a little to the west of Chicago realizes that, up to a short time ago, it was the old story of too many small concerns trying to live off the coal business in a small community. Hence there was the resultant bitterness when one fellow started to crowd some other fellow out.

In describing this situation, one man who, incidentally, had lived on a farm, said it reminded him very much of ten pigs trying to feed at a trough which was only big enough for five and when there was only food enough for five. One would charge the line and break through it to the trough, only to push some other one out, of course. It would be complacently filling its stomach when the displaced pig would charge the line and push another one out. Thus all the pigs were never feeding at the same time, but there was a constant fight at the trough and a constant fight behind the trough for a place. Naturally, he said, the pigs were not in an amiable frame of mind toward each other. Also, what little each one ate, he used up in his fight to get more.

Perhaps the simile is a trifle forceful and does not state accurately all phases of the coal case. Yet, it is true that all through that district there was intense trade rivalry, most of the money taken in on trade went out to pay the cost of war. As a result of hard feelings, every fellow believed everything that was said of the other fellow. Men in the retail coal trade in that district came to believe that their business expressed moral degradation in its superlative degree.

The situation was not only disagreeable, but it was disastrous in a financial sense. The retailer did not fix his own prices, but let the consumer do it. And the consumer did so by merely making a misstatement about what the other fellow had proposed to charge. Since each retailer was in a mood to believe anything about his competitor, he readily believed the buyer, even though the latter said the competitor was accepting a price less the mine price plus the freight rate. The buyers lied gently in order to save a few pennies per ton on the price of their coal.

Thus the retailer gave away his service and his profit. He extended credit where the "buyer" had no right to credit. He proved, in the end, a very bad credit risk for the operator whose coal he was handling.

While this applies broadly to a big district in the west, and while in a sense it is true generally of the retail situation the nation over, it was particularly true in a small district of which Galesburg, Ill., was the center. Then came one little incident and one man that has changed the whole complexion of things. If you will read over again what has just been said and then will imagine the exact reverse of that situation, you will know precisely what is the situation in and around Galesburg today. The man who primarily is responsible for this change is Charles V. Tapper, sales manager of the Brereton Coal Company of Galesburg.

After finding what this remarkable young man has done, statement of his achievement was made, as a hypothetical question, to a number of coal men in and around Chicago. With one accord, they said:

"It is improbable and impossible. It never did happen and it never can happen. No such thing is possible in the coal trade. In the first place, if an operator tried to do that sort of thing, the retailers would not stand for it. And, if the retailers did stand for it, some other operator would come in and kick over the whole arrangement by sowing seeds of discord. There is no possibility of such a reform in the coal trade, because human nature there is too rampant to make any such thing possible."

Nevertheless it has happened and this is the story of it:

Charles V. Tapper is a man about thirty years of age—one of those fellows who is full of vim, moves about quickly, has a great deal of physical and moral courage and is the kind of a dreamer who believes that a dream is worth nothing unless it can be made a reality. He saw the situation in Galesburg and came to the conclusion that the only reason it continued to exist was that no one man understood the situation as a whole, but rather that each man only understood one part of it only. Judging from that one part, he got a misconception of the whole. He then said to himself:

"The point in Galesburg is that the retail coal men are all of one clan, but do not know it. They have got at least a tentative organization, but they

never use it. The buyer has sensed this fact and plays one against the other. It is the old case of David throwing the stone in among the Philistines and of starting them to fighting each other. The consumers sit on the side lines and charge the retailers of price cutting and they in turn start real price cutting. The retailers are destroying themselves at the suggestion of the consumers and do not know why they are doing it."

Having come to that conclusion, Mr. Tapper started out to get the Galesburg dealers to understand the situation. First, his point of view was that unless the retailer could be straightened out, there never would be a good market there for his coal; he never could hope to get a fair mine price. That was not disinterested, but it was fair from a commercial point of view.

So he started to talking to the retailers about the two ways of making money. One, as he said, was to make a little on each ton and sell a great number of tons. The difficulty there was that in order to sell the great number of tons, each retailer would have to crowd some other dealer out of the market. That was inviting a fight. The other way was for each retailer to make the same amount of money off a smaller tonnage by getting a larger margin per ton. The only obstacle in the way of that program was to get each retailer to consent that while he was making money the other retailers also should make money. In other words, his problem was to convince the retailer not to act as a dog in the manger.

Naturally it took months to bridge this obstacle and to get the retailers to see the possibility of another line of action. Nevertheless he kept preaching it and finally got all of the retailers into such a mood that they would consent to attend a dinner which he gave. When he got them all together, he was privileged, as a host, to say what he pleased. Then he told the whole story in all of its ramifications and they all saw the point. Among other things, Mr. Tapper is a good talker.

It was not long after that until the retailers of Galesburg saw the advantage of such meetings and they began holding dinners at stated intervals. Each man paid his own shot and they got acquainted and talked things over. At those meetings the principal topic of discussion was: "How

is the buyer trying to put one over on us?" They succeeded in developing quite a number of ingenious ways and devices by which the buyer was throwing stones in among the Philistines.

After a while the situation at Galesburg changed completely. The old dissensions were gone and the retailers were so friendly with each other that even in business hours they would call on the telephone to check up on a statement made by a prospective buyer of coal.

In detail, they formed an organization to collect credit information. They got behind a new city ordinance which compelled the giving of full weight of 2,000 pounds per ton. They aroused the public on the question of mixture of coals and the substitution of a low grade for a high grade coal. They educated public sentiment to the point where, if a man sold anything, he was compelled to deliver it. These things automatically cut out the snowbirds and made it clear to any man where he sold coal below cost he was only inviting bankruptcy.

From that time the development was easy and rapid. Pretty soon in Galesburg there was another meeting. This was not attended only by the retailers of Galesburg, but by those from all the surrounding counties who had come over to find out what had made the change. They had a dinner one night at which thirty-three retailers were present, representing not only all those in Galesburg, but all of those in Monmouth, Abingdon, Knoxville, and in De Long. This time there was not only present the father of the movement—Mr. Tapper—but they also invited in I. L. Runyan, secretary of the Illinois-Wisconsin Association. He also had a few words to say on the general theory on which the Galesburg dealers were operating.

Today, as a result, there is a zone in that part of Illinois where innocent cooperation exists among the retailers. There are local associations at Monmouth, Abingdon, Knoxville and De Long, and they are all working in harmony with the organization at Galesburg.

This is the story of how the Galesburg district got regeneration. Incidentally, it is the story of how other districts can get the same results. The only thing that is needed in the other districts is some man with energy, courage and a few ideals such as has Charles V. Tapper and who has the patience to work until an ideal is realized.

Paying Commissions on Canceled Orders.

The following letter, received from an Indianapolis, Ind., reader raises an interesting point regarding the payment of salesmen. Of course, the law is the same whether it be a salesman on the road or a retail salesman who goes among customers to get orders or a clerk behind the counter who gets a commission on what he sells:

"We are having an argument with one of our salesmen which may require us to change our whole method of doing business, but before going to such length we feel like submitting the question to you. We employ several outside men, who are paid by receiving a share of the profits on their orders. There has been more or less friction between us over whether anything was due them on orders which were canceled, but the matter has never reached a head until the present time.

"One of the salesmen now demands to receive regular commission on all orders he sends in which we accept, whether they are afterward canceled or not. He states that he has been told by a lawyer that he can collect those from us.

"You can see that it would not be good business for us to pay a salesman for obtaining orders which we do not fill, and we could not afford to do that and would not. We are desirous of avoiding all controversy with our salesmen, however, and hope you can throw some light on the matter."

This is another complication arising from the loose and indiscriminate habit of cancelling orders which obtains more or less all over the United States. I can tell this correspondent how he can solve his difficulty with his salesman, but he will probably not adopt it, because he will not consider it good business to do so. All he needs to do is to refuse to accept cancellations of orders. If he will do that, and will stand by it, all the orders his salesmen get which are accepted will be filled and the salesmen will, of course, get their pay.

But he will probably not do that, so let us see what his status is under the present method.

As I have explained, all courts would probably read into every ordinary contract of purchase today the custom allowing cancellation at will. That is, if a seller who had previously allowed indiscriminate cancellation suddenly refused to accept cancellation of a given order without warning, the court would say:

"Mr. Seller, you can't do that. All your previous relations with your buyer allowed cancellations, and you must therefore change those relations by notice that henceforth you will not allow cancellation. Until you do that you cannot strictly hold him to his orders."

Moreover, the courts would also hold a salesman charged with notice of this custom. A salesman who does business right in the midst of the canceling custom, who sees his own customers canceling orders time after time and getting away with it, of course knows that any order he gets may not be filled. My judgment is that he could not collect commissions on canceled orders, for his employer is entitled to expect—unless the salesman tells him different—that he is going along with the canceling custom like everybody else, and that he will for himself treat as actual orders only such as the buyer stands by.

Therefore, where employer, salesman and buyer have been going along under the prevailing custom, the employer could not hold his customer to an order without first warning him, nor could the salesman hold his employer for commissions on canceled orders without first warning him.

Particularly is this the case with a salesman who has never heretofore claimed commissions on canceled orders, or who if he has claimed them has not enforced his claim.

But if a salesman warned his employer that hereafter he would not be a party to any canceling of orders, that the orders he obtained were obtained in good faith, that the employer could enforce them if he would, and that if he chose not to do so, the salesman would still

expect commissions, then I believe the salesman could collect every cent. The employer could no longer plead custom of the trade, for the salesman had notified him that he would no longer be bound by custom of the trade.

The only thing for an employer to do in such a case would be one of three: 1. Take the same attitude with his customers and refuse cancellations. 2. Pay commissions whether or-

ders are filled or not. 3. Discharge the salesman.

I think I should say that if there were no custom of the trade to change it, a salesman's commissions would be due and payable the minute he had obtained an order and his employer had accepted it. He would not even need to wait until it was filled.

(Copyright, July, 1915, by Elton J. Buckley.)

How Retailers Should Advertise Their Coal.

A dealer in northern Illinois, who requests that we do not publish his name, writes:

"I have just read your criticism of George H. Rudy & Company's advertisement, and am exceedingly interested in this article. I would appreciate an expression of your opinion of my own advertisement, recently used in our own local newspaper."

A copy of the advertisement is reproduced herewith. Originally it measured 4¼x4 inches.

One of the first things to consider about any advertisement is what advertising men call "the layout"—the type arrangement. The type arrangement in this "ad" balances, yet it is a little too crowded—not sufficient white space around the text matter to set it off. I would suggest that where so much type matter is used, the advertiser use a little larger space so that the reading matter will have a wider margin of white space. However, the value of this layout is "fair."

The next point to consider is what an advertising man calls "the catch line"—the line designed to catch the eye of the reader and to cause his interest. "Guaranteed Coke" is a good one. "Guaranteed" anything always has a tendency to

Does this advertisement interest the reader? Is the reading matter interesting? There is a point—I am cranky, perhaps—I do not like. That is the mention of the other fellow and the comparison of your product with his. There is an old saying, "Every knock is a boost." Whether or not that is true, advertising men and advertisers prefer to avoid any mention of the other fellow; also any comparison with his product or goods.

The human being in comparing himself or any of his goods usually makes the comparison with a standard. Where a comparison is invited, the reader has a tendency to accept the other fellow's product as the standard. You are advertising yourself and your products—not the other man nor his goods.

I believe that telling of the uses of coke, and wherein its use would prove a more satisfactory and economical fuel for the reader to burn, would prove just as interesting, and would certainly be more in line with what you are trying to make your advertising do—to increase your sales and not to decrease those of your competitors.

But there is a point I do like, and that is the guarantee. The reader can not get by it. It meets him half way, and leaves the rest of the journey for him to make. It proves to the reader that unless this dealer's product did come up to all the claims made for it, he could not afford to make such a proposition as removing the coke without cost and refunding the consumer's money. It is a most convincing argument, and I would estimate its worth as "excellent."

"Attractive Season Contract on This Basis. Ask to Have Our Representative Call. Both phones 43." What more is necessary? We have attracted the attention of the reader, interested him, and have convinced him of the worth of our product, and right here, this attractive contract basis proposition makes us investigate and want to look into it. And, here is an easy way to do it, "Ask to have our representative call. Both phones 43." It creates a desire on the part of the reader to act, and prompts his doing so at the moment. I would estimate the value of these closing, these action-causing sentences, as "excellent," and the entire advertisement as "good."

My general criticism would be that the advertisement was not explicit enough. It takes too much for granted and that the reader is familiar with the uses of coke and its qualities. Now the reader reads a paper to inform himself, and reads the advertisements for the same purpose. He wants to inform himself regarding new and more profitable methods and ways to a more economical buying. So the advertisement that says something, tells something and helps the reader to a more satisfactory supplying of his needs, is the advertisement that produces the greatest returns.

THE AD CRITIC.

An Effective Collection System.

"Failure has been laid to poor collections." "Inability to collect its outstanding accounts has forced the company into bankruptcy." These are the stock expressions which explain most bankruptcies in the retail coal business.

It is a fact that outstanding and past due accounts have caused more failures and greater losses in the retail coal business than any other thing or things. It would seem that every coal dealer should by this time have worked out a plan to save his financial bacon. Whether he is or not, he should be interested in any system, method or scheme by which he could avoid and prevent such losses.

One such system has just come to notice. It is simple, consisting of a file of envelopes indexed in alphabetical order. The cabinet contains 100, 200 or 500 envelopes, according to the number of outstanding accounts the dealer has upon his books. These envelopes are filed in alphabetical order.

When the consumer's account is sixty or ninety days old, the envelope is filled out and filed in the cabinet. With the filling in of the envelope, a bill is made out for the consumer, and a sticker is

of us." The clasp is then again moved forward. Unless the consumer remits in the meantime, a fourth notice is sent him insisting on immediate payment, and advising that unless same is made the account will be placed in a well-known creditors' association, and the clasp moved forward.

No remittance from said consumer, the fifth and final notice is sent, which is a notice from a credit association stating that the account has been placed in their hands, and unless immediate remittance is made to the dealer, who is a member of the association, this association will commence action.

If the dealers do not wish to use these forms of notices, there are a series of twelve letters

I. C. A. Collection System
Form Approved by the American Association of Coal Dealers

Name of Debtor.....
Town..... State.....
Street.....
Amount Due \$..... Ledger..... Page..... Date of Acc't.....
Wrote Debtor..... Made Draft.....
Sent for Collection to..... Date Sent.....
Remarks.....
1st Notice sent..... 2nd..... 3rd..... 4th..... 5th.....
5th notice to be sent in plain envelope.....

Envelope Which Assists Collector.

arranged in booklet form and contained in the cabinet, which he might use with equally as good results.

The Sayers System, which is here described, is a persistent follow-up an old account until settlement has been made.

One of the features of this system is a blank form, which is filled out by every applicant for credit. It requires the filling in of the applicant's name, address, business, occupation, whether or not he owns real estate, and if so, its value; the name of firms he has recently dealt with and the names of references. The filling in of this blank is supposed to have a good moral effect on the applicant, as he is led to believe that where a company employs such careful methods in extending credit, certainly such a company must employ an effective collection system, and hence that any attempt to get out of paying for coal will prove useless and costly.

Coal in Canada.

The preliminary report of Mr. John McLeish, Chief of the Division of Mineral Resources and Statistics of Canada, of the Canadian mineral production for 1914 shows the total production of coal as 13,594,984 tons, valued at \$33,433,108, as against 15,012,178 tons, valued at \$37,334,940 in 1913, being a decrease of nine and four-tenths per cent in quantity and ten and four-tenths per cent in value. The production in Nova Scotia was 7,338,790 tons, a decrease of 641,283 tons. The Alberta production was 3,667,816 tons, a decrease of 346,939 tons; and British Columbia produced 2,238,339 tons, the decrease being 476,081 tons. Saskatchewan, with a production of 232,541 tons, shows an increase of 19,644 tons; and New Brunswick reports a production of 104,055 tons, an increase of 33,744 tons. The production of the Yukon was 13,443 tons, a decrease of 6,279 tons. The exports of coal in 1914 were 1,423,126 tons, valued at \$3,880,175, as compared with exports of 1,562,020 tons, valued at \$3,961,351 in 1913, a decrease of eight and eighty-nine hundredths per cent. Imports of coal during 1914 were 14,721,057 tons, valued at \$39,801,498, as compared with a total of 18,201,953 tons, valued at \$47,949,119 in 1913. The apparent consumption of coal during the year was 26,809,778 tons, as against a consumption of 31,582,545 tons in 1913. Of the consumption in 1914 about forty-five and four-tenths per cent was from Canadian mines, and fifty-four and six-tenths per cent imported. The total output of oven coke during the year was 1,015,253 tons, made from 1,533,365 tons of coal, of which 1,030,053 tons were mined in Canada and 503,312 tons imported. In 1913 the total output was 1,517,133 tons. At the end of the year there were 797 coke ovens in operation and 2,297 idle. The total production of pig iron in Canadian blast furnaces in 1914 was 783,164 tons, valued at approximately \$10,002,856, as compared with 1,128,967 tons, valued at \$16,540,012 in 1913. The output shows a falling off of thirty and six-tenths per cent, and is the smallest since 1909.

Three Railways Increase Coal Rates to Tide.

The three railroads having coal piers at Hampton Roads have given notice to shippers that effective January 1, 1916, rates on coal intended for bunker purposes, will take the local rate of \$1.50 per net ton, as against the rate of \$1.50 per gross ton that applies on coal destined "beyond the capes." This will mean, according to the men interested in bunkering at Hampton Roads, an increase of twenty-eight cents per ton on bunker coals. At the present time, bunker coal loaded on vessels coming to Hampton Roads for coal or other cargoes, takes the \$1.40 per long ton rate.

Coal men are wondering what the effect of the new rate will be. Most bunker contracts, especially as apply to tramp or cargo steamers, that make up the principal users of bunker coals at the Roads, are made from January 1st to December 31st.

At present, Hampton Roads has a distinct advantage over the other Atlantic coal ports in the matter of bunkers. The Pocahontas and New River coals are conceded to be the best for bunker purposes, commanding in competitive markets a differential of fifteen to twenty-five cents per ton. Moreover, coal is loaded direct from piers into the bunkers of steamers at the Hampton Roads piers, whereas in Baltimore, Philadelphia and New York, in most instances, they have to be lightered alongside steamers that may be many miles away from the piers where the coal is received. This has meant that steamers that would load cargoes, say in New York or Philadelphia, and if going to South America, or to the Pacific, would take only enough bunkers at their cargo loading ports, to take them to Hampton Roads, where they would lay in enough bunkers to complete their voyage. An advance of twenty-eight cents a ton will doubtless make many of them take all their bunker coal at the farther east ports where they take cargoes, and coal men interested in bunkering in New York, Philadelphia and Baltimore, are expected to increase their business at the expense of the Hampton Roads bunker interest.

This, they argue, will be the result unless the Baltimore & Ohio, Pennsylvania and Western Maryland roads increase their rates on bunker coals to Baltimore, Philadelphia and New York.

THE BLACK DIAMOND asked some of the coal traffic officials of the roads named if such advances were being considered. H. M. Matthews, coal traffic manager of the Baltimore & Ohio, the first to reply, wired:

"Yours date concerning bunker coal. No change under consideration present time."

The bunker trade at Hampton Roads ports is now running around 1,500,000 tons per year, and is rapidly increasing. In 1913, it amounted to 1,194,163 tons, of which 221,932 tons were supplied to coastwise vessels and 972,230 tons to vessels engaged in foreign trade.

A copy of the notice being sent out by the railroads, giving their reasons for the advance, is as follows:

"Please be informed that, effective January 1, 1916, as regards coal other than that for the United States Government, and effective July 1, 1916, as regards coal for the United States Government, we will make the following changes, and for reasons hereinafter shown, in rates and charges affecting coal delivered at Norfolk:

"The rate of \$1.40 per ton of 2,240 pounds will apply *only* on coal that is trans-shipped to vessels for *delivery* to points outside the capes of Virginia or for *delivery* to points on the Albemarle, Pamlico and Currituck Sounds and tributaries thereto.

"On all other coal the rate will be \$1.50 per ton of 2,000 pounds.

"This change is made to conform with the ruling of the Interstate Commerce Commission that 'coal placed on a vessel for use as fuel on that vessel cannot be regarded as a coastwise or export movement of that commodity.' (Basin Supply Co. vs. T. & F. S. Ry. Co., 33, I. C. C., 157.)

The Commission in this case says further that "an export or coastwise movement of a commodity from a port implies delivery at some other port. The ownership of the coal passed to the ship's owners when it was loaded into the bunkers and it thereupon ceased to be an article of commerce, as would a piece of machinery installed on the vessel as part of its equipment."

The Commission points out in this case the fact that

"The Supreme Court of the United States has

held that lubricating oil placed on board for use and consumed in use on a vessel bound for a foreign port is not exported. (Swan & Finch Co. vs. N. S. 190, U. S., 143) the court said, at page 114: Whatever primary meaning may be indicated by its derivation, the word 'export' as used in the constitution and laws of the United States, generally means the transportation of goods from this to a foreign country."

More recently the Commission has reported a similar finding (Coal and Coke rates in the Southeast, 35 I. C. C., 187). Here, in dealing with the rates of the rail lines on coal to New Orleans, a situation where the rail lines wanted to establish a less rate on bunker coal than on coal used on land, the Commission says:

"It may be that the rail lines cannot haul any considerable quantity of bunker coal to New Orleans at a rate higher than \$1.25 for they now haul at that rate less than one-fourth of the bunker coal. It may be that they can retain the land business at a rate higher than \$1.25 for at that rate they have taken practically all of the land business away from the water lines. They must, however, choose that rate on coal to New Orleans which they deem to be to their best interests. They must not make rates dependent upon the use to which the commodity is to be put. (In the matter of Restricted Rates, 20 I. C. C., 426; Interstate Commerce Commission vs. B. & O. R. R., 225 U. S., 326.) There is no more justification for a lower rate on coal used for fuel in the boats than there would be on coal for use on the railroads. The rate to New Orleans on coal moving beyond in transportation may, of course, be less than that on coal having destination at New Orleans. But having named a rate to New Orleans the carrier may not concern itself as to the use that is made of the coal."

"Concurrently with this change in rate on bunker coal the port charges of \$30 for foreign vessels and \$11 for coastwise vessels will be cancelled. (Note: This charge has always been borne by supplier of coal.)

"The charges for docking and undocking vessels taking coal for the United States Government will be as follows:

"For docking: Same charge for undocking.

"Cargo or cargo and bunker:

Vessels under steam.....1 cent per ton net register
Vessels without steam.....1½ cents per ton net register

"The charges for docking and undocking bunker vessels are, the arbitrary charge of \$20 for vessels with steam and the usual additional charge for vessels without steam. These have been the charges at Hampton Roads piers for many years and were adopted at a time when the average vessel was materially smaller than at present. Handling the large vessels of the present day for these charges works a hardship upon the company performing the docking services and is a discrimination against the smaller vessels. To meet this situation the charges for docking and undocking vessels taking only bunker coal will be based upon the vessel's net register as follows:

Vessels under steam.....1 cent per ton net register
Vessels without steam.....1½ cents per ton net register

"These charges cover the handling both in and out.

"It is our understanding that vessel fuel contracts (other than United States Government) are made from January first of each year and that all United States Government coal contracts are made from July first of each year. This explains the two dates of January 1, 1916, and July 1, 1916."

R. H. Large, general coal freight agent of the Pennsylvania Railroad, advises THE BLACK DIAMOND that the railroad does not contemplate a change in rates on bituminous coal to Baltimore or Philadelphia, either for local delivery or for transshipment. This is in reply to a query whether they would make changes in rates on bunker coal in keeping with advances made by roads running into Hampton Roads.

Walter W. Greene, one of New York's best known anthracite salesmen, died on Sunday last. His first connection was with the firm of Leonard-Youngman. For many years he was with Ward & Olyphant, who handled the Delaware and Hudson Company's coal, and when they gave up this agency some five years ago he joined the forces of Pattison and Bowns. His ill health for the past two years had incapacitated him for active work.

Association News.

Secretary B. F. Nigh of the Michigan-Ohio-Indiana Coal Association reports that matters are moving along nicely, and that prospects are very encouraging. He further states that the Association has secured thirty-seven new members in the past sixty days, and has collected over \$800 in railroad claims for its members. Mr. Nigh's opinion is that conditions are much better than at this time a year ago.

A September twenty-second report from I. L. Runyan, secretary of the Illinois & Wisconsin Retail Coal Dealers' Association, states:

"While a more hopeful feeling prevails, there has been no great activity among the retailers. The wet weather has been a handicap in making deliveries to the consumer, and this, of course, has withheld orders from retailers to replenish their stock. Complaints of slow collections also continue.

"Our association is making progress, and continues to have gratifying success in the collection of claims for its members. Notwithstanding the adverse conditions which have prevailed in the trade for so long, the belief in association endeavor is apparently gaining ground as indicated by the following list of firms who have enlisted in the cause for trade betterment as new members of this association since June first:

Kiplinger & Son, Freeport, Ill.
Empire Coal Company, Superior, Wis.
T. J. McConnell, Superior, Wis.
F. R. Carter, Peoria, Ill.
Rogers-Ruger Lumber Company, Superior, Wis.
C. E. King & Son, White Hall, Ill.
Diftenbaugh Coal & Ice Company, Monmouth, Ill.
Johnson Fuel Company, Galesburg, Ill.
W. H. Russell, Gillespie, Ill.
Onie-Caudry, Gillespie, Ill.
Fred Scherer, Ottawa, Ill.
Ottawa Lumber & Coal Company, Ottawa, Ill.
Johnston Fuel & Warehouse Company, Baraboo, Wis.
Ballentine Coal & Ice Company, Toulon, Ill.
J. M. Dempsey, Galesburg, Ill.
The Lord Fuel Company, Monmouth, Ill.
B. A. Allaman, Monmouth, Ill.
Zack Twyman, Monmouth, Ill.
W. E. West, Yates City, Ill.
W. E. Emery, Galva, Ill.
W. J. Dambold, Bloomington, Ill.
Siems Brothers, Dallas City, Ill.
Rosenstiel & Co., Freeport, Ill.
Lightner Coal & Supply Company, Monmouth, Ill.
O. A. Winter & Son, Superior, Wis.
C. U. Bower, Covel, Ill.
Monmouth Lumber Company, Monmouth, Ill.
M. M. Clark, Havana, Ill.
William Ringle & Co., Cambridge, Ill.
W. E. Lyon & Co., Carthage, Ill.
H. E. Zeman, Wyeville, Wis.
Matteson Lumber & Coal Company, Matteson, Ill.
William Donley, Superior, Wis.
D. Hemstock, Sparta, Wis.
Brink Fuel Company, Prairie Du Chien, Wis."

Announcement has been made that the T. L. Smith Company of Milwaukee has purchased the exclusive manufacturing and selling rights of the Albrecht excavator and loader and are in position to make prompt shipments of these machines. The Albrecht excavator and loader is an excavating and loading device half-way between a hand shovel and a steam shovel and will do the work of both. A 12 H. P. motor provides ample power to load twenty cubic yards of coal per hour and will handle the coal one hundred feet away from the machine at the rate of about one trip per minute. Two men are required to operate the device, one man required to handle the scraper and the other to operate the machine. This excavator and loader can be used for excavating for big foundations, basements and drainage ditches for back filling and loading coal, sand, gravel and similar materials.

"Service" is the title of an attractive and neat little booklet recently issued by the Cairo City Coal Company and dedicated to its many customers. This gives a history of the company and its purpose, and also contains a few pages of humor.

The Reading's First Aid Field Day.

POTTSVILLE, September 22.—(Special Correspondence.)—The eleventh annual "First Aid" field day of the Philadelphia & Reading Coal & Iron Company was held at Lakeside Park, between Tamaqua and Mahony City on Saturday afternoon last. Over 1,400 persons participated in the outing. Every turn on the program—and it was long and intricate—was carried out with precision and with the excellent dispatch that could be likened only to the performance of a circus where every pair of hands knows just what to do and when to do it.

The men who have taken up this first aid work ran well into the hundreds so far as those who actually participated were concerned. Clumsy fingered miners they were—probably it would be more to the truth to say "miners with clumsy looking hands"—and they wrapped thousands of yards of gauze bandages with a dexterity equalled only by the ambulance attendants and corps under actual fire abroad.

Every man was drilled to a nicety. There was no fumbling of the bandage rolls, no stage fright on the surface though these men were from the underground; every twist of the cotton in their hands was exactitude in itself. The declaration that is so often seen that the first aid bandage put on by the first aid workers are so perfect that hospital doctors find no necessity to remove them before the occasion requires, was more than proved.

Now it may be, and it has been told the writer, that first aid field days have become so common that there is little or no "news" in them. News is a peculiar thing. Far be it from taking up space to argue the fundamentals. Yet, though this is extraneous, a highly important question is to be injected into the "safety first" problem of the mining industry in this state with the coming of the new year. Just what effect the question will have is a mighty serious problem and therefore is "news."

"How is the workmen's compensation law going to affect the excellent results that have been obtained through interesting the miners in the first aid work?"

There you have it.

That question was asked, not once but a half dozen times, of men who are prominent in the technical and operative end of the industry. Not one would venture an opinion for personal quotation. The general answer was that time had worked out questions of that kind before and new phases to the industry created new conditions that were always met satisfactorily.

One head of the operating department of anthracite mines went a bit farther:

"I can't see where the operation of the work-

man's compensation law will in any wise affect the conduct of our first aid work. It is true that this end of our service is costly and that we spend a great deal of time and energy in preparing for emergencies. Our first thought is always toward our men. If we had a valuable piece of machinery that was liable to be seriously injured because there was no way to fix it when it was in some wise slightly damaged, we would be held to be short sighted and poor in business judgment. How more important still is our effort to keep our men in shape and take care of them when the hazards of their occupation overtake them?

"I can honestly say that no matter what onerous requirements are placed upon us by the workman's compensation law, our first aid will be kept up to the status that has been maintained in the past."

Another expression of opinion was this:

"From a purely humanitarian viewpoint, the first aid work in the mines must proceed; it never can recede. The way that I look upon the compensation law is that it is collective, for the good, the bad and the indifferent. With first aid work, it is different. Individualism enters strongly and largely into the scheme of assistance. It is for the individual and by the individual. The higher that the miners raise their first aid work, the better it is as a protection for each and every man. Too many angles of uplift are connected with first aid work to have it stopped in any way."

And if any reader doubts that considerable amount of native ability and knowledge of anatomy is not required and must be studied to become an adept in first aid work let him glance over this list of demonstrations that were required at the Reading field day:

1. Rescue from electrical contact. Resuscitate, demonstrate Sylvester and Shafer methods (Time allowance, six minutes).

2. Dress burns of head, face, chest, arm and hand. Two gauze and ten two and one-half inch bandages and ten squares of gauze (time allowance, fifteen minutes).

3. Apply spiral reverse bandage to foot, leg, thigh and spine hip. Ten two and one-half inch bandages (time allowance, twenty minutes).

4. Dress fracture of ribs, collar bone and arm. one three-inch and four two and one-half-inch bandages (time allowance, six minutes).

5. Dress fracture of right lower jaw and laceration of left ear. Two two-inch gauze bandages (time allowance, six minutes).

6. Dress laceration of buttocks and fracture of spine. Nine four-inch bandages and splints and blankets (time allowance, fifteen minutes).

7. Dress dislocation of knee and compound fracture of leg, upper third. Six two and one-half-inch bandages, four gauze squares and tourniquet splints (time allowance, ten minutes).

8. Dress fracture of skull and injury to eye. Two, two and one-half-inch gauze bandages, two gauze squares (time allowance, six minutes).

9. Dress crush of foot and laceration of knee. Three two and one-half-inch bandages, two gauze squares, splints (time allowance, ten minutes).

10. Patient found in his house unconscious from inhalation of illuminating gas, demonstrate the use of pulmotor, oxygen tank and inhalator (time allowance, ten minutes).

Now the first aid corps does not pick out which particular demonstration in which it is proficient. It may be allotted any one of the ten. Conse-

quently the team members must be "up" on all of the work.

The judges, Drs. J. B. Rogers, T. C. Fegley and G. F. Bretz, made close examination of all the work and it was as critical as though they were professors examining medical students.

When the various corps had been graded according to the work done, there came the final demonstration in litter work that for military precision and curtailment of lost effort was a marvel. In this part of the work, an ambulance of the company, with mule motive power that tickled the eye of any lover of good mule-flesh, gave a realistic touch to the performance.

The corps from Brookside mine were awarded the blue ribbon and pennant for their excellent work. Pine Knot was second and Wadesville, third, and the other mine corps that were in the "ton ten" were North Franklin, Suffolk Inside, Alaska, West Shenandoah, Mahony City Inside, Draper Outside and Bast City.

Dr. George Halberstadt, who is affectionately known as the "Daddy of the First Aid Work" in the territory covered by the Reading mines,



E. T. Stotesbery.



Robert J. Montgomery, Sales Agent of the Reading and Governor Curtis of Maine

was master of ceremonies and it was through his competent handling that there was not a hitch in the whole of the program.

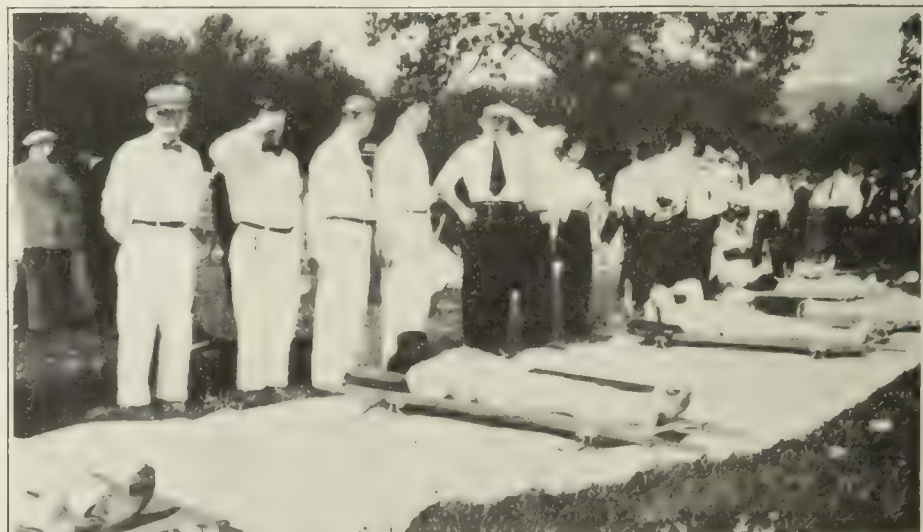
E. T. Stotesbery, president of the Reading Company, graced the occasion and accompanying him was Mrs. Stotesbery. When the award was made to the Brookside Corps, she pinned the ribbons on the "boys."

President Richards of the Philadelphia & Reading Coal & Iron Company, then addressed those present and said that he was delighted with the excellent showing that had been made by the various corps and the interest that had been awakened. He then introduced Governor Curtis of Maine, who, President Richards said "had won his way into the governor's chair of his state through dispensing the sunshine and warmth that went along with Reading coal."

As to the social ends of the field day, there were many. It included a dinner for the whole fourteen hundred participants under the tree in the grove of the park. Music that seemed without end and provided by three bands. And if some big band is looking for soloist talent, here is a sly tip. Capture the husky fellow who can do wonders with the trombone on the Elmore band. He is a wonder. Boat riding for those who desired it, in fact all appointments with an eye toward making it a "day of days."



The Judges Said that This Bandage Was Perfect.



Expert Ambulance Work of the Miners' Corps.

Government Regulation and Modern Business.*

An Authoritative Word.

Mr. Butler is a member of the Federal Trade Commission Advisory Committee of the Chamber of Commerce of the United States. What he has to say of the new attitude of the Government is not, therefore, speculation, nor a long-distance view. He knows. That makes this document of immense value.

It is the fashion to decry government regulation. It is repeated *ad nauseam* that honest industry has found little or nothing helpful in legislative enactments and is in a state of collapse under the strain of regulatory statutes. The act to regulate commerce, the Elkins law, the Pure Food and Drug Act, the Clayton and Federal Trade Commission laws, are cited as specific instances of legislative oppression of business. It is asserted that these laws were enacted upon the assumption that business is dishonest and that they were, therefore, intended to be and have resulted in being destructive and not constructive in their effect upon business.

However little truth there may be in these charges and however weak may be the logic of the argument which supports them, they have been so frequently and so vehemently stated that they find unwitting endorsement in the minds of many people. The Sherman law, too, is condemned as a regulatory statute. Why should the sins of the Sherman law be invoked in condemning regulation. The Sherman law does not provide for regulation. It is declaratory—not regulatory. Had it contained regulatory provisions we should have long since witnessed the solution of many problems of regulation that are still unsolved. The real relation of the Sherman law to regulation and the possibility of their co-ordination without further legislative enactment will, I hope, be made clear as we proceed.

Regulation is Constructive.

But is it true that the strictly regulatory statutes have been destructive either in intent or results? The earliest law of which complaint is made is the act to regulate commerce, passed in 1887. Amendments to the act have eliminated entirely the strongly entrenched system of direct rebating. If this one item does not make the act a piece of constructive regulation, I shall have to be convinced of it by the word of some one other than the man who no longer receives the rebates.

Morally, as well as legally, the act has been intensively and broadly constructive. If there be, as it seems to many there is, occasion to complain that the act is destructive in that by reason of regulation thereunder some carriers are not receiving the full measure of just and reasonable rates to which they feel themselves entitled, such condition only reflects the present status of evolutionary process which must be experienced during the period of readjustment of the physical and financial affairs of such of the carriers as have been looted, robbed and plundered because, if you please, of the very lack of regulatory legislation making such practices possible. The railroads whose management has been capable and honest are benefiting rather than suffering by reason of regulation.

Other Constructive Acts.

What of the Pure Food and Drug act of 1906? It has made the pretenders, the falsifiers, the dishonest venders of dishonest goods either quit business entirely or tell the public the truth about the articles they offer for sale.

What of our National banks? They always have been subject to federal regulation to the minutest detail.

Isn't it, after all, more or less a question of viewpoint? Does not our like or dislike for a thing depend a great deal upon whether or not we are accustomed to it? Can you imagine any line of business that is conducted more

By Rush C. Butler.†

The Principles of Regulation and the Purposes of New Laws Are Outlined and Discussed—The New Attitude of Government.

honestly or legitimately or that results in giving better service to its customers or in paying better dividends to its owners than the business of the banks regulated by the federal government?

Consideration of other regulatory statutes would further show that their intent was helpfulness—destructive, if you please, of evil practices or evil results, but broadly, humanely constructive. The Safety Appliance act, no doubt, placed much death-dealing railroad equipment on the junk pile. If this is destructive, let the detractors of regulation make the most of it.

Regulation is constructive. Its fate is not to be determined by the voice or votes of those from whom it has taken or to whom it has denied undue privilege. Regulatory statutes no more assume business essentially dishonest than statutes making stealing a crime



Rush C. Butler.

assume all men to be thieves. Because the Rock Island was purchased with criminal intent and some years later thrust into a scandalous receivership is no reason why the Burlington, the North Western or the Santa Fe should be considered outlaws. Argument based upon such assumption is the first resort of the business man with dishonest motives.

Commissions Composed of Experts.

If those of you here assembled were certain that in the progress of governmental regulation it would sooner or later be brought about that the mining industry would be regulated by a board of responsible business men, the majority of whose members were fairly representative of the mining industry, there can be little doubt that you would pledge your support to any just and proper means to the accomplishment of that end. I have faith that such an outcome is reasonably to be anticipated. Such is clearly the tendency of the times. I believe that ultimately regulation of all kinds will be placed in the hands of those familiar with and friendly to the industry regulated. The personnel of the present Federal Trade Commission gives such a promise.

I believe that the idea of regulation now entertained by the comparatively few, namely, that it must be expert, efficient, helpful and conducted along sane, business lines, will become the idea and the ideal of all our people. Such a type of regulation does not mean paternalism. It means that each line of industry and each person engaged in it will have the widest latitude for individual action. Such form of regulation does not mean inquisition.

It does not mean annoyance by official investigators. Espionage is not a part of the system. The National banks have never had occasion to complain of the fact that federal examiners had freest access to their books. Industrial corporations under the kind of regulation they can assist in bringing about will have as little fear of examination as do the National banks.

Attitude of Business.

That all regulation is justified no one will claim. That it can be improved none will deny. But it is here to stay. Commissions are to become more largely concerned with business. The extent to which they may become helpful depends in large measure upon the spirit manifested towards them by business. It was not long after the Federal Trade Commission law and the Clayton law became effective that Mr. Wheeler, former president of the Chamber of Commerce of the United States, urged in his own forceful and convincing manner that the business men of the United States lend their hearty support to the efforts of the Federal Trade Commission to make the new laws helpful to business. Mr. Wheeler said:

"To make my point clear,—I want to suppose that immediately after the appointment of the Interstate Commerce Commission in 1887 the railroads, instead of contending against the proposed regulation, had recognized the right of the government to intervene, and had, through a well-intentioned and broad-minded committee, given co-operation to the Interstate Commerce Commission from the beginning of its deliberations. Such co-operation would, I contend, have smoothed out many of the rough places, have saved the commission from many errors, the railroads from infinite loss and the nation from a sorry exhibition of dishonest flotation and inefficient operation."

Applying this illustration to the relationship then about to be established between industrial business and the Federal Trade Commission, Mr. Wheeler stated it seemed to him particularly necessary that business should organize to co-operate with the commission rather than assume the attitude of being critically indifferent or positively obstructive. It was due largely to Mr. Wheeler's initiative and efforts that the Federal Trade Commission of the Chamber of Commerce of the United States was formed.

Business may best co-operate with the government by accepting the legislation now on the statute books as reflecting the best opinion of the time and by adjusting itself to the new order of things. The laws are not perfect and perhaps never will be, but business men may now have a larger voice than ever before in bringing about amendments to the laws along lines shown by their experience to be necessary. Business men are today co-operating with each other more intimately than ever before. There are literally thousands of organizations of business men throughout the country. Their purposes are lawful and laudable, and their tendency is all toward bettering not only industrial but all human conditions. Their contact with regulating bodies brings to legislative and executive officials appreciation of the fallacies and weaknesses of existing laws and points out the proper basis for amendatory enactments.

A recommendation made by a federal commission to Congress for the amendment of a regulatory statute carries with it great weight. If a commission sympathetically reflects to the legislative body the necessity for amendatory legislation, how much more easily will it be obtained. Not only this, but a commission may often by its own conduct so exert its powers in a proper manner as really to afford relief not provided by direct statutory enactment. The importance of harmonious co-operation between regulator and regulated is, therefore, all the more apparent.

Power of the Federal Trade Commission.

Specifically, as to the ability of the Federal Trade Commission to help business, it is first to be noted with gratification that the attitude of the commission is entirely favorable and friendly.

Some doubt has been expressed whether the powers of the commission are broad enough

*Essential parts of an address before the American Mining Congress at San Francisco, September 21.

†An attorney of Chicago.

really to enable it to be helpful. Personally, I do not share in that doubt.

The commission is authorized to exercise functions of two different kinds. The first may be called judicial, in the exercise of which it files complaints, holds hearings and enters orders. In the exercise of its judicial functions the commission is given the opportunity of passing upon complaints concerning every conceivable form of alleged unlawful business practices. Each case considered by the commission will naturally be decided by it, an order will be entered either dismissing the complaint or granting relief, and a full and complete opinion will be prepared and published by the commission, setting forth its reasons for its conclusions.

It will not be long, therefore, until the ideas of the commission with reference to what facts do and what facts do not constitute violations of the law will be known to the public.

The findings of facts are declared by the law to be binding upon the courts. As with the Interstate Commerce Commission, that order of the Federal Trade Commission will be rare, indeed, which the courts will modify or annul. As the commission is composed of business men, business men will pass upon business practices. Owing to the conclusiveness of its findings of fact, the commission has been quite properly referred to as the supreme court of business.

The other function of the commission may be called inquisitorial. The use of the word in this connection may not be altogether happy, for neither the Clayton law nor the Federal Trade Commission law is intended to set up the trade commission as an inquisitorial body whose duty it is to conduct an inquisition or to ferret out crime. Rather, the attitude assumed by the commission in making investigations may more properly be regarded as similar to that of the Treasury Department in making examinations of National banks. The commission's powers of investigation apply to corporations only. The commission has no power to investigate the business of individuals or partnerships.

Section 6, paragraph (e) of the trade commission law provides that the commission may investigate and make recommendations for the readjustment of the business of any corporation alleged to be violating the anti-trust acts in order that the corporation may thereafter maintain its organization, management and conduct of business in accordance with law. This provision is for the specific purpose of permitting any corporation violating the law to readjust its business without a decree of court, even before the filing of a suit. It enables the commission to establish definite guides for the future conduct of the particular business.

Classification of Business.

Paragraph (g) authorizes the commission to classify corporations. This permits the commission to require reports from only such corporations as it may deem advisable and thereby relieve a large number of corporations with which it may well know in advance it will have no concern, from the expense and annoyance of making unnecessary reports.

This power of classification is unlimited, thereby permitting the commission to make as many divisions and subdivisions in classifying, even within a single industry, as it may feel proper or necessary to make in order effectively to accomplish desired ends.

Paragraph (h) provides that the commission shall investigate trade conditions in and with foreign countries and report to Congress thereon with its recommendations. This provision is for the evident purpose of promoting our foreign trade.

It is especially to be noted that violations of the Federal Trade Commission law and the Clayton law are not made criminal offenses, clearly indicating that Congress considered criminal provisions undesirable and unnecessary.

Uniform Cost Accounting.

In addition to the judicial and inquisitorial functions which may be exercised by the commission, it naturally, as an administrative body, has effected a business organization for the purpose of enabling it to perform its duties. To illustrate: Very soon after the commission organized it caused to be given wide publicity a statement prepared by Vice-Chairman Hurley concerning uniform cost accounting systems. The commission is convinced that much

unfair competition is due to ignorance of the cost of production. The commission considered that it could be constructively helpful to business by standing sponsor for the idea of uniform cost accounting systems.

The question is often asked, "Is there any lawful basis upon which competitors may co-operate in the actual carrying on of their business?" Assuredly, yes. While the legal limitations on such co-operation constitute one of the greatest menaces to business, there are several plans of co-operation in effect, some of which have received the tacit, if not the expressed, approval of the government. There is the open competition plan, the closed transaction plan and the common selling agency plan. Still other plans are believed to be legal when applied to industries substantially all of whose members, due to stress of conditions either temporary or permanent, are selling at less than cost of production.

Any industry desiring the assistance of the commission will probably have to devise its own plan, whether it be for co-operation of competing industries, or whether it be with reference to the inner workings of an individual industry. It is not probable that the commission will assist in the formation of a plan, but if the workings of a specific plan are presented to the commission, there is reason to believe that they will be given careful and expert investigation and that in due course the commission will make its report thereon, either approving or disapproving part or all thereof.

The Commission and the Sherman Law.

While Congress has declared specifically that the Federal Trade Commission law should not be construed to alter, modify or repeal the Sherman law, it is apparent that if the views herein expressed properly interpret the commission's powers, the drastic provisions of the Sherman law, while standing unaltered and unamended on the statute books, will need to be invoked only for the punishment of flagrant violations. When guides for business have been well established by the commission, the man who violates the Sherman law will do so at his own peril and, if prosecuted criminally therefor, will receive little sympathy from his fellow business men.

In the Clayton law, Congress expressed its emphatic disapproval of four specific things, namely:

First. Price discrimination between two persons buying under exactly similar circumstances and conditions.

Second. So-called tying contracts requiring the purchaser to agree to handle no goods of a competitor of the seller.

Third. The ownership of stock by one corporation in another whereby competition is lessened.

Fourth. Interlocking directors under certain conditions.

These things are flatly declared unlawful and the Federal Trade Commission is authorized and directed to file complaint against violators of these provisions and require discontinuance of the practices. The things thus condemned might have been included within the unfair methods of competition which were declared unlawful in the trade commission act, but evidently Congress deemed each of the things injurious to the public and did not wish to leave it open to the commission to find that any one of the four acts specifically condemned was proper or lawful or to be in any way excused and, therefore, placed its stamp of special disapproval upon each and all of them.

Labor Exemption Clause.

Much might be said with reference to the labor exemption clause of the Clayton law. Whether the effect of the clause will be helpful or harmful to labor remains to be seen. Likewise, whether it will be helpful or harmful to business is uncertain. To whatever extent it proves to be unduly helpful to labor, it will to that same extent necessarily be unduly harmful to industry. If it proves unduly helpful to labor, it is fair to assume either that it will be repealed or that it will be used as an entering wedge to bring about the enactment of a similar provision definitely and specifically enabling industry to co-operate along similar lines of mutual helpfulness.

Unfair Methods of Competition.

The Federal Trade Commission law lays down the broad rule that unfair methods of competition in commerce are unlawful and gives the commission the power to ascertain in

specific instances whether or not any method complained of is unfair. If the commission determines that a method is unfair, it is permitted to file a complaint against the offending party only in the event it further appears that the filing of a complaint would be in the interest of the public. This is an exceedingly liberal provision of the law.

It expressly indicates congressional approval of the idea that petty fights among competitors, even though they may involve the employment of unfair methods of competition, are not of sufficient importance to invoke the attention of the government, unless interests other than those of the immediate parties to the controversy are involved.

The Supreme Court of the United States by judicial interpretation has placed substantially the same limitation upon the application of the Sherman law, namely, that it cannot be invoked for the protection of the interests of an individual, but only on behalf of the public. In the case most recently decided by the Supreme Court involving the Sherman law, viz., *United States vs. Delaware, Lackawanna & Western Railroad*, 238 U. S., 516, decided June 21, 1915, the Supreme Court says that the anti-trust act "is not concerned with the interest of the parties but with the interest of the public." The Sherman law is general in its terms and is not limited by express language to such restraints of trade or monopolies as are harmful to the public, but, as stated, the Supreme Court of the United States by judicial interpretation has so limited it, and, no doubt, properly.

A Governing Principle.

The great truth that the welfare of the individual is the welfare of the nation is coming to be more and more recognized every day. The financial misfortune of a particular industry is becoming more and more a matter of public concern. Where an entire industry suffers while the remainder of the business world enjoys even moderate prosperity, there is indication that something is wrong with our laws or with our methods of enforcing them.

If the mining industry languishes while the manufacturing industries prosper, there is evidence of weakness in the machinery of government.

Broad, helpful, sympathetic co-operation of business men with each other and with regulating bodies will make the problems of self-government less difficult of solution and insure a greater measure of continuous business prosperity.

Honolulu Coaling Plant.

A new coaling plant for Honolulu, to be ten times the size of the present one, will be erected by the Inter-Island Steam Navigation Company on the Kalihi side of the harbor. As announced in *THE BLACK DIAMOND* some weeks ago, the Inter-Island Company had just closed a contract for the construction of the plant with the C. W. Hunt Company of New York City. Construction will proceed rapidly. By the time the dredging has been finished the plant material will have arrived and the towers may be erected simultaneously with the dock. It is planned to have the plant completed and in operation by July 1st of next year.

The new station will have 165,000 tons storage capacity (the capacity of the present plant being 25,000 tons) and will consist of two unloading towers, each with a capacity of 200 tons per hour. There will be a traveling bridge with a span of 160 feet, carrying coal-reclaiming machinery with a capacity of 250 tons an hour. There will be installed a coal reloading equipment to coal vessels of any size alongside the dock. The coaling berths will accommodate seven vessels alongside the pier. Six may be coaled at the same time. Any vessel that can enter the harbor can be accommodated.

At the end of the pier will be large elevated storage bunkers for immediate delivery to vessels at the dock. The coal as it passes into vessels will be weighed by a registering apparatus. The entire system will be electrically operated, including the coal transfer system with its cars. The wharf will be of the most modern and permanent type. The material in it will be reinforced concrete. The cost of the improvement is apportioned in the following manner: Land, \$350,000; dredging work, \$200,000; wharf, \$150,000 or \$200,000; plant, \$200,000 or \$250,000.

The Inter-Island Company have made a contract to take a large tonnage of Japanese coal.



A Cheap and Effective Sign.

A sign that is always effective, even though it is used in a good many localities, is easily available to the average coal dealer. It consists of making a background of coal dust, covering a plot the size of which will depend on the height of the letters and the number of words to be used in the sign. The letters themselves should be composed of marble chips or some other extremely white stone. Usually these chips can be obtained without cost from any monument or stone-cutting shop.

In order to be most effective, the ground on which the sign is made should be built up, rising toward the rear, so that the name of the company or the coal which is being advertised will "stick out." The writer recently saw such a sign which was surrounded by a lawn in front of a coal yard, and it looked good. If the yard is passed by many people, or is seen from passing trains and street cars, it will furnish general publicity just as valuable as though the retailer had spent a lot of money for an electric sign, though, of course, the latter would work at night as well as during the day.

Building Up Specialty Trade.

One of the best ways to build up a trade on any specialty is to push one thing all the time.

This applies to handling smithing coal. Here is an item which the average retailer does not pay much attention to, but it is capable of being made a good profit-maker, if it is handled right. Right handling consists, first of all, in getting the coal that suits the smiths of the territory in which the dealer is located and, second, in pushing it as a quality proposition.

On the first score, considerable experimenting may be necessary. This is not to say that there are many inferior smithing coals on the market, but the fact is that the requirements of the blacksmiths are likely to vary, and a coal that will "get by" with one smith may be declared unsatisfactory by some more particular operator somewhere else. Hence, the dealer should test different coals in use, and when he has got the one that pleases the majority of his trade, he should stick to it to the finish. He can't afford to change.

Now, having a coal that he knows is right, he can properly feature it, preferably by name, and talk it up as a high-grade smithing coal. If the concern putting out the coal has given it a trade name, which the dealer plans to use as well, some arrangement for exclusive representation in that territory may be made by the retailer; otherwise, the advantage of advertising the name will be lost, inasmuch as any other dealer could fill an order for that kind of coal. But as it usually works out to the mutual advantage of the operator and the dealer to advertise a good smithing coal under the trade name, an exclusive sales proposition will usually be found acceptable to both parties.

As to profits in selling smithing coal, the trouble is largely that dealers fail to emphasize quality enough. Some of them are not delivering it, in the first place; and others listen to the demands of the smiths for a cheap coal, instead of making them listen to a selling talk in behalf of a quality variety. If the latter policy is followed, and the folly of using an impure coal for welding metal with is prop-

erly emphasized, the smiths will be willing to pay a few cents a hundred more in order to get a coal that the dealer is willing to stand back of in point of quality.

In short, the application of merchandising principles to selling smithing coal will make this specialty a good money-maker, instead of a neglected side issue which detracts from, rather than adds, to the profits and prestige of the retailer.

Disadvantageous to Incorporate.

A retailer who read the article in this department on the subject of incorporating took issue with its conclusions on one rather important ground.

"Most business men find it convenient to go to the bank now and then and ask for accommodations," he said. "When John Smith, coal dealer, goes there to borrow money, the banker considers him as a credit risk and realizes that he, as an individual, is responsible for the payment of the note. He knows that all that Smith possesses can be attached to satisfy this liability.

"But if Smith incorporates for, say, \$10,000, the banker knows that the note signed by the Smith Coal Company is good only to the extent of the assets of the corporation. In fact, that is one of the reasons given in the article for incorporating—limiting the individual's liabilities, and getting away from the responsibilities of the business. The bank, however, is likely to offset that by curtailing the credit of the corporation, as contrasted with that of the individual."

While this superficially may seem important, in reality it is not as important as it looks. In the first place, the average banker knows that there is a big "moral hazard" in lending money. He lends more on the moral character and standing of the individual than merely by looking at a statement of capitalization. If he knows that John Smith owns the Smith Coal Company, practically speaking, he will lend on the strength of Smith's good name and general reputation for reliability, even though the loan is made to the Smith Coal Company. Besides, in case of need, John Smith can endorse the note, and thus add his individual credit to that of the company. But the liability would be limited to that particular note, instead of having to apply to every obligation of the business, as when it is run individually.

Another phase of the question is to be considered in connection with partnerships. When two men go into business together, without incorporating, they must and do trust each other implicitly. Yet everybody knows of cases where a crooked partner has wrecked a business and ruined the man who trusted him. Why should any man take such chances, when the interests of the business can be more accurately taken care of and one's individual property protected from the mistakes or negligence of the partner, by means of the distribution of stock?

Incorporating means more formality and red tape, of course, but in the average individual business there is too much informality for the concern's own good.

Posting the Public on the Market.

When the first frost is recorded, and later, when the first flurry of snow makes people realize that cold weather has really arrived,

the dealers always have a big run of business.

Why?

Because the fact that they need coal is brought home in a forceful way to hundreds of careless consumers, who, like the famous grasshopper, are so improvident that they fail to anticipate the needs of the future.

The same idea can be used to develop business at the time when trade is usually needed most, that is, just after the summer storage season is over, and before actual consumption begins, by keeping the public informed regarding coal market conditions. This is more "news," the use of which was suggested some time ago, and often its publication will rouse consumers to the realization that they are overlooking a bet in postponing the purchase of coal for winter use.

An Ohio Valley dealer used what amounted to a report on market conditions recently in a newspaper ad, and the number of telephone orders that resulted showed that he had hit the right note. In his ad he included the following: "Mine labor is short, because of men going back home to fight; the exportation of coal is growing by leaps and bounds, and will increase more rapidly with the approach of winter. Weather observers predict a long cold winter—are you prepared?"

Many issues of THE BLACK DIAMOND contain important forecasts of market conditions pointing to higher prices, and a good plan would be to bulletin these in the windows, or reproduce them in newspaper ads. Coming from an authoritative source, they would impress the reader with the fact that the present is the most advantageous time to buy coal and to get under cover before disadvantageous conditions develop.

Study Heating Problem.

The more a coalman knows about the use of his coal, the better service he can give his customers. That is to say, the more he knows about the problem of heating a dwelling, the better able he will be to take care of complaints and requests for information about the use of his coal. Often the coal is blamed for poor heating results when the method is entirely at fault.

The fact that heating is a technical proposition, and that it must be dealt with in a technical and expert way, was demonstrated by a reverse English process recently in a city where gas heating has been introduced, and is displacing coal furnaces to some extent. The sales manager of the gas company decided, as a novel means of handling the proposition, to have school-boys undertake the solicitation of consumers, with the idea that they would get after their parents and friends and persuade them to give gas a trial.

Although it has been said—for publication—that this plan was a great success, the writer has positive information that it fell flat. It has been continued by the company more because of the advertising value of the stunt than because it has been selling gas installations by means of the "boy salesmen." The weakness of the idea was developed promptly, in that it was impossible to educate the boys to discuss such a complicated and technical question as to the reasons for substituting gas for coal, if any, and their solicitation amounted to little more than nagging their friends and acquaintances for orders. A few real prospects may have been developed, but the results were not comparable to what might have been done by the use of experienced, high-grade salesmen.

All of which goes to emphasize the proposition that to sell heating appliances, fuel or anything else connected with the proposition of keeping a home comfortably warm during the winter, the salesmen must know the game from A to Z, no matter whether he represents you, the furnace dealer or the gas company.

In this connection, many gas appliance dealers feature apparently as an exclusive talking-point in favor of their apparatus the fact that it may be controlled by the use of thermostatic devices, so that the user can go to bed at night, with the gas turned low, and have it automatically increase the heat about an hour before rising.

As a matter of fact, the use of thermostats on coal-burning devices is just as effective, and the successful exploitation of such appliances in connection with coal-furnaces by coal dealers—the logical people to handle them—has been described in this department.



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A Simple Retail Problem.

The problem of the retail coal trade, which sometimes seems to be so mystifying, is exceedingly simple after all. It can be expressed in a very few words. We will assume that the retailer has fifty thousand dollars invested in his business. He wants to make that money, we will say, earn him ten per cent or \$5,000 a year. How to do it is all the problem there is. Only two ways are known in which this can be done.

First, the retailer can get the \$5,000 by getting a margin of profit of ten cents a ton on fifty thousand tons of coal. That is, he can get a small margin per ton and do a tremendous business.

Second, the dealer can get his \$5,000 by handling 10,000 tons of coal and charging enough to yield a profit of fifty cents a ton. That is, he can handle a small volume of business, but get a good margin of profit on each ton.

Those are the only two known ways of making a given amount of money out of the coal business. As a matter of fact, there are no other ways. The individual retailer must elect which of the two he is going to try. If he goes after tonnage, he is likely to be disappointed, first, because his community may not yield him that amount of business and, second, because, if it were possible, he would have to take tonnage away from somebody else.

It is not safe to proceed along the latter line; it always starts a fight.

The only serious obstacle to getting quite a profit on a small volume of business is the dealer himself. If he gets a good margin, the retailer must name prices which will let his competitors live; he would have to be content not to make all the money. That, perhaps, is the hardest job that any man has to face—to let somebody else make money while he is making some for himself.

Still, the point made at the outset is proved. The retail problem is simple—mighty simple. In essence, it is: "If you would make money, don't be a hog."

A Sound Conclusion.

The American Mining Congress held its convention in San Francisco this week. Carl Scholz, upon completing his second year as president, stated the purpose of the organization. He summarized one conclusion in substance as follows:

"The social and economic phases of mining are being discussed broadly, and especially in the halls of congress and of the state legislatures. The disposition of politicians is and has been to adopt concerning such matters the view of those who represent the largest number of votes—in an organized sense. They adopt, for example, the view of the miner as opposed to the view of the operator.

"The American Mining Congress is not an antagonist of labor, nor a protagonist of capital. It stands firm on the principle that these are co-ordinate forces in business. Also, it insists that the government of the United States shall show no partiality to either force."

If Mr. Scholz had done nothing else—and he made a wonderful record as an executive—he gave the Congress a slogan and the government of the United States a theory on economic and social questions. All of us can get behind that doctrine and say that it must be accepted by the government as final and binding. That is, ours is a government of *all* the people. Therefore it is the government of capital as well as of labor.

By the same token, it is the government of labor as well as of capital. For this reason Mr. Scholz's theory is perfectly sound. No government is safe which deviates from it.

"Grand Army Talk" in Coal.

H. A. Kuhn of Pittsburgh has coined a meaningful expression. He labels certain lines of argument and certain technical expressions of the trades and professions as "Grand Army Talk."

For example, if a doctor prescribes common salt under its latin name, that is the Grand Army talk—the mystery stuff—of medicine. If he gets you to take it and to pay him \$5.00 for his services, that is making the system good. If a retail dry goods house sells a woman three yards and a half of cotton made into the form of a dress and persuades her to pay \$25.00 or \$30.00 for it because she is getting "lines," the extortion exacted in the name of "lines" is another case where the Grand Army talk of the dry goods trade is doing yeoman service. If a man, who does not know anything about anything, holds a position as an official in the mines be-

cause he can talk the jargon which prevails below ground, the discussion which mystifies but means nothing, is the Grand Army talk of the mines. So we might go on with the technicalities of the law, of the marine business, of banking and a few other things. We would soon find that the mystery which is contained in twenty-five or fifty words of their lingo is the only thing which persuades the buyer to pay a big price for mediocre service.

It may be that coal prices, generally, are low because coal men have never had the ingenuity to invent any Grand Army talk of their own. There was a chance at one time for the coal men to surround their business by a choice variety of mystery talk and really make some money out of it. A crowd of chemists, sitting in London, decided, in future, to measure the value of coal by the British thermal units it contained. That was a golden opportunity.

However, the coal trade was not wise enough or did not have the commercial gumption to grasp the opportunity. Instead of absorbing the B. t. u. basis and of beginning to coin money by springing a line of mystery talk, the operators fought even the idea. They allowed the buyers of coal instead to use it as a weapon to club the coal trade over the head with. The coal salesmen instead of using it as a scheme to boost the price, used it as an ingenious way to cut the price. Thus the coal trade had a beautiful opportunity to get a full line of Grand Army talk and threw it out of the window.

As a result the trade is on the same old basis it has occupied for a century—the only thing which attracts an order is the statement: "I will cut that fellow's price."

A Pertinent Observation.

In a summary of the British coal situation, the *Wall Street Journal* makes this significant assertion:

"The miners are receiving record wages with war bonuses, are working short time, as they are able to make much in lessened hours. More wages are thus decreasing production materially."

As a matter of fact, England's miners, instead of working their full stint of eight hours a day, are making as much money as they formerly did while working six hours a day; sometimes they work only four hours a day. That is, the miners won their increase in wages by their statement that the war had increased the cost of living. When they got the higher pay, however, they belied their own plea of poverty by curtailing the hours of work so that they now make the same amount as they did at the old rate.

This situation is not peculiar to England or to the present minute. Precisely the same thing has been seen in American mines many times. The miners in America have declared that they cannot live on their wages and have been given advances. But when they got the higher rate they instantly lopped off their working time so that in the end they were making the same amount they formerly had made. Thus the miner seems not to be interested in more money but in less work. That is the point that we must all keep in mind when disposed to sympathize too much with the "down-trodden" miner.

The Retailer's Attitude Towards Line of Fuels.

Every once in a while the question comes up: "What coal shall the retailer buy? What arrangement shall he make with the producing company? How far shall he go as the advocate of the product of a certain producing company? What is the correct attitude of the retailer towards special agencies?" and so on.

A. J. Bunge, president of Bunge Bros. Coal Company of Chicago, has reduced this to a simple formula. In substance he says:

"I am a retail merchant in coal. I buy the coals which I think will sell. I try to sell the coal which I think my customers can use to best advantage. I never, however, forget the main point which is that *I have my own money invested in this business*. It is my money and I have to earn dividends on it. It is my company that is going to prosper or suffer if I make or do not make the right selection of coals. It is my trade that is going to grow if I do the right thing and it is my trade that is going to fall off if I do the wrong thing. Therefore, I am not advocating anybody's product. I am not committing myself as a representative of any concern but my own. If any producer wants to acquaint the trade with his coal, he can do it at his own expense, but not mine.

"As a merchant I have two obligations. One of them is to myself and that is to buy coal as cheaply as I can, and sell it at as good a margin as I can. That is the obligation which I owe to myself as a business man. The other is the obligation to select, out of the numerous offerings of coal the ones which will meet the local conditions and give the best service, the price considered. That does not mean that any one coal will fit all requirements, because I know it won't. I must have different coals to meet different demands and different tastes. My yard is a sort of department store in coal."

Mr. Bunge has another expression which in detail tells how he carries out his plan. He says:

"It is a waste of time and money to put a 2:30 horse into a 2:12 race; but if you have a 2:28 horse and there is a 2:30 race, go to it."

In other words, a dealer who is a merchant in coal is wasting both his time and his money if he tries to force an inferior coal on his trade as a substitute for some good coal already in use, especially if he tries to get a price for the poor coal that is being charged for the good coal. Mr. Bunge does not believe that the average householder is a mutt and will take anything that the retailer wants to hand on to him regardless of whether or not it has any merit.

If he wants to substitute, therefore, a cheaper grade of coal for one that is already in use, *he makes sure that the saving is in freight rate, and not in the quality*. There is one of the big points in the whole Bunge scheme of buying and sellings coals.

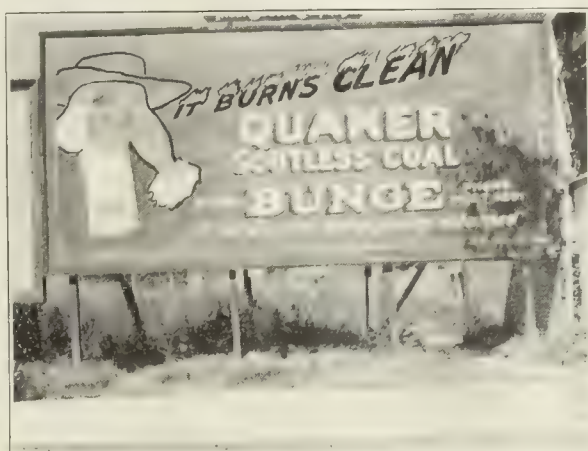
He thinks—to go into details a bit—that if the coal costs \$2.00 at the mines and if the freight rate is \$2.00 he is going to have to invest \$4.00 in a ton of

coal in order to make whatever margin of profit he thinks is right. If he wants, for example, to make twenty-five cents a ton, he has to invest \$4.00 to make twenty-five cents; his profit is one-sixteenth of the amount which he puts up.

If he can get a *similar grade of coal* which sells at the mine for \$1.50 and moves it to market at a freight rate of \$1.00, he has invested only \$2.50 in order to make his twenty-five cents. Therefore, the profit is one-tenth of the amount invested. Thus he makes a bigger percentage of profit on his money by handling the latter and not the former coal.

However, as he says, it is mighty poor policy to try to increase the percentage of profit by trying to substitute a poor coal for a good one.

As illustrating Mr. Bunge's point about not becoming the special representative of any one particular producing company, he has adopted for one grade of bituminous coal the name of "Quaker Sootless." Any one can look all through the trade names adopted by the operating companies and find no where any reference to that name. In fact, that is a copyrighted name for the prod-



A Bunge Bill Board.

uct which moves out of Mr. Bunge's yard only. His supply of this coal is bought from one of the western operators whose product is quite well known under another trade name. Mr. Bunge could very easily have taken advantage of the advertising which the producing company has done extending over a period of years. However, if he did that, he would be playing the other fellow's game. He would be committing himself to the other fellow's product for an indefinite period in the future. This might prove embarrassing.

For example, the producing company might decide to deteriorate the product. If Mr. Bunge was committed to that coal by the expenditure of a lot of money for advertising, he would have to pass on the deteriorated coal. This would destroy the good will which had cost him so much money.

Also the producing company might, at some time, say:

"You have spent entirely too much money

to abandon the use of our coal, so we are going to advance the price on you."

Mr. Bunge would be up against the proposition there of either paying the price demanded or abandoning his investment for good will.

He doesn't care to commit himself to any one that far. So he has given to a coal of a certain grade his own name of "Quaker Sootless." A couple of illustrations herewith show how he advertises that coal throughout Chicago.

Being thus secure in the fact that he has a long time program which will work out to his increasing advantage, Mr. Bunge can afford to spend more money for good will by giving service to the householder. Thus, he advertises that if this coal is not satisfactory it will be taken out and the money refunded, no charge being made for the coal used. He has been doing this for a number of years, and says that on only three occasions has it been necessary for him to take out any kind of coal.

Further, he can afford to buy good will by giving such good service as showing the householder how to use any particular fuel. One incident will illustrate how he goes about giving this service. A woman who had bought some of his coal recently complained that it would not hold fire over night and that frequently, when she thought she was going to have a good fire throughout the day, it went out on her. Mr. Bunge sent out his demonstrator who soon discovered that the whole trouble was in the regulation of the drafts. That is, when the woman thought she had banked the fire for the night, she left the draft on as she would during the day. Naturally the fuel bed was burned out by morning. This same thing had happened during the day. He told her how to regulate the draft and the trouble was ended.

Another investment which Mr. Bunge makes in good will, seeing he is so secure in his permanent advantage, is that he offers to send any customer fifty, one hundred, or one thousand pounds of this coal for trial. This is just one way of getting the coal introduced in small lots among customers, who under ordinary circumstances buy much larger quantities.

Another trade name which Mr. Bunge has created is "New Era Chestnut." This suggests, at first, an anthracite coal, but it is not. It is a smokeless coal which Mr. Bunge has handled for several years. You can also look among the trade names of producers and not find this name mentioned. It is a copyrighted trade name of a certain grade of coal moving out of Mr. Bunge's yards.

He found a short while ago that this coal would work very well in an ordinary hot water heater. It was a substitute for a coal that ordinarily sells at a much higher price. There the same old practice was followed. He substituted the coal *that would give equal satisfaction*, but selling at a lower price for one that had been selling at a higher price. That is, *his substitution was in price and not in quality*. He has his demonstrators out to prove this point also.

The other retailers, in other parts of the country, may not be convinced that this individualistic campaign is a pronounced success. However, Mr. Bunge started with one yard and now has five. He started with a modest business, and now he is the largest individual dealer in Chicago. He started selling anywhere that general advertising carried, but delivered the coal from the yards of other people. He ended by letting his yards follow his business as his customers spread to all parts of Chicago. Thus his individualistic campaign has won on every point, and he has carried it on long enough so that it can be recommended to any one.

In meetings at Fairmont, Charleston and other points in West Virginia the various operators' associations of that state have denounced the plan of proposed freight rate increase on West Virginia coal to the west and northwest. The Central West Virginia Coal Operators' Association, the Kanawha Coal Shippers' Association and the Splint and Gas Coal Association are among those taking action. The plan will be vigorously fought before the Interstate Commerce Commission, as it is claimed that the move would be ruinous to West Virginia interests and would close many mines.

At night—You fix your furnace
with a few shovels of

In the morning—
You have a warm
house and a live fire.

Quaker Sootless Coal

"Burns clean!" Abundance of heat for little money.

BUNGE

EXCLUSIVE
MINE
AGENTS

Phone West 1871

News Local to Chicago.

Reports from Washington this week said that the Interstate Commerce Commission had vacated its order which put the new western rates in effect on September 30. The report said that the rates were suspended for sixty days, within which time the commission would decide whether it would grant a rehearing asked by the railways on rates on some commodities and by the operators on rates on coal. Two railway officials in Chicago said on Friday that this report is in error. Instead, the rates will take effect as indicated. On Friday, a meeting of coal men and railway officials was held to see if in some way the action of the railways could be modified.

C. D. Caldwell was in Cincinnati this week.

Gordon Buchanan comments that collections are improving.

J. K. Dering is spending the week end on his farm at Lake Villa, Ill.

A. J. Moorshead, the general manager of the Madison Coal Corporation of St. Louis, spent the latter part of the week calling on the trade.

The Knox county Indiana operators got together at Terre Haute the latter part of last week and formed an association which will maintain a statistical bureau similar to those now being maintained by the three associations of Illinois.

The announcement is made by Colonel Frank Ellison, general manager of the C. G. Blake Company, that effective October first H. M. Taylor is employed as salesman of that company in the Chicago territory. Mr. Taylor succeeds Paul James, who is now traveling in the southeast, representing another company.

W. R. Kernohan, western representative of the Pocahontas Coal Sales Company, left the latter part of last week for a trip to San Francisco where he will spend a month. Incidentally he is going to take in the exposition while in the west. He was accompanied by Mrs. Kernohan, who is in California to visit her parents.

W. J. Dillon suggests that the hoof and mouth disease is hurting the coast trade. That is, whole farms are quarantined. The farmers cannot sell their produce or move it to market. Other farmers must make long detours to avoid the plague spots. Thus traffic between town and country is stopped and the sale of coal to farmers is nil. He thus proves his point.

One of the visitors in Chicago the latter part of last week was W. J. Snyder of the American Coal Mining Company with headquarters at Brazil, Indiana. He is quite encouraged over the outlook for coal from that field for this year and believes that if the operators can really come to an appreciation of what it costs them to produce coal and can use that as a basis for prices, there will some profit from the business.

The gossip in the Chicago trade for this week has concerned itself mainly with the status of smokeless coal prices. It became common knowledge early in the week that quite a lot of mine run was being sold for \$1.25 and that some lump and egg was being sold for \$1.75, while quite a lot of it was going at \$2.00. Those who are interested in this market are trying to find the cause. The price cutting might have started from either one of two things. Those who have good memories, recall that in 1911 some of the eastern operators cut the price on the Panama Railroad contract and this resulted directly in a price war in Chicago. Just recently the price was cut again on this same contract and there are some who believe that a situation is developing in Chicago similar to that of 1911. Others are not quite so sure that the Panama contract has anything to do with it. They point out, in the first place, that quite a lot of lake coal has been sold below circular this year, a fact which is becoming known. Also the circular price arrangements were disturbed in August allowing the retailers to fill up their bins with cheap coal. Now that they have bought all the coal they want, they are not interested in paying a higher price. There are some in Chicago who believe that the latter is the real underlying influence. Whatever may be the cause, the fact remains that smokeless prices are off in Chicago for the time being.

Men Prominent in the Coal Trade's Eye

Homer H. Allen.

The announcement has just been made that Homer H. Allen, who has been connected with the Susquehanna Coal Company for the last twelve years, has been appointed sales agent for W. A. Gosline & Company of Toledo, Ohio, with headquarters at 305 Majestic building, Detroit, Michigan. He opened his office on September 22 and will have charge of the business in the state of Michigan. Mr. Allen will have an assistant, who will be named at a later date.

J. W. Meyers, who has been connected with W. A. Gosline & Company for the last twelve years, with headquarters at Lafayette, has moved his headquarters to 3048 North Illinois street, Indianapolis, and will cover southern and central Indiana.

It is also announced that C. O. Wendell has joined the W. A. Gosline sales force, this taking effect September 20, and will make his headquarters at Fort Wayne, covering northern Indiana.

Homer H. Allen, who becomes the head of the Detroit office, is one of the interesting salesmen in the anthracite field. He is a bachelor of science in chemistry, having received that degree from the Pennsylvania State College in 1897. In 1904 he entered the coal business with the W. L. Scott Company, working for Clarence Thompson, who was then general sales agent. A year later, or in 1905, he went with the Susquehanna Coal Company, of which Mr. Thompson was general western agent. He has continued since in that capacity.

Now he has joined the force of W. A. Gosline & Company, working under H. J. Heywood, president of that concern. This firm acts as distributing agents for "Old Company Lehigh" coal, produced by the Lehigh Valley Coal & Navigation Company. It is, as is known, the oldest anthracite producer, having been established in 1820.

Herbert M. Wilson.

Herbert M. Wilson, director of the Department of Inspection and Safety of the Associated Insurance Companies, formerly of the Bureau of Mines, is in San Francisco, September 16 to 25, participating in the various engineering congresses. He will be actively concerned in the first aid and mine rescue demonstrations and contests of the board of managers of which he is chairman. He is also scheduled to read papers on mine safety and on workmen's compensation before the mining sections of the International Engineering Congress, the American Mining Congress, and the World's Insurance Congress.

Going to and coming from the Pacific Coast, Mr. Wilson will visit various coal mining states for the purpose of perfecting arrangements for inspection of mines for insurance by the Associated Companies under workmen's compensation.

Thomas J. Cossey.

Thomas J. Cossey is secretary of the Danville (Ill.) Crystal Ice Company. In between his jobs of handling ice in the summer and coal in the winter, Mr. Cossey is something by way of an association man connected with the Illinois & Wisconsin Retail Coal Dealers' Association. He is a director of that organization and one of its principal advisers. He has been one of the men behind the guns in the big organization and has been depended upon both for work and cash when any common cause in the coal trade called for either. His place of business is at No. 106 Washington avenue, Danville, Ill.

Mr. Cossey was born at Gessie, Ind., November 5, 1880. He obtained his preliminary education in the common schools of Gessie and then finished it off in the school of practical experience. One of the jobs he has held which he puts down to a part of his educational career was that of vice-president of the Merchant's Credit Exchange of Danville. There he learned a lot of things about how to keep money when you have it by not letting people have things when they have neither the money nor the intention to pay.

Mr. Cossey is one of the men who did not graduate into the coal business from the railroad. On the contrary, he came to it from the farm where he was born and raised. He left the farm, however, on December 1, 1900, or when he was just a little past ten years of age. When he was fourteen, or on June 1, 1904, he

took a position with the Ike Stern Company as a stock-keeper. A short time thereafter he left that concern to take a position as buyer for the May Company of St. Louis. On the first of September, 1904, he left the latter concern and returned to the Ike Stern Company as general office man.

Two years later, having had a training in merchandising, he decided to go into business for himself, and organized the Cossey Coal Company in March, 1906. This business was continued until 1912 when, in connection with H. C. Dies of Clinton, Ind., he organized the Danville Crystal Ice Company and started in to the manufacture of ice. The output of their plant now is sixty-five tons per day.

Mr. Cossey has always been interested in association affairs and on two occasions was elected as vice-president.

C. C. Corey, a wholesaler in coal and coke, with headquarters in the Majestic building, Detroit, announces that in order to handle the rapidly increasing business in western Michigan to better advantage, E. J. Conroy, formerly sales agent for Castner, Curran & Bullitt, has been appointed resident manager at Grand Rapids, Michigan.

Some Bull Moose Miners.

WILKESBARRE, September 22.—From a letter that was published in one of the local papers, it would appear that President John P. White of the United Mine Workers has found that there is a "Bull Moose" element in District No. 1 that needs a squelching. In this letter he was forced to "sit down on" some of the "progressives," who have been musing things up and rattling the dry bones of dissatisfaction in the courts. The "progressives," through Thomas Holton of Dorancetown, brought suit last Friday against Peter O'Donnell of Wilkesbarre to prevent him from performing his duties as executive. Holton charges that O'Donnell was elected by fraud.

In reviewing the case, White has stated in his letter that such matters are for whipping out within the courts of the organization of the men before redress is sought in the civil courts.

Evidently White is yet to find out that it is not all "beer and skittles" in holding the men of the hard coal regions in line.

In commenting on the inactivity of any transaction in American coal shares on the stock exchange, the *New York Times* in its issue of September 21 says: "Steadfast among the rapidly changing scenes of the stock market drama is one factor of stock exchange affairs which changes not at all. That is the bid price for American coal shares. Day after day and month after month it remains at eighty with no offering figure following it. It has been so long—several years at least—since there was a transaction in American coal on the exchange that, doubtless, many members do not know what the company is. The company mines and sells soft coal from extensive fields in West Virginia, pays dividends of six per cent a year and has paid large extras. There are only 60,000 shares all-told, all closely held, and it is not often that sales occur in the open market outside the Exchange."

Default having been made in the payment of bonds of the Branchland Land Coal Company, a West Virginia mining company, issued in 1907, and secured by a deed of trust on the company's real estate, the Equitable Trust Company of New York has advertised the property for sale on Wednesday, October 20. The bonds are for \$150,000, being 150—six per cent twenty-year, first mortgage gold bonds, at the denomination of \$1,000 each. The estimated value of the property is between \$250,000 and \$300,000.

It became known this week that the Sunday Creek Company is now installing its six inch screens in its mines in the Hocking district and very soon will be offering six inch lump to the western trade. No circular has been put out so far, but the statement is made that this coal will sell at \$1.75 at the mines or \$3.40 delivered into Chicago. The resultant situation promises to be interesting as this coal will be in competition, at equal price, with three inch lump from some of the other mines in the field.

Facts Which Determine Our Export Prospects.

The Export Situation.

Demand for export coal continues large, with shippers being restricted in their shipments by inadequate supply of vessels. Large orders are now under negotiation, principally for European shipment that are delayed in consummation due to the uncertainty of vessels, or the inability to arrange charters to cover the tonnages that figure in the contract.

Most offers want c. i. f. bids, and there are but a precious few of the American exporters who want to take chances on transportation under present conditions.

The rumor published last week that France had placed an order for 2,000,000 tons with American shippers, so far lacks confirmation. Also, it has not been possible to locate the source of an inquiry this week for "1,500,000 tons of Pocahontas."

Some business is closing though, all the time, and shipments are going forward in fairly large volume.

A small lot of anthracite has been shipped to Greece. This consisted of some nut and egg. There have been some queries from France and other European countries, but so far no anthracite is known to have been shipped to any of them.

Prices of New River and Pocahontas at Hampton Roads are firm at \$2.85 f. o. b. At Baltimore and Philadelphia, the high grade coals are much firmer.

The Welsh Coal Situation.

Latest mail advices from Cardiff show that the coal trade has been greatly disorganized both by strikes of miners and the uncertainty which prevails as to the settlement. Also exporting is still hampered by the restriction placed by the government in issuing licenses. Further restriction has been placed upon exports by the admiralty, which issued an order prohibiting the sailing of British and allied vessels for forty-eight hours, and this restriction it appears in the case of Cardiff, has been continued beyond that period. The delay in chartering has been due to the fact that ship owners have been unwilling to tie up their boats when there was an uncertainty as to when they would be allowed to proceed. Shipments for the last week reported from Cardiff amount to 348,022 tons, compared with 204,809 tons in the corresponding week of last year. It should be borne in mind that the comparison with the corresponding week of last year, was during a period when the trade was greatly disturbed over the outbreak of the war, and shipping being greatly perturbed because of the fact that the seas at that time were not thoroughly cleared of the enemy's warships. Prices have been irregular. Best Admiralties are still being taken by the government; superior seconds range from 24s to 26s, and ordinaries at 22s to 24s. Monmouthshire coals are easy, best Black Veins selling at 24s to 24s 6d; Western Valleys at 23s and Easterns at 21s to 20s. Small coals were weaker owing to the inadequate supply of tonnage. Best bunkers were offered at 18s and 19s; ordinaries at 16s 6d to 17s 6d.

Baltimore Coal Exports.

Official statement of bituminous coal exported from the port of Baltimore during the month of August, 1915:

Countries—	Tons.
France	5,445
Greece	4,407
Italy	87,547
Spain	8,741
Sweden	36,567
Panama	3,123
Cuba	17,357
Argentina	21,349
Brazil	1,956
Colombia	2,600
Ecuador	6,019
Uruguay	3,335
Egypt	10,214
	210,760

Welsh Freight Rates.

Fixtures from Cardiff for the week ending September 10th have been as follows: To Bordeaux, 26 fcs.; Civita Vecchia, 31s 9d; Genoa, 29s 6d to 31s; Las Palmas, 17s; Lisbon, 18s 6d to 19s; Marseilles, 32 and 33 fcs.; Naples, 29s to 30s; Port Said, 32s and 32s 6d; Rouen, 16s 9d and 17s; Rosario, 25s 6d.

Fixtures from the Tyne for the same period were as follows: To Boulogne, 16s 6d and 23s;

Genoa, 30s and 30s 6d; Lisbon, 22s 6d; Las Palmas, 21s; Rouen, 17s 9d to 21s; Savona, 30s and 30s 6d.

Recent Coal Freight Charters.

Steamer I. P. Jasteen (Dan.), Virginia to Buenos Aires, coal, 33s, prompt.
Barks Socotra (Nor.), Briar (Nor.), Kalliope (Nor.) and Finland (Russ.), Philadelphia to Pernambuco or Rio de Janeiro, coal, \$6.25. "October."
Schooner Dorothy, Norfolk to Pernambuco, coal, \$6.50. "September."
Steamer Osterland (Br.), Baltimore to Sweden, coal, private terms.
Steamer Lysefjord (Nor.), Baltimore to Sagua, coal, private terms.
Steamer Linda Fell (Br.), Philadelphia to Havana, coal, private terms.
Steamer Northern (Br.), Philadelphia to Marseilles, coal, private terms.
Steamer Dowgate (Br.), Virginia to La Plata, coal, 23s 6d. "September-October."
Schooner Dorothy, Norfolk to Pernambuco, coal, \$7. "October."
Schooner Annie Lord, Philadelphia to Moncton, N. B., 450 tons coal, \$1.70.
Schooner, James H. Hoyt, Philadelphia to Calais, 725 tons coal, \$1.30.
Steamer Modiva (Nor.), Philadelphia to Guatanamo, coal, private terms.
Schooner Henry S. Little, Baltimore to Point-a-pitre, 1,600 tons coal, \$3.75.
Schooner Warren Adams, Philadelphia to Labucoa, P. R., coal, \$4.
Steamer Dionysios Strathatos (Greek), Atlantic range to west coast Italy, coal, 43s 6d, "prompt."
Schooner Florence Creadick, Philadelphia to Cardenas, 1,200 tons coal, private terms.

English Coal Exports.

Exports of coal, coke and manufactured fuel from the United Kingdom during August and the first completed eight months of 1913, 1914 and 1915:

Country.	Aug., 1913.	Aug., 1914.	Aug., 1915.
Russia	169,794	169,353	5,923
Sweden	379,475	198,347	135,875
Norway	154,887	253,167	260,812
Denmark	245,746	243,019	320,754
Germany	798,177	132,026	.....
Netherlands	168,862	165,296	212,381
Belgium	148,132	31,727	.....
France	946,378	562,783	1,542,530
Portugal, Azores and Madeira	95,924	77,729	71,117
Spain and Canaries...	259,847	172,578	162,800
Italy	665,618	441,779	419,810
Austria-Hungary	64,286	17,602	.....
Greece	36,080	29,353	9,819
Roumania	23,283	14,347	.....
Turkey	24,787	41,456	3,767
Algeria	116,754	28,647	56,083
Portuguese W. Africa.	13,390	15,013	8,681
Chile	21,039	17,720	2,611
Brazil	111,504	48,983	52,429
Uruguay	72,006	39,103	19,121
Argentine Republic...	290,741	98,344	130,576
Channel Islands.....	16,004	11,354	12,998
Gibraltar	29,161	15,544	39,768
Malta	39,292	19,418	9,230
Egypt (including Anglo-Egyptian Sudan).	196,796	161,645	140,462
Aden and Dependencies	17,684	.....	.....
British India	10,057	1,646	5
Ceylon	7,037	5,232	.....
Other countries	93,421	54,141	24,416
Total—			
Anthracite	231,590	106,210	137,163
Steam	4,197,809	2,078,754	2,516,658
Gas	962,574	668,454	710,512
Household	137,375	55,660	125,470
Other sorts	289,814	131,664	160,669
	5,819,162	3,070,742	3,650,472
Coke	113,423	68,498	89,574
Manufactured fuel ...	140,278	70,159	113,748
	6,072,863	3,209,399	3,853,794

*FIRST EIGHT MONTHS.

Total—			
Anthracite	1,934,680	1,722,152	1,537,429
Steam	35,288,362	31,926,928	21,285,770
Gas	7,587,554	7,535,840	4,995,210
Household	1,160,811	975,974	743,436
Other sorts	2,349,201	2,096,267	1,154,520
Total	48,320,608	44,257,161	29,522,179
Coke	712,698	694,061	576,218
Manufactured fuel ...	1,363,324	1,324,937	1,165,114
	50,396,630	46,276,159	30,962,900

Note.—The above figures do not include Admiralty and certain other shipments.

Export Trade Briefs.

English coal exporters are having their troubles in securing licenses, as witness the *Colliery Guardian* of London, in its issue of September 3rd: "At Wednesday's meeting of the council of the Newcastle Chamber of Commerce, the secretary, Mr. Herbert Shaw, criticised the administration of the War Trade Department, and gave the following instance of its inefficiency:—On July 6th, a Newcastle firm made application for a license. On the 7th, the application was acknowledged, but nothing further was heard of it until July 24th, when the War Trade Department asked for a guarantee as to the consignee,

and also whether the consignment had the approval of the neutral minister of London. On August 3d, the guarantee was sent, and nothing further was heard until the 19th, when the firm put in another application, the second repeating all the particulars contained in the first and, in addition, the actual name of the boat in which it was proposed to ship the cargo. That was acknowledged on the 20th, and, on August 21st, the War Trade Department wrote a long letter asking for the same information which had been sought on July 24th, and had been sent to them on August 3d. They had, therefore, had this information in their possession three weeks. The business was not yet transacted. Mr. Thaw declared that there were thousands of reply-paid wires lying unanswered at the War Trade Department, which was good for the revenue, but bad for those who sent them."

France's railways and industries are apparently, being favored as much as possible by England as regards supplies of coal. The *Colliery Guardian* of London in its issue of September 3d, says: "The Etat Railway has accomplished a splendid feat in bringing coal to the most important state industries in France. Evoking the Alliance, an emissary of the railway was able to obtain two million tons of coal from the British Admiralty on "the most-favored-nation" terms. The Admiralty event lent ships to convey the precious freight to France. The whole of the consignment is now resting in France, the major part in great stacks which have been formed at various points. To these stacks come the military and naval authorities who have need of the combustible for purposes of national defense. After the munitions factories come the gas and electricity corporations and the municipalities. In consequence of this provision a considerable diminution in the price of coal is anticipated. The present figure to the private consumer in Paris is as high as \$20 per ton."

A London cable on September 18th said that unless Sweden is willing to grant concessions to Britain in order that certain shipments can be sent through Sweden to Russia, there will be a continued embargo against Sweden by Great Britain. This policy is now taking the form of withholding coal. The cable said that Sweden is desirous of getting concessions, but up to the present has been unwilling to grant them. Sweden needs coal badly. Great Britain considers coal rather a precious article just now, but there would be enough to spare Sweden some should she have a change of heart. Monday's cables told of a loan by Sweden to Germany of \$10,000,000 in return for Germany's consent to export coal and other commodities to Sweden.

During August 3,853,794 tons of coal, coke and manufactured fuel were exported from the United Kingdom at a value of 3,471,990 pounds, as compared with 3,209,399 tons, valued at 2,132,329 pounds, in August, 1914, and 6,072,863 tons, valued at 4,242,381 pounds in August, 1913. The aggregate exports during the period January to August reached 30,962,900 tons, valued at 25,454,699 pounds, as against 46,276,159 tons, valued at 31,863,624 pounds, and 50,396,630 tons, valued at 35,201,466 pounds, in the corresponding periods respectively of 1914 and 1913.

For the first six months of 1915, England produced 127,826,000 tons of coal, as compared with 140,274,000 tons for the same period of 1914, a decrease of 12,448,000 tons. For the first half year ending June, 1913, the output was 145,923,000 tons, for the half year ending December 31, 1913, 141,489,000 tons. For the first six months of this year, Wales produced 26,111,000 tons, as compared with 28,316,000 tons in the same period of 1914.

The Panther Run Coal Company of Pardus, Pa., is preparing to open the Pardus mine this month on account of the increasing demand for bituminous coal, and within a few weeks it is expected to be running at full capacity. The output when last operated, was about 500 tons a day. The mine was at one time controlled by B. E. Cartwright of Buffalo, who afterward went into silver mining at Cobalt.

The Hutchinson Hawk Company, has purchased the yards of P. A. Spracklen (deceased) in Trenton, N. J., and will continue the business under the new firm name. Another transfer of coal yard business was the sale of the F. J. Eppele retail interests to Harvey Reading. Mr. Reading was chief clerk for Eppele for many years. The annual turn over of these yards is about 10,000 tons.

General Review.

Re-adjustment in Coal to Accommodate a Larger Tonnage Is Being Effected—Prices Tend Upward.

Within the last week the coal trade, in a national sense, passed into its most interesting stage of the year. Up to now the trade has been concerned mostly with getting better prices than prevailed during the summer months on rather a moderate volume of business. In the last week or ten days, however, the volume of business has gained considerable in every department. This has necessitated that the operating companies change their policies and they increased their output considerably.

The decision to increase the output seems to have been made concurrently in about all the producing fields. The last week, therefore, has seen speeding up of mine production in nearly every district. As a consequence, there has been, at times, exhibitions of price uncertainty in most of the leading coal centers. However, it is an encouraging factor that this radical readjustment did not disturb prices for more than a week or ten days at the outside. As a matter of fact, the rearrangement of market prices has been about completed and now the operators are doing a better volume of business and also are getting better prices than they were.

A first rate example of this change comes from the west. The Illinois operators made two successive advances in prices. The first one came in August and the second one in September. The mines, at the time the first increase was declared, were running to about fifty per cent of capacity. Today they are getting the better prices while running to about eighty per cent of capacity. This, everything considered, is decidedly encouraging.

Also in the east the mines for a time were charging higher prices while running to only fifty per cent of capacity. This is known to be true in the smokeless coal field. Today the mines are running full and yet there has been only a temporary disturbance in the general price basis.

One of the most hopeful indications of the trade is that the steam business, especially in the east, has been increasing quite rapidly. There was a disposition to fear, at first, that the excessive activity of the steel mills in supplying war orders for war munitions would act as a blockade to the return of prosperity at home. That is, it was feared that the producers of steel would get such fancy prices for their product abroad they would not be willing to sell at anything like a fair price to consumers at home. It was feared, therefore, that the high steel prices would blockade the return of prosperity to home factories.

However, the best improvement in demand recently has come from the east, which is, after all, the biggest consumer of steel. This demand has come not from abroad, but from eastern mills and factories. This is taken to indicate that while the steel mills are doing a tremendous business in war munitions, they are not letting this interfere with home business. Instead, they are continuing to adopt their old policy of separating their foreign from their domestic price policies.

As a matter of detail, in the market in the east there is a big increase in anthracite orders, the dealers buying as the winter months approach. In that section there has been, generally, a good demand for steam coal and an especially heavy demand for slack for coke making. In the middle district, there has been a good demand from retailers for domestic coal, a fair shipment of coal up the lakes, and a steady increase in orders for steam coal from factories. In the west, domestic orders are increasing, but preference is expressed for the western coals. While a fair volume of business is being done in some eastern domestic fuels, both prices and tonnage for this week are disappointing, with one or two exceptions. In the east the increase in tonnage is being gained at something like a sacrifice of price, but this, as indicated, is a temporary matter.

Everything considered, the national market is in first-class condition, due to the fact that a very large volume of coal is being turned out and the prices are holding quite firm.

In the east the car situation is becoming annoying and as one writer puts it, the mines are being put on short rations of cars. Also, in the east, the labor situation is annoying because the mines are all finding themselves short of workers.

Chicago Market.

The Buying of Western Coal Continues to Improve—Eastern Coal Is Easier.

Office of THE BLACK DIAMOND,
CHICAGO, September 23.

There is a clear and well defined dividing line in the Chicago market this week. Eastern coals are easier and in fact soft with one or two exceptions. Western coals are firm and stronger with no exception.

There is another difference also. Domestic coals are in demand and steam coals are not quite so strong, largely because production has increased without there being any corresponding increase in demand.

The car situation is not bothersome except in spots. Collections are better, the improvement in that direction being marked.

Generally speaking, the buying from the cities is active; the country trade is not satisfactory for many reasons.

Anthracite coal has had a lull within the week. As one agent put it: "There was a bulge for a time, but now there has come a reaction." In part this is easily accounted for. The weather was threatening for a while, then turned cold. Those who had no coal had to buy some; that accounts for the recent spurt in demand. Then the weather turned warm and buying stopped. That accounts for the lull.

Smokeless coal has been far from satisfactory. Whether it is the result of a low price made on a big tonnage in the east, or whether it is the result of a local situation in Chicago in August, it is now a fact that the market is soft. Circular price on mine run for example is \$1.40, but quite a lot of good coal can be had for \$1.25. Circular price on lump and egg is \$2.25, but any dealer can get almost any amount he wants for \$2.00 and some coals are sold for as low as \$1.75. The low prices on lump and egg are no doubt the direct result of the better demand for slack. The prices up to Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30@3.45	\$1.25@1.40
Lump and egg.....	4.05@4.30	2.00@2.25

Not a great deal of Somerset County coal has been sold within the week. The market there is only fair. Naturally, with smokeless prices off, Somerset county operators cannot get a high figure. For this reason \$1.15 to \$1.25 is a good price. The prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.20@3.30	\$1.15@1.25
Lump and egg.....	3.70@4.05	1.65@2.00

The dealers are buying the Hocking coal now that they should have bought in August. That naturally makes the market quite strong. In addition, some mines are closed down for repairs and others are changing from small to large screens. These two things shorten the supply of coal. The prices also are varied. Some operators are adhering to \$1.50; others are asking and getting \$1.75 for three inch lump. The prices up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.15@3.40	\$1.50@1.75

Splint coal on the whole has been stronger because of better demand in other directions. Still, with the market on other eastern coals demoralized, the operators have found it difficult to advance prices. Those prevailing up to Thursday are unchanged as follows:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.05@3.15	\$1.15@1.25

The market on eastern Kentucky coal is indicated by the price on domestic lump which includes block. One producer is about sold up at \$2.25; another has quite a run of orders at \$2.05; another concern is doing a peddling business at \$1.90 or less. All told, the volume of business is fair. The prices up to Thursday were:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.65@4.15	\$1.75@2.25
Egg	3.25@3.75	1.35@1.85

In the main, the Franklin county situation is unchanged from last week. The major operators are, on lump, egg, and number one nut, adhering to circular of \$1.75 in the country. However offerings at \$1.60 are heard here and there. The market on screenings covers a pretty wide range. The major operators are quoting sixty cents in Chicago and seventy cents in the

country. Other operators are quoting fifty cents in Chicago and sixty cents in the country. Some big blocks of screenings have been sold at all of these prices. The prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 nut.....	2.65@2.80	1.60@1.75
No. 2 nut.....	2.45	1.40
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.55@1.65	.50@.60

The Williamson county operators have been quoting the same variability of prices heretofore noted. The major operators are holding for \$1.75 and getting it. The others are asking \$1.60 for the domestic sizes and some of them are accepting \$1.50. The small sizes are easy because of the general tendency to over-produce the steam demand. The prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.65@2.80	1.75
No. 2 washed.....	2.45	1.40

A fair range of price on Saline county domestic coal would be from \$1.60 to \$1.75. This is so despite the fact that the operators are trying to maintain the circular of \$1.75. What is true of Saline county is true of all three of the southern counties, namely, the operators have been increasing their output, but have been doing so at an occasional sacrifice of price. That is, the mines that were, a short time ago, running to fifty per cent capacity, are now running from seventy-five to eighty per cent. Saline county screenings are fairly strong from sixty to seventy cents, the former price being for Chicago delivery only. The prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15
Screenings	1.65@1.75	.60@.70
1½-inch lump.....	2.35	1.30

Central Illinois coal has been fairly firm as to all sizes except screenings. A little cutting on the egg coal price has been seen here and there. However, the operators have more nearly retained the circular than have those in any other part of the country. Screenings have been easy. Prices from thirty-five to forty cents would just about cover what is being done generally. The prices up to Thursday were:

Springfield—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.47	\$1.65
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.17@1.22	.35@.40

Knox county domestic coal prices have not changed. The operators are serving a territory close to the mines and are not putting much of this coal on the Chicago market. Screenings, of course, have eased off, but not so much so as some other coals. The prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.52	.65

In the Clinton field, the number four vein coal alone is going to the domestic trade. This is bringing \$1.65 to \$1.75. The number five and number six vein coal is devoted to the steam trade and the prices there are a little lower, screenings commanding about sixty to sixty-five cents. The prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut	2.12	1.35
Mine run.....	1.87	1.10
Screenings	1.37@1.42	.60@.65

The coke market has firmed up somewhat within the last week for the furnace and foundry grades. There is something of a shortage of western cokes and the eastern operators may soon find a market here again. Domestic sizes have not been so strong. The prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville	\$4.85@5.00
By-product, foundry.....	4.90@5.10
By-product, egg and stove.....	4.75
By-product, nut	4.75
Gas house	3.85@4.00

The Berwind coal dock at Duluth has just set another unloading record by unloading the steamer J. H. Sheadle of 10,350 tons of bituminous coal from the time she tied up at the dock, 1 p. m., and when she cast loose at 9 that night.

Pittsburgh Trade.

Domestic Buyers Are Beginning to Cover Their Needs, but Halt Over the Firm Prices.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, September 22.

Unquestionably the market is dominated by the war. It dominates the steel and iron trade, and on these hinges almost all other lines and particularly coal and coke. With continued heavy buying of war materials, however, domestic buyers are beginning to awake to their own interests, and requirements, but are at the same time hesitating, owing to firmness, and advancing prices. The coal trade firmly believe that unless domestic consumers protect themselves very soon they will have overstayed opportunity. The heavy demand that the large steel and iron trade are exacting now, on their coal contracts is keeping many of the larger mine operators very busy shipping their requirements, and holding prices very firm, the tendency being toward advances—all along. Several large producers stated today that they had no coal for sale at present figures, and while no large tonnages are being talked of—in the way of new business, the season is near when domestic trade must be supplied, and producers who are busy on contract deliveries seem determined to get higher figures for new business. This condition benefits the smaller operator, and there are general indications all along the line of steady and sure improvement.

A number of railroads are buying and stocking coal, even in instances where it is known that they have sufficient coal to carry them until the expiration of contracts holding until April, 1916. This step, it is stated, is being taken to prepare for the emergency of labor troubles, including strikes, scarcity and the uncertainty of war developments in the future.

With increasing foreign demand the interior producers will be called upon to meet domestic trade to a larger extent, and while this particular locality, owing to the very general use of natural gas, does not respond so quickly to the appeal for coal that the approach of cooler weather brings, yet the retail consumption is a factor even here, and is now entering the market in a limited way, and it is evident that stocks in consumers hands are low. No decided price advances have been made in a general way—but it is known that schedules are in preparation for 1916, and that action on the same is more generally uniform than has been the rule for some time. Today the market might be quoted as below:

Pittsburgh District—	F. O. B. Mine.
Slack	\$0.75@ .80
Mine run.....	1.10@1.15
¾ screened.....	1.20@1.25
5/4 screened.....	1.30@1.40
West Virginia District—	
Slack .....	.50
Mine run.....	1.00
¾ screened.....	1.10
5/4 screened.....	1.20

Through West Virginia the car shortage has become quite acute and is also felt to an alarming extent in the Pittsburgh region as well. Increased mine activity is calling for more and more labor and the supply is becoming exhausted rapidly, and this feature alone creates some uneasiness in the matter of quick delivery.

At the Annabelle mines of the Four States Coal Company in West Virginia, due to the increased business—operations will be resumed today, giving employment to over 1,000 men and this is by order of the court, and operations are to continue from now on.

The receivers of the Meadowlands Coal Company, Pittsburgh, have placed the output of their mines in the hands of the Cleveland & Western Coal Company as selling agents, and the mines are again operating in full.

This company is also handling the product of the Montour & Lake Erie Coal Company mines, which are now working to capacity. These mines are located in Allegheny county, and from the Westmoreland, Green and Fayette county districts the report comes that they have sold all the coal that they can produce from now until Christmas, and are not taking orders for delivery before that time.

Forward buying while not heavy, is becoming more active, and considerable inquiry is being made by various interests, some of these, like the railroads apparently anticipating future difficulty owing to the war complications, and rumored labor difficulties.

At the plants of the Westinghouse interests at East Pittsburgh, trouble has arisen in the machinists organization, and the company has been notified of their demand for the reinstating of discharged employes, for an eight-hour working day and an advance of 20 per cent in wages, with time and a half for over time. The company have been given until Thursday night, the 23rd, to answer—before the union takes further action. These plants are rushed on war munitions, and the outcome is looked forward to with anxiety, no one knows how the company will meet the propositions set forth.

In the coke trade nothing of a new character has appeared on the surface of the past week. The production is approaching normal, and a strong undercurrent is felt that bears out the assertion of optimists of the long dull season, apparently now a thing of the past that 1916 coke would command much higher prices. The pig iron market and the foundry situation, both bear this out, and while advanced prices on regular and sliding scale basis, are now being held to for the last quarter, still higher figures are quoted for 1916, and it seems to be a safe bet that they will be maintained, as no forward deliveries are being considered at today's quotations.

The market is quoted as below:

Spot furnace.....	\$1.60@1.75
Furnace to January 1.....	1.75@2.00
Prompt foundry.....	2.30@2.60
Contract foundry.....	2.40@2.60

Personal and News Items.

At the United States receiver's sale, George C. Watt of Braddock, Pa., purchased the works of the Dexter Coal Company at Brilliant, Ohio, for the sum of \$9,100.

L. W. Brown, superintendent of the Richland Coal Company of South Warwood, West Va., has left for Bolivia, South America, where he will open a tin mine with West Virginia capitalists. Mr. Brown starts on a journey which will cover 6,000 miles.

M. M. Greist, sales manager Carnegie Coal Company is again at the company's office in the Park building, after a vacation of some weeks.

The Union Collieries Company of Pittsburgh has filed a notice at Harrisburg, of an increase in debt to \$1,000,000.

The H. C. Frick Coke Company has been awarded a gold medal by the superior jury of the Panama-Pacific International Exposition for its splendid exhibit as a subsidiary of the United States Steel Corporation. The gold medal represents a marking of from 95 to 100, and ranks second to the grand prize, of which there is but one in each class.

A spirited meeting of the Central West Virginia Coal Operators' Association was held at Fairmont, West Va. last week. The operators are organizing against the proposed increase in freight rates from West Virginia to western markets and to the lakes. A committee was appointed to gather information relative to the proposed change. This information will be the basis for a protest to be made before the Interstate Commerce Commission.

Work has actually begun on a new sixty-mile extension of the Virginian railroad from Mullen to Mann, West Va., piercing the state's richest coal territory in the winds of Wyoming county. The line for the first time will connect the Virginian with the main Guyan river, the ultimate plan being an extension to Huntington to give a lake as well as a tidewater market. The extension connects the Virginian also with the Logan county field. It is said fifty miles of the extension will pass drift mines.

Cleveland Trade.

CLEVELAND OHIO, September 23.—(Special Correspondence.)—There has been practically no change in the lake shipping business for the past week. Coal is coming forward from the mines at about the same rate as usual. However, it is said that there is some scarcity in vessel tonnage and that boats, in their hurry for grain business, are in many instances going up light. It has been predicted by the local press that the coal rates will have to be pushed up late in the season, if shippers complete their orders. Usually there is a rush at the close, but whether this will be true this season remains to be seen. Some of the large shippers do not seem troubled in the least over anything that may take place, so it is possible that the business is in such a shape that they will not be bothered by lack of tonnage during the later weeks.

While there has been no noticeable change in

the steam business, the amount of small sizes in the market has not been over-plentiful. In fact, early this week slack was in better demand than usual and those who had a surplus were not in a hurry to dispose of it at the prevailing prices, which were considered very fair at that. Prices have been firm, with little tendency to bid for spot business, even in good-sized orders. The fact that the supply has not been large, however, is the only thing that has maintained the prices, since the volume of business has been nothing like what might reasonably have been expected for the past several weeks.

There has been a very light demand for No. 8 vein coal in any of the sizes except slack. The latter has held its own with other grades on the market. Prices quoted are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$0.90	\$1.80
Mine run.....	.80	1.70
Slack .....	.70	1.60

In Pittsburgh coals no lump or run of mine sizes have been offered on the local market during the past week. Slack, however, has been in fair demand and the price has remained firm.

	F. O. B. Mines.	F. O. B. Cleveland.
Slack	\$0.65@ .70	\$1.65@1.70

Owing to the cool weather Monday the demand for Pocahontas coal showed considerable strength and inquiries were plentiful from both the local and surrounding markets.

	F. O. B. Mines.	F. O. B. Cleveland.
Lump	\$2.25	\$3.70
Egg	2.25	3.70
Run of mine.....	1.40	2.85

The same might be said of Massillon coal which is largely used for domestic purposes.

	F. O. B. Mines.	F. O. B. Cleveland.
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack .....	.80	1.50

Goshen lump was not especially active this past week, but there was some demand for slack at \$1.50 on track here, the freight rate being 70 cents.

It is possible that Cambridge coal moved in larger quantities the past week than usual and the prices held fairly firm.

	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$0.90	\$1.80
Run of mine.....	.80	1.70
Slack .....	.70	1.60

Considerable Fairmont coal is said to be going to the lakes, but aside from a small quantity of slack, not much of it was handled in this market the past week. Slack was quoted from \$1.65 to \$1.70 on track here. The rate to Cleveland is \$1.15 and to the lake ninety cents.

Quite a bit of Kentucky coal is being handled through the jobbing offices here and during the past week even a larger tonnage than usual was taken. The average price for 4-inch block for the week has been around \$3.10.

All coals for domestic purposes, including the smokeless and anthracite brands, were in very good demand early in the week, as a result of the cold wave that swept the country Monday. It is said that dealers in the small towns of northern Ohio have smaller stocks than usual and that there is some danger of their being unable to take care of their needs later on, unless there is a change shortly.

Cleveland News Notes.

George T. Odbert, of the Odbert Coal Company, Detroit, was in the city early in the week.

Fred Mulholland of the Clyde Coal Company, Pittsburgh, called on the coal men here a few days ago.

C. L. Ayers, who has been confined to his home with an abscess in the nose, was able to be at his office a portion of the time this week.

John K. Barker, manager of the coal department of G. P. Bassett, Jr., Pittsburgh, was a business visitor here the latter part of last week.

Because of the insistent call for the reservists by the European countries, many miners in this state and West Virginia have returned to their native lands to engage in the war. Operators say that, so far, this has made no great difference, but that it will probably be noticed when there is a special demand for coal.

C. T. Kuhn, well known in the retail coal trade in Allentown, Pa., has acquired the coal plant of the Kern Coal & Ice Company of that city, and will operate it under his own name in future.

Cincinnati Trade.

CINCINNATI, O., September 23.—(*Special Correspondence*.)—The cold wave of this week helped business. The result was the cancelling of cancellations of orders and the placing of orders for domestic, together with less disposition to question prices. These remarks are especially directed toward the splint market.

Splint lump is disposed of as fast as cars can be obtained to deliver it. A few West Virginia mines are out of the market and will not take orders for delivery earlier than October 15. Some of the West Virginia operations, especially the large ones, report that prices are much firmer and stronger and that some grades of product are practically receiving a premium on the general market. Egg coal in the West Virginia field is right up with lump in demand and price and the washed product is receiving a premium.

This better position of domestic prepared sizes has released a large supply of steam coal which has been drifting into the market. Had this taken place thirty days ago it would have broken the market. As it is, it has been absorbed at slowly bettering prices. About fifty cars floated into the market here on top of a large movement of consigned and delivery coal early this week and for a short time dealers were fearful that it would cause trouble. In fact, the free coal was absorbed by the dealers themselves in one and two-car lots and instead of hurting the market it really helped out delivery.

Prices are in fair shape in the splint, some of the quotations being as follows: Logan county product, 4-inch lump, \$1.60; 2-inch lump, \$1.25 to \$1.35; run of mine, ninety cents to \$1; nut and slack, fifty to sixty cents; egg, \$1. But little spot is offered in this grade. In better and more widely known products, Main Island Creek lump commands \$1.75; other products in proportion, with nut and slack out of the market. Cinderella lump brings \$1.90 to \$2; egg and stove, \$1.40 to \$1.50; run of mine, ninety cents to \$1; nut and slack, seventy-five to eighty cents, with very little disposition to take less than \$1 for mine run. Specimens of Kentucky quotations are: Block, largely sold up for nearly two months, October lump quoted at \$1.80 and thereabout; run of mine not made in general; washed nut, \$1.50; nut and slack around seventy-five cents, with a differential of about five cents a ton both ways, for slightly lower and for the better grades. Millers Creek grades in both fields, Kentucky and West Virginia, are from \$2.10 in Kentucky to \$2.20 in West Virginia.

The lake movement is gaining momentum again, several local operations finishing cargoes this week for up-lake points.

The smokeless situation is unchanged except for a better demand for domestic in this central district which has been very dilatory in that respect in the past six months. The tidewater movement is still strong, only being halted during the negotiations for war funds by the Allies in New York.

Coal Trade News.

Calvin E. Holmes of the Bawley-Darst Coal Company, Knoxville, Tenn., and O. Smith, the Richmond, Va., representative of the company, were in Cincinnati this week looking over the territory here.

R. H. England, general manager of the Blue Creek Coal & Land Company, with headquarters in Charleston, W. Va., paid a visit to friends for a few hours as he passed through Cincinnati en route to New York the latter part of last week.

The C. & O. officials in this city have given out the figures of the July coal traffic complete. They show that during the month the tidewater traffic consisted of 2,055,975 tons of both bituminous and anthracite coal, against 1,801,229 in July, 1914. It also showed that the coke traffic during the period was only 21,930 tons, against 25,033 in July, 1914.

Among the visitors among coal men in this city this week were C. D. Caldwell of Chicago, representing the By-Products Coke Company; John McClanahan of the Milburn Coal & Coke Company, Milburn, W. Va.; G. Harry Caperton of the New River Coal Company; Matt Puckett of the Cabin Creek Consolidated Coal Company, and J. R. Thomas of the Carbon Fuel Company.

C. D. Weeks of the Milwaukee Coke & Gas Company, and A. C. Carver of Charleston, coal inspector for the company, were in Cincinnati the latter part of last week, together with W. P. Schauer of the M. A. Hanna Company, Cleveland, Ohio. Mr. Weeks and Mr. Carver came to

discuss company business and the latter paid a brief visit to his brother, W. W. Carver of Percy Heilner & Son.

Among the changes noted this week in the trade is that of V. G. Miller of Columbus, who was formerly connected with the Royal Collieries Company of Toledo, Ohio. Mr. Miller started out Tuesday for the Webb Fuel Company of this city, and will cover northern Ohio and northeast Indiana for the latter company. E. E. Keller, formerly with the Webb Fuel Company, has become connected with the Bell Coal & Mining Company of this city also.

To the multiplying coal companies in the rapidly developing Kentucky districts were added this week two more in Bell county. They are the Creech Coal Company, with a capital stock of \$200,000 and the Banner Fork Coal Company, with a capital of \$100,000. Both will operate on Wallins Creek. The Creech Coal Company is not yet fully organized, but Robert Creech of Pineville, will be president and manager and the company is composed entirely of Pineville men. W. J. Cunningham, also of Pineville, is president of the Vanner Fork Coal Company, and L. P. Johnson of Harlan, is secretary and treasurer. This company has already begun development.

A. H. Coolidge, general sales manager of the Imperial Coal Sales Company of this city, an incorporation for the purpose of disposing of the production of the Imperial Coal Company of Burnwell, W. Va., has resigned his connection with the company, effective November 1. An opportunity to dispose of the entire production of the company to a sales agency came about and the sale was made at a good figure. The Cincinnati company will look after contracts and orders already booked. Mr. Coolidge has several opportunities to choose from, but has not committed himself. His home is in Dayton, Ohio. He is well-known throughout this territory and the central west, and would be a welcome addition to the forces of any West Virginia corporation.

Cincinnati operators producing coal in West Virginia are very much exercised over the attempt of the Ohio Public Utilities Commission, the railroads of Ohio territory and the operators of Ohio territory, to add a further handicap in the market on West Virginia coal in favor of Ohio coal. The first matter of grievance is the paying of a differential of twenty-five cents per ton to the freight tariff of the roads operating in Ohio, and now comes an attempt to place a further differential of fifteen cents to that, making a full handicap of forty cents per ton on a Toledo basis. This, the West Virginians claim, is a prohibitive tariff and an unfair advantage to Ohio coals and they are organizing a fight against it. Committees have been named to carry on the fight until a decision is reached. The West Virginia operators are further indignant that the governor of Ohio and the state administration have interfered and are urging Ohioans to buy Ohio coal in preference to any other, the governor having printed on state stationery, the legend, "Buy Ohio Coal," at state expense using funds contributed by the taxation of the West Virginia mines in corporation tax and also the personal tax of the operators themselves living in Ohio, against their business. The result is indignation and disgust with a disposition on the part of some to leave the state.

Birmingham Trade.

BIRMINGHAM, ALA., September 23.—(*Special Correspondence*.)—The retail domestic coal trade shows a better tone. The sales-agents report business only fair, with moderate tonnage being sold.

Steam coal shows only fair business with some good tonnage going towards gulf ports. Railroads are taking only moderate tonnage. Coking coal is making the best showing. As more furnaces are now in blast than for three years and as the demand for coke is large, there is a large consumption of coking coal. As a whole, the trade on all coals is a decided improvement over six months ago. More men are now at work in the mines than has been the case for more than a year. With indications as they are at present, the last three months of the year should be productive of good results for the coal mining industry.

A car shortage is apprehended in the coal fields of Alabama. Walter Moore, of the Empire Coal Company and other coal mining corporations, Monday morning expressed the belief that from now on the railroads would be called upon to furnish more and more cars, and a shortage is expected. Mr. Moore said:

"The coal business is picking up. There is no doubt of it. Were conditions the same as they have been for some time in the past it would place a burden on many of us that could not be borne. We are very much encouraged over the prospects and the actual improvement in the trade.

"As to the Empire Coal Company shipping coal down the Warrior river, this has been repeated time and time again. We expect to get into that trade, at the proper time. No special effort is being made to rush the new transportation facilities."

"The retail business has begun to pick up tremendously," said M. G. Guggenheim. "In the last few weeks there has been a great improvement, even though cool weather has not come. I believe this is due to the large number of houses being rented. The householders are laying in their supplies of coal now, and I believe there will be a big increase shown in the business this year."

September Prices.

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Red Ash Cahaba lump.....	\$2.75	\$3.05
Red Ash Cahaba lump.....	2.50	2.80
Red Ash steam size.....	1.20@1.35	Fr. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut	1.75	2.05
Washed steam.....	1.35@1.60	Fr. rate 30c
Mine run.....	1.35@1.40	Fr. rate 30c
Jefferson Seam Steam Coal—		
Mine run.....	1.15@1.25	Fr. rate 30c
Walker County Domestic—		
Carbon Hill lump.....	1.70	2.00
Carbon Hill egg.....	1.60	2.00
Horse Creek mine run.....	1.00@1.20	Fr. rate 40c
Genuine Corona—		
Lump	1.85	2.25
Egg	1.75	2.15
Steam sizes.....	1.25@1.35	Fr. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump.....	2.75	3.00
Cahaba No. 2 lump.....	2.50	2.80
Montevallo domestic prices ranging from \$2.75 to \$3.00.		
Blacksmith coal, washed and screened, per ton, \$2 to \$2.25 at mines, with different rates to various points.		

The legislature of the state has passed a bill authorizing the expenditure of \$250,000 for the equipping of the State University coal lands with mining machinery, the purpose of which is to work the state convicts in mining coal.

Omaha Trade.

OMAHA, NEBR., September 23.—(*Special Correspondence*.)—The demand for coal seems to be increasing quite materially on account of the continued cool weather and also on account of the advance in freight rates on soft coal into this territory effective September 30.

There seems to be no change in prices, the following prevailing:

	Mines	Omaha
Southern Kansas—		
Nut	\$1.85	.....
Slack	1.35	.....
Franklin County—		
Lump	1.60@1.75	4.00@4.15
Egg	1.60@1.75	4.00@4.15
Nut	1.60@1.75	4.00@4.15
Williamson County—		
Lump	1.45@1.60	3.85@4.00
Egg	1.45@1.60	3.85@4.00
Rock Springs—		
Lump	2.15	5.85
Nut	1.60	5.35
Arkansas Anthracite—		
Lump	3.70	6.60
Broken sizes	3.95	6.85
Routt County, Colo.—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00
Walsenburg District, Colo.—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00

John K. Kerr has filed incorporation papers to carry on a business in coal, lumber and oil, with capital stock of \$10,000. Directors are John K. and L. E. Kerr and Mark W. Comstock. The office is at 39 Erie street. Mr. Kerr has long been connected with the Buffalo coal trade, having formerly had an office in the Ellicott Square building. He is president and general manager of the new company.

The coal yards of Emerson & Morgan at Central avenue and Gough street, Baltimore, have been sold to the metal dealing firm of H. Klaff & Co. By October 15, the coal firm will be located in splendid new yards near Jefferson place and Twenty-third street, in which neighborhood the Baltimore and Ohio Railroad is establishing extensive coal yards and chute facilities.

Louisville Market.

LOUISVILLE, Ky., September 23.—(*Special Correspondence.*)—Chilly autumn weather has arrived and the necessity of lighting fires has stimulated the movement of domestic coal, which shows a tendency toward firmer and advancing prices, and has also increased the production of screenings which are in over plentiful supply. However, the market, as a whole, offers great encouragement for discouraged coal operators who are looking forward to excellent business after the first of October.

Wholesale prices on domestic coal are very nearly normal in this section of this time of year, quotations for October delivery ranging from \$1.75 to \$2.25 a ton on block coal with the customary differentials governing prices of egg and lump sizes. High-grade nut and slack is currently selling at from fifty to seventy cents a ton for spot delivery, and the contract basis is ranging around 60 cents a ton. There is little demand for steam run of mines or any steam sizes except nut and slack, and the difficulty of disposing of this resulting steam coal is apt to continue unless car shortage becomes more acute, or consumption radically expands.

Increasing traffic on the railroads has caused the Southern Railroad to call on its operators in the Middlesboro section for the maximum tonnage provided under their contract, but as before noted, this maximum was decreased during the present year and does not afford these operators full time employment. The shortage of cars on the Southern Railroad and also on the Illinois Central has become acute, while Louisville & Nashville operators are losing an average of one day per week on account of lack of cars, though some mines report idleness of two days during the past week.

Transportation officials of roads serving the Kentucky territory are now looking jealously after the return of every coal car, and the work of repairing shop cars is actively prosecuted. General industrial activity seems to be on a satisfactory basis, as for the past three or four weeks, and altogether the outlook is by no means discouraging.

Local retail dealers, however, are still in the dumps with prices still prevailing, which afford no possible margin of profit, and no immediate outlook for advancing same. The local dealers continue putting out a considerable volume of retail coal at twenty-five to fifty cents a ton less than the average prices for this time of year, and have apparently grown tired of fruitless efforts to remedy their condition. Eastern Kentucky shippers are interested in the announcement that the West Virginia roads have been authorized by the Interstate Commerce Commission to advance rates to Ohio, Michigan and Indiana territory fifteen cents a ton, but as yet the Louisville & Nashville has not indicated whether or not it would participate in this advance, providing the advance finally goes through. The impression seems to prevail that such an advance would not be disadvantageous to the sale of eastern Kentucky domestic coal, but might curtail their market for steam sizes in certain localities to the great advantage of the Ohio producers.

Denver Trade.

DENVER, September 23.—(*Special Correspondence.*)—John D. Rockefeller, Jr., is in Colorado this week, investigating industrial conditions and inspecting coal properties of the Colorado Fuel & Iron Company. His visit has attracted widespread interest.

Mr. Rockefeller is endeavoring to secure first-hand information, and he is succeeding remarkably well in his efforts to bring about a friendly feeling between himself and his company and their employees. There are those who can see no further than the sensational side and spectacular features of his investigation. There is also another element seeking to belittle his evident honest efforts—a class or clique which insists that Rockefeller's coming was known in advance and that pre-arranged program of what he may see and what he may be told is being carried out to the letter.

Mr. Rockefeller got in Trinidad Monday and immediately got busy. He began with an inspection of the coal camp at Berwind. His investigation there was thorough. He visited the miners, their wives and children in their homes, plying them with questions covering wages, cost of living, quality of food, condition of their houses and everything pertaining to their welfare. The company stores received his attention and he visited the teacher and pupils in their school. To test the quality of their food and to become

better acquainted with the men he ate with them at their boarding house.

He followed the same tactics at Valdez on Tuesday, placing himself on a common level with the miners and telling them to be frank and open with him and that he was seeking to better their condition wherever possible. He inspected the Frederick mine for fully three hours and, wearing overalls, a miner's hat and lamp, entered the workings with the men. He watched them at their work and finally asked for a pick for himself. Then he dug coal for fully twenty minutes and left the mine dirty and grimy, in striking contrast to the immaculately clean Mr. Rockefeller of New York.

After leaving the mine he visited about twenty houses in the village and afterward ate lunch with his party at the camp boarding house. He left there during the afternoon for Segundo, where he was to continue his personal investigations.

Mr. Rockefeller has a genius for making friends, and has shown himself to be wonderfully familiar with every phase of coal mining. He is certainly gaining the friendship of his men and securing the information he sought. His visit should be productive of great good.

The Denver Markets.

DENVER, September 23.—(*Special Correspondence.*)—Market conditions here this week are still improving and some gains are noted in over the better showing reported last week. Weather changes and the general disposition of consumers to loosen up in their buying are the main incentive for larger sales and an increased tonnage.

The lignite situation is getting stronger almost daily. Threshing is now general in this section and the sugar factory season with its heavy demands will soon begin. There is also considerable storing of lignite. Storing of anthracite so far this season is said to be heavier than for several years for a similar period.

Bituminous tonnage for the state will run almost ten per cent above that of last week. Trinidad and Walsenburg both report a larger output, and Routt county operators are busy on a stronger and steadily increasing demand.

Prices for all grades of slack are steady to stronger, and lower temperatures, especially colder nights, has maintained an even balance between the supply and the demand. Even with the sudden increased lump production of lignite, there is no surplus.

Prices for lignite coal f. o. b. mines are as follows: Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. Points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.65.

Duluth Trade.

DULUTH, MINN., September 23.—(*Special Correspondence.*)—Coal shipments from the head of the lakes are keeping up in about the same proportion that they have been for about two months, the time of year considered, and compare well with the shipping gain of last year. For instance during August of 1914, there was a gain in shipments over July of 5,250 cars of all kinds of coal, and during the same month this year, there was a gain of 5,220 cars.

During the past month, 18,075 cars of all kinds of coal were shipped from this point for distribution through the northwest, and in August, 1914, 20,349 cars were shipped out. This makes car shipments to the end of August for this year, compared to shipments during the similar period last year, as follows:

	No. Cars.
1914	141,379
1915	128,563
Deficit, 1915	12,816

Figuring thirty-two tons to a car, the shipments in tons of the two years were:

	Tons.
1914	1,531,128
1915	4,007,616

Shortage, 1915..... 526,512

Coal companies as a whole report that while the demand is growing from almost every part of the northwest for coal supplies, and that orders are coming in much better than they did last year, the demand from St. Paul and Minneapolis is inexplicably light. Few orders have been received and there is little inquiry. Just why this condition exists, the coal men do not understand for the Twin City people cannot be loaded up.

Country business is much better than it was a week ago, and infinitely better than a month ago. It is predicted that the gain of August over

July in shipments of all kinds of coal from the head of the lakes will be outclassed by the shipments in September over August. Much more room is being made at the docks here, but coal cargoes are coming slowly. Some of the big docks have not had a ship tied up to them for three weeks.

Railroads are taking coal more freely than at any other time this season. The past week has seen a lot of the stuff taken for their use in moving the heavy trains of grain that are coming out of the country to the terminal elevators. But as yet the grain receipts have been a disappointment, being nowhere as large as was expected by this time. They register only about the same as last year at this time. However a change in that regard is expected before the week is out, and when the rolling stock really gets into action, more coal than formerly will be in demand.

St. Louis Trade.

ST. LOUIS, Mo., September 23.—(*Special Correspondence.*)—Buying is quite active in a wholesale way, though dealers state that business is holding off and that they expect a big rush later. If the dealers' opinion is justified that "they are only nibbling" now we will have one of those old-fashioned Octobers and some prices. Business is much better than it was this time last year and prices much better. Domestic prices are as high and firmer and steam sizes are much higher than last year. It is felt in some quarters that screenings have now about reached their bottom point (this is generally reached the latter part of September) and they are now worth from 40 to 55 cents, according to the grade, whereas this time last year they were only worth from 10 to 25 cents.

Standard coal is moving well and the mines of the district are now running about three-quarters time, which is very good for this district.

Current prices on standard coal are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal		
6-inch lump	\$1.20	\$1.77½
6x3-inch egg	1.10	1.67½
2-inch lump	1.00	1.57½
Steam egg .....	.90	1.47½
No. 1 nut	1.00	1.57½
No. 2 nut .....	.80	1.37½
Mine run .....	.85	1.42½
Screenings .....	.40	.97½

Staunton and Mt. Olive mines are doing well and are finding a good and ready market both here and to the north.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump	\$1.40	\$1.97½
2-inch lump	1.20	1.77½
Screenings .....	.40	.97½

Williamson county mines are all behind with orders and are finding a very wide market for their coal. It is moving readily in the far south as far as Louisiana and also in the west and the north. The Williamson county operators seem to have awakened and are getting up to date. They are all preparing their coal much better and using better salesmanship and advertising. They have increased their relative market price quite a bit until there is very little difference, if any, between their prices and Franklin county. They seem to be coming back into their own.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.....	1.60 @ 1.75	2.22½ @ 2.47½
3x2-inch nut	1.50 @ 1.75	2.32½ @ 2.47½
Screenings .....	.50	1.22½

Franklin county operators have more business than they can handle on lump. Other domestic sizes are moving abreast of production, but there is no accumulation of egg or No. 1 nut orders, consequently operators are pushing for business somewhat on these sizes and dodging lump orders. The higher priced steam sizes, such as Nos. 2, 3 and 4, are dragging.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.....	\$1.75	\$2.47½
No. 2 stove	1.40	2.12½
Screenings .....	.60	1.32½

Anthracite is in good demand on all sizes with chestnut a little short.

	F. O. B. St. Louis.
Anthracite—	
Chestnut	7.55
Stove or egg	7.30
Grate	7.05
Smokeless—	
Lump or egg	\$2.25
Gas House Coke—	
Gas house coke	\$4.25
By-product coke (all sizes).....	4.50

The prices on Illinois soft coal f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 25½ cents lower than the above quoted St. Louis prices.

New York Trade.

Delayed Mild Weather Promises Stimulus to Anthracite—Bituminous Stronger.

Office of THE BLACK DIAMOND,
NEW YORK, September 23.

At this writing the anthracite market has been slightly improved by the milder weather that put in appearance on Tuesday. Up to that time the weather had been oppressively hot for this season of the year, and consequently the fall trade in anthracite had been delayed by fully two weeks. Reports received by the selling agencies on Wednesday indicate a better demand for coal from many points, but the market is still lacking the snap that is usually manifest at this season of the year.

In the west a great deal of anthracite coal is needed, and the companies are urging customers in that territory to take larger shipments now while transportation conditions are easy. In the east it is apparently impossible to interest consumers in taking on anthracite unless they have an actual need for it at the time. This market responds very closely to the weather and if it is hot, as was the case for about two weeks, salesmen find their customers very indifferent.

The all-rail trade has been very quiet, and this has been true especially in certain parts of New England. In New York state there is a better demand in some sections, but the tonnages moving are below normal in most instances. The tidewater trade has been sluggish, and at New York harbor ports several of the ports have been tied up by strikes. Fortunately there was no pressure to get coal loaded, and by the end of the present week it is hoped that these labor troubles will be smoothed over, and that there will be no further interruption. Most of the New York harbor ports are plentifully supplied with domestic sizes of coal, with stove being the most favored size by buyers. Individuals coals are not as pressing as formerly and prices are becoming stiffer each week. There are some who predict that October, by reason of the increased demand for coal, will find the full winter circular in full effect in most every direction. It is pointed out that the anthracite roads are going to find it difficult to move coal as easily from now on as they have been doing throughout the summer. Several of these roads are what are known as trunk lines, forming important connections between the western lines and tidewater, and that a great deal of the equipment and locomotive power will be utilized from now on in moving grain and other products that come to tidewater for trans-shipment. The important source of coal carrying roads of the east are already beginning to put shippers on a percentage car basis, and as the anthracite roads have not been purchasing any appreciable amount of new equipment during the past several years, it is argued that they too may find coal cars scarce before very long, unless connecting lines that take coal for all-rail distribution show unusual promptness in returning empty cars. Therefore, there are some who predict that the anthracite companies are not going to be able during the remaining months of the year to make up for the shortage of production that so far this year amounts to about 2,000,000 tons. From October on it is predicted that if they mine and distribute 6,225,000 tons of coal per month, which will be what is usually considered maximum capacity, they will be doing well.

The steam sizes are not materially changed in price since last week. Most of the local ports are plentifully supplied with inferior coals, with the high grades in very scant supply. Most of the latter are taken upon contracts, which at this time of the year are calling for maximum shipments.

New York prices:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of Red Ash and other high grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$4.90 and up
Stove	5.00 and up
Nut	5.00 and up
Pea	3.25 and up
Buck	2.10 and up
Rice	1.70 and up
Barley	1.50 and up

The Bituminous Situation.

The eastern bituminous situation shows further

improvement this week in that a great many producers are absolutely refusing to consider new contracts or to make shop shipments. Not that they do not want this extra business, but they find it impossible with labor tightening, and car supply already becoming short, to take on further commitments. A survey of the Pennsylvania producing fields finds that labor is becoming shorter each week, a great many miners being attracted to the steel and other industries that are promising steady employment and at better wages than the miner feels that he can make around the mines. In Somerset county practically all of the mines are working as full as their supply of labor and cars will permit. This condition is true also of Cambria county, while Clearfield and Indiana counties are showing up much better than formerly. Some of the large operators of the latter counties have not contracted for any business since the first of August. They will be satisfied from this time on to take care of their contracts, as they appreciate the fact that labor is growing very scarce and is too uncertain, and furthermore that the railroads are more likely to have a shortage of cars from now on than to have a surplus. They feel that should they have any surplus coal at any time, the spot market will offer an attractive outlet.

In the export market there is a big call for American coal, with numerous negotiations for large tonnage being held up by the inability of the parties conducting the negotiations to make satisfactory terms for transportation. Last week exports from Baltimore fell off radically due to the fact that vessels were slow in reporting for loading. Hampton Roads was about up to normal. The bunker demand is growing at practically all of the ports. Hampton Roads supplies of coal are just about up to normal, and shippers from the Pocahontas and New River fields are finding labor none too plentiful, as is the case of the shippers in the Pennsylvania fields. The three railroads having terminals at Hampton Roads have announced an increase in the freight rate on bunker coals, effective January 1, and this may affect the business of the ports of Baltimore, Philadelphia and New York. This question is fully covered in a special article in this issue.

Mine prices of Pennsylvania coal are much firmer than are the prices at New York tidewater ports. Most of the producers in central Pennsylvania who are in position to ship spot coal are asking five and ten cents a ton over former quotations, and this is taken as an indication that prices from this time on will incline upward.

At New York tidewater ports there is ample supply of some of the cheap and medium grades of coal, with the high grades in very small offering. On West Virginia coals the range is \$2.40 up; on medium grades of Pennsylvania from \$2.60 up, and on choice grades \$2.80 to \$3. Slack is firm at sixty-five cents at the mines on West Virginia and eighty to ninety cents on Pennsylvania.

The Vessel Situation.

The coastwise vessel situation is just about easy. Rates from Hampton Roads to Boston are inclined to be a little weak, while rates to the Sound are just about the same. There is no change in rates from Philadelphia and Baltimore to Sound points, and points east of the Capes.

We quote current rates on freight as follows:

From Hampton Roads to Boston, eighty to ninety cents is about the range; to Portland and points east of Boston, from ninety cents to \$1.00. To sound ports, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to Bridgeport or New Haven, thirty cents; to New London and Providence, forty cents; to Fall River and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.85	\$1.30
Medium grades.....	2.60	1.10
Ordinary	2.55	1.00
Cambria County—		
Best Miller vein.....	3.00	1.45
Medium grades	2.70	1.15
Cheaper grades.....	2.60	1.05
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.50	1.00
Indiana County—		
Best grade.....	2.80	1.25
Medium grade.....	2.50	.95
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.85
Best gas, 3/4-inch lump.....	2.65	1.10
Best grade, run of mine.....	2.65	.90
Gas slack.....	.60@	.75

New York Trade Briefs.

T. J. Sullivan, a well-known retail coal dealer of Springfield, Mass., was in New York on Monday.

Robert K. Cassatt, eastern manager of the Keystone Coal & Coke Company of Philadelphia, was in New York this week.

Daniel Anthony, assistant general coal agent of the Lehigh & Wilkes-Barre Coal Company, returned on Monday from a vacation spent at Lake Placid, N. Y.

John Lochrie, the well-known operator at Windber, Pa., is now shipping coal from his new mine at Central City. The operating company is known as the Reitz Coal Company.

G. N. Snider, assistant coal traffic manager of the New York Central Lines, who was ill for several weeks, was able to be back at his desk this week.

A. E. Metlach, manager of the steamship department of the Pennsylvania Coal & Coke Corporation, is back from his vacation, which was spent on a motor trip through the Adirondacks.

At the annual meeting of the Virginia Iron, Coal & Coke Company, having large coal and iron interests in Virginia, James B. Mabon and D. B. Hull, Jr., were elected directors to succeed Billings P. Learned and Henry K. McHarg.

Announcement will be made early next week of the date and place for holding the annual fall two-day tournament of the New York Coal Trade Golf Association. Two courses are now under consideration, the Shawnee at Delaware Water Gap and the Seaview at Atlantic City.

Charles H. Dayton, assistant general coal agent of the Lehigh Coal & Navigation Company of Philadelphia, and E. J. Skeele, president of the Skeele Coal Company of New York, are on a western trip this week, visiting those centres where the Old Company's Lehigh is finding a large market.

Several of the coal loading ports in New York harbor have been visited by strikes during the past two weeks. On last Wednesday the dock workers at Port Johnson went out, and practically no anthracite was loaded at this port up to Tuesday of this week. There was a strike at Port Liberty, which was soon settled up.

On Friday, September 17, bids were received in New York for supplying coal for Bellevue and Allied Hospitals. The requirements call for 3,000 tons of No. 1 buckwheat. Bidders were as follows: Meeker & Company, \$3.08 per ton; Burns Bros., \$2.92; Pattison & Bowns, \$2.69; Chas. D. Norton & Co., \$2.81.

The annual clam bake outing of the New York Coal Merchants' Association will be held this Thursday afternoon at Tallapoosa Inn, on Pelham Bay. This outing is usually attended by a full representation of the retail coal trade of New York, with many of the wholesale trade present as their guests. A baseball game is usually one of the star attractions.

The *Reynoldsville* (Pa.) *Star* is the authority for the statement that the Pardus mine in that section will resume operations on October 1. E. R. Newton, Jr., manager of the Pardus mine states that the improved demand for coal and orders for former customers warrant them in starting up the mine, and the prospects are that this will be run on full time.

J. H. Davison, New York manager of Weston Dodson & Company, Inc., No. 17 Battery place, was compelled to go to the hospital on last Saturday, suffering from appendix troubles. He was operated on several years ago for appendicitis, and following this it was thought that all his troubles of this nature were over. His many friends in the coal trade look for his rapid recovery.

At the mines of the Maple Ridge Coal Company, in Somerset county, Pennsylvania, of which W. A. Marshall & Company of No. 1 Broadway, New York, are sales agents, a new tippie and screening table were put in operation on last Monday. This company is finding a ready sale for its product, and the new installations of equipment will enable them to put it on the market in the best possible shape.

It is understood that the Panama Railroad has awarded contracts for approximately 600,000 tons of coal to be furnished for Canal purposes for the year September, 1915, to September, 1916, to Crozer-Pocahontas Company of Philadelphia and W. C. Atwater & Company of New York. These bids were opened on September 3, the Crozer-Pocahontas Company bidding on 100,000 tons, and W. C. Atwater & Company on the entire amount.

Philadelphia Trade.

Car Supply Begins to Tighten at the Time When Orders for Coal Are More Plentiful.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, September 23.

Placing of B. & O. operators on a percentage basis for their car supply, the latter part of last week, was the big news that has helped out the soft coal situation. The first of the week saw considerable activity and many buying orders placed, and the consequent effect of this was to stiffen prices all along the line. Quite a number of the mines in the central part of the state are reporting that their output for the remainder of the month and for October has been sold up and this also has tended to send consumers scurrying for spot coal that may be available.

One thing that is gratifying to soft coal men, is the fact that their repeated warnings to the coal buyers is at last "sinking in." One of the local papers this week carried quite an editorial, declaring that the shortage of labor and cars was not a bugaboo, but an actual fact, and that if prices were to double in a short time it was nothing more or less than a rise in values due to conditions that cannot be averted. Another newspaper after making a canvass of the labor situation, has sent out blanks to the coal operators here asking what they thought of the coal situation that apparently was at hand.

Most of the local coal men are of the opinion that prices may hold fairly steady until the first of the year rather than take an immediate jump when the capacity of movement in October and November is on. They point out that some of the heavy users of coal, have been quietly stocking up, and if they can get an ordinary supply for their purposes, things may be held in check. Again it is asserted that the storage of coal by the big railways will allow quite a number of cars to be used in the regular trade that otherwise had to be given over to the carriers.

From the piers there has been moved several large cargoes of coal destined for abroad. Monday, for instance, saw a movement of over 10,000 tons for foreign shipment. There is no accumulation of cars there at the present time.

Anthracite Situation.

Pea coal has been the favored member of the sizes in the hard coal trade during the past week. At this writing the wholesalers have had no reflection from the extra business that was started up with the return of cooler weather. Retailers, however, were busy as beavers the middle of the week filling up small orders for empty coal bins. Chestnut sizes have also shown a disposition to be better in demand and the nut coal has been ordered freely. A continuation of the cool spell is all that the wholesalers and retailers ask to place the business back to its normal condition for this time of year.

New England has been a little slow in taking coal from this source, and the movement over the piers on anthracite for the past week has been lighter than has been noted for some time. Buying orders, however, were received in heavier volume at midweek and the heavy shipments that will follow, it is said, will make up a tonnage that will compare favorably with corresponding months of other years.

Philadelphia Trade Notes.

I. Elmer Perry, retailer from Wilmington, was a trade visitor seen on Monday.

Burt Gellatly of Gellatly & Co., of Pittsburgh, was one of the trade visitors of the week.

Howard Adams of the S. M. Hamilton Company of Baltimore, was in Philadelphia on business on Tuesday.

F. McCann of E. M. Alden & Co., Boston, spent a couple of days this week visiting with the anthracite coal trade of this city.

S. L. Yerkes, who represents a number of operators in the Birmingham, Alabama fields, was one of the visitors to the trade this week.

W. A. Thomas, president of the Flat Top Fuel Company of Bramwell, W. Va., spent Wednesday in this city. Another West Vir-

ginia operator who was here was Mr. T. E. Houston, president of the Houston Coal Company of Cincinnati.

The Cortright Coal Company have been appointed the exclusive sales agents for the output of the mines of the Hill Top Coal Company an Indiana county operation.

John J. Kirke of A. Pardee & Co., who has been under the weather for several weeks past, has recovered from his illness and is able to be back in the harness once more.

Dr. Walter S. Blaisdell, secretary-treasurer of the Punxsutawney Coal Mining Company of Punxsutawney, was a caller at the local office of the company during the week.

The brothers Stauffer, in charge of the affairs of the B. Nicoll Company here, were away during the week. J. C. was up in the hard coal fields and Harry was in New York.

C. C. Wolf, representative of the Davis Colliery Company at Columbus, Ohio, dropped into the local offices of the company this week. Mr. Wolf had been spending his vacation at New England points and wound up with a tour of Atlantic City.

Percy C. Maderia narrowly escaped serious injury in an automobile crash, when his car collided with that of a doctor near Jenkintown. He was thrown out, but beyond a few minor hurts he was none the worse for his experience.

Henry Liveright, an Osceola Mills operator from the Clearfield district, took a look at the business conditions in the east this week. Another visitor from the operating end was Frank Smith, manager of the Hillsdale Coal Company of Hesbon, Pa.

The Youghahela Coal Company of Pittsburgh, have established an office in this city at room 305 Real Estate Trust building. L. J. Gray is in charge and will take care of the business of the company on the seaboard. G. H. G. Gray, his brother, who is general manager of the company was in town for a couple of days last week.

Quite a number of local and close-by coal men were present at the opening of the new freight offices of the Lehigh Valley Railroad Company in the Bourse building on Monday. With the opening of these offices the announcement was made that there would be an active campaign made for business with a local delivery.

Friday of this week the collier Franklin, owned by the Coastwise Transportation Company of Boston, will go into commission and will leave this port for Baltimore, where she will be loaded with coal for export to the Mediterranean. The trial trip of the 9,000 ton vessel was held early in the week and acceptance was ordered by the owners.

The local Chamber of Commerce has added a feature that will be of great value to coal men, who have an eye to export business. A foreign trade bureau has been added to its equipment. N. F. Poe, who represented business houses in South America, will be in active charge of the department. Reports and information on foreign conditions will be on file for the use of those who desire it.

Philadelphia coal companies which have been using Newport News as a shipping point were much interested in an advice from the Norfolk & Western railway announcing changes in the terminal charges at their piers. Formerly the rates were \$1.40 freight with terminal charges of \$30 for bunkering foreign boats and \$11 for those in the coastwise trade. The new rate that applies is now \$1.50 on the net ton and \$1.68 on the gross. This will amount to an increase of 22 to 23 cents on the gross ton.

Wholesalers of anthracite who make interstate shipments, have been holding a close ear to the ground for any intimation of what officials of the traffic departments of the railways have arrived at in their conferences over the new rates that have been established by the Interstate Commerce Commission. While the new rates do not go into effect until Dec. 1, there is a possibility of an appeal, and if the new rates do go into effect it is bound to affect prices made on the old standards.

The Philadelphia golfers are on the quiver for the particulars as to the golfing contest to be held by members of the New York trade at the Seaview Golf Club about the middle of September. The lone representative of Philadelphia's golfers, who attended the

Lakewood meeting last spring, is doing his best to get a fair representation of the devotees to be present at the fall contests. Philadelphia is not without a good showing in golf material. Some of the local players have figured in national contests. Within the next few days, the following list of players will be approached with a view to getting their promise to participate. Phil Castner of Castner, Curran & Bullitt, Howard Perrin of the Susquehanna Coal Company, A. J. Carty, T. K. Jenkins of the B. Nicoll Company, Jack Barnes of Barnes & Tucker, Arnold Service, Mr. Carlisle of the Blair Parke Coal Company, Charles Corr of the Rogers-Corr Company and Mr. Jardine of Pilling & Crane.

The death of W. Durrel Shuster at his home in Palmyra, N. J., removed one of the figures that had much to do with the coal trade of this city years ago. The early part of his life was spent in selling coal. Over a quarter of a century ago, he formed the wholesale firm of Rhodes & Shuster, and after varying success the firm finally went into the hands of a receiver. After this he operated as a retailer under the firm name of Shuster & Co., and when this was liquidated, this business was the nucleus of the retail firm of J. W. Edmonds & Co., which a couple of years ago was absorbed by the George B. Newton Coal Company. Mr. Shuster was of the belief that concerted action by coal men was of greater benefit than individual action. He was one of the incorporators of the Philadelphia Coal Exchange and served as the first president of that organization. He was sixty-three years of age, and was in the insurance business in the closing days of his career. He leaves four sons. A number of the older men of the trade attended his funeral which was held at Palmyra on Wednesday.

Reading Revenue.

PHILADELPHIA, September 22.—(*Special Correspondence*).—Slackening in the coal business was given as the underlying cause of a reduction in the revenue of the Reading Company, the holding company of the Philadelphia and Reading Railway Company and the Philadelphia and Reading Coal and Iron Company, in the annual report for the year ending June 30, and which has been recently made public.

The revenue from the coal traffic decreased \$1,391,895 as compared with 1914 or equivalent to 6.22 per cent and the sales of the anthracite coal marketed by the Philadelphia and Reading Coal and Iron Company, amounted to \$28,476,166, a decrease of \$2,470,178. The sales of bituminous coal were \$1,028,001, a decrease of \$178,672. The total receipts of the coal company were \$30,086,512, a decrease of \$2,617,470.

The coal lands of the company are valued at \$47,859,302, in this report.

Edward T. Stotesbury, president of the Reading Company, speaking of the recent decision of the circuit court, which found for the company in the Government suit charging violation of the anti-trust law, says in his report: "It is gratifying that the plan of reorganization adopted in 1896 was an honest attempt to cope with a perplexing financial situation so as to save exceedingly valuable property for many persons whose investments were in serious danger and an attempt to solve difficult legal problems with scrupulous regard for the law." The claim of the government that the reorganization accomplished in 1896 'was a mere subterfuge and sham' is decisively overruled and it is held that the commodities clause of the Hepburn bill has not been violated by the Reading companies.

With respect to that part of the decision which suggested that separation of the Central Railroad of New Jersey from the Lehigh and Wilkes-Barre Coal Company be considered, and a decree prepared. Mr. Stotesbury says: "Owing to the fact that Judge McPherson's decision was not handed down until after counsel interested in the case had, in many instances, left their offices for their summer vacations, no decree has as yet been prepared. The decree will doubtless be prepared in the not distant future, when consultation between counsel for the government and the defendants can be had."

The new coal pier to be built at Baltimore by the Baltimore and Ohio Railroad will cost about \$1,800,000, and will have a capacity estimated in the official statement as 10,000,000 tons a year. It will be the largest coal pier on the Atlantic seaboard. The pier will be 700 feet long and 115 feet wide.

New England Trade

BOSTON, September 23.—(*Special Correspondence*).—The big news feature of the New England coal market this week was the announcement by the Boston & Maine Railroad Company that it had postponed indefinitely the award for the several millions of tons of bituminous, bids for which were opened a week or so ago. No specific reason was given for the action of the railroad. Rumor has it that the bids submitted were very much higher than the railroad had expected, and that the company intends to ask for new bids within the near future.

Local and nearby receipts of bituminous during the past week or ten days have been fairly large. Most of this coal was consigned to contract consumers, who for one reason or another wished for deferred deliveries. Rather than lose a customer local wholesalers have acquiesced to consumers' demands. The result has been that offerings at Mystic Wharf have been considerably in excess of requirements and prices have suffered correspondingly. Most reported sales of New River and Pocahontas reported at that point have been on a basis of \$3.60 per ton f. o. b. cars, but it is an open secret that some lots have changed hands for less money.

Stocks standing and running to Hampton Roads ports are still in excess of requirements, and while the official f. o. b. price is still \$2.85 per ton, some shippers have made no bones of cutting prices in order to move coal. Notwithstanding this price cutting and the condition of the Mystic Wharf market local dealers seem quite optimistic regarding the future. They point out that fewer and fewer consumers are using water power each day owing to the dry hot weather, that their stocks of bituminous are lower than they have been before in a long time and that they will be obliged to come into the market for fresh supplies before a great while. Then too, general business conditions in this section of the country are steadily growing better, which spells for a greater consumption of bituminous. They say, also, that ruling prices do not begin to tell of the activity of the market—that a great deal of soft coal has been shipped from southern ports during the past six months, and that the situation is a great deal healthier than most people realize.

The recent hot spell put a crimp in the local hard coal business, but since then business has picked up wonderfully. Practically all of the New England retail trade are operating at capacity and stocks in yards are being fast depleted. The demand is for cargo lots as well as car-lots and embraces practically everything but broken which is usually quiet at this season of the year. A good demand for buckwheats has sprung up in Providence, Fall River and other Sound points, but the supply is small and prices are very strong. No. 3 buckwheats are selling on a basis of \$1.80 per ton f. o. b. New York, and birdseye at \$2.

Stove and egg sell rapidly at \$5.85 per ton alongside Boston Harbor, nut at \$6.10 and pea at \$4.05. Independent shippers are getting full circular prices both here and at all-rail points. One of the largest independent operators says: "You will not hear much more talk about independent shippers cutting prices during the remainder of 1915, at least." Loadings at mines and at tidewater points are fairly prompt, notwithstanding the fact that the mines are still operating on reduced schedules. No car shortage is reported as yet, but the time is fast drawing near when such stories will come to hand. The demand for anthracite from the provinces is fairly encouraging. Pennsylvania bituminous is unchanged at ninety cents to \$1.50 per ton.

Very favorable shipping conditions has brought about a larger offering of space from southern ports and as a result vessel rates are a shade easier. The averaging asking rate from Hampton Roads to Boston is seventy-five to eighty cents per ton. From Baltimore to Boston rates range from seven to ten cents a ton more. All of the barges carrying anthracite appear to have been put in first class condition during the recent quiet spell of the market. Space for anthracite from New York to Boston is still fifty to fifty-five cents per ton; from Philadelphia to Boston it is about seventy-five cents; from New York to Providence it is forty cents and to Pawtucket, forty-five cents.

New England Trade Notes

The New England Coal & Coke Company's steamer Brandon en route from Boston to Lam-

berts Point was obliged to put back to Boston owing to a disarrangement of her steering gear. The Brandon was one of the steamers brought around from the Great Lakes recently.

Simeon Crumb, local representative of Dickson & Eddy, has offered a prize of \$25 to be competed for by sixteen of the best checker players of New England at a meeting of the Boston Checker Club at the American House on Columbus Day. Mr. Crumb is an ardent checker fan.

A Vermont charter has been granted H. W. Myers & Sons, Inc., of Bennington, dealers in coal, wood and grain. The company has no capital, 1,000 shares of stock representing the property and rights. The incorporators of the concern are: Henry W. Myers, William H. Myers, and William H. Watt, all of Bennington, Vt., and Frederick M. Myers of Pittsfield, Mass.

The pair of horses, wagon and two sets of harness, all valued at \$1,000, stolen from the Brighton Coal Company on September 18, have been recovered by the Portland police.

Following are the receipts of anthracite and bituminous at Boston during August and those for the eight months ended Aug. 31, together with comparisons (in tons):

ANTHRACITE.			
August—	1915.	1914.	Decrease.
By sea, domestic	135,889	157,436	21,547
By rail	12,487	33,909	21,422
Total	148,376	191,345	42,969
Since January 1—			
By sea, domestic	976,991	1,144,732	167,735
By rail	111,759	127,583	15,824
Total	1,088,756	1,272,315	183,559
BITUMINOUS.			
August—			
By sea, domestic	370,319	437,072	66,753
By sea, foreign	27,798	14,000	*13,798
By rail	6,150	3,146	*3,004
Total	404,267	454,218	49,951
Since January 1—			
By sea, domestic	3,119,116	3,312,326	193,210
By sea, foreign	284,953	118,788	*166,165
By rail	53,927	38,141	*15,786
Total	3,457,996	3,469,255	11,259

*Increase.

Buffalo Trade.

BUFFALO, N. Y., September 22.—(*Special Correspondence*).—The anthracite lake trade has not started up to any extent, the present shipments being about the lightest of the whole season to date. Many of the boats leave here light, going after ore, and preferring not to wait for loads of coal. The last week's shipments were 80,950 tons, as follows: Duluth-Superior, 35,800 tons; Chicago, 24,800; Waukegan, 7,900; Green Bay, 7,000; Sault Ste. Marie, Ont., 3,900; Racine, 1,550. It all depends upon how fast the coal moves away from the docks at the other end of the lakes whether a revival of activity will occur soon in the lake trade. It is said that coal has lately been moving away but slowly from the docks.

Very little business is being done in supplying coal dealers at present and the buying is about as light as for some time. Last week the warm weather was blamed to a large extent for the lack of life to trade, but a little colder weather this week does not appear to start things moving to any extent. Dealers find that their customers are indifferent and until some real cold weather comes along business is likely to be unsatisfactory. The usual big demand is looked for this winter and there may be some trouble in supplying dealers with all the coal needed without considerable delay.

The bituminous demand continues better than a few weeks ago. Warm weather has retarded further improvement with many offices, but the general report is that business is looking better. The scarcity of small cars is quite noticeable and it is also attended with a slow movement of coal from the mines, shippers sometimes saying that it takes about twice as long as usual to get the coal delivered. A shortage of men is complained of by quite a few operators, the miners still going abroad to fight for their native countries. Coal production has also been curtailed lately by the numerous holidays, as well as the spirit of unrest among the miners, who are expecting that labor troubles will occur next spring.

The coal market holds firmer than a short while ago, with much strength developing in slack. Few contracts are now being taken for slack except at stiff prices, for it is the common opinion that a premium will rule in slack during the winter. Consignment coal has not been coming onto the market quite so freely as usual.

Buffalo Trade Briefs.

W. C. Blodgett, sales agent of Dickson & Eddy has gone to Chicago and the northwest on a business trip.

D. E. Russell, vice-president of the D. L. & W. Coal Company returned this week from a vacation of several weeks in New Brunswick, Canada.

George H. Fox of the Cunningham Coal Company, Chicora, Pa., and C. D. Junkins of the North American Coal Company, Morgantown, W. Va., lately called on the trade here.

President E. J. Skeele of the Skeele Coal Company, and C. H. Dayton, assistant general coal agent of the Lehigh Coal & Navigation Company, were visitors here part of this week.

President William F. McClurg of the McClurg-Helsdon Coal Company has returned from a stay at the Alden mineral baths, this county, where he went after a severe attack of rheumatism.

Harry V. Woodward has been elected trustee of the affairs of the bankrupt George T. Foster Coal Company of Rochester. Both the assets and liabilities of the company are stated to be slightly under \$20,000.

George E. Henry, who is president of the Allegheny Valley Operators' Association, has been re-elected president of the Keystone Mining Company which operates the Sarah Furnace and Sterling mines.

Baltimore Trade.

BALTIMORE, September 23.—(*Special Correspondence*).—Mixed feelings as to the coal situation here were found in a trip through the trade offices. Following a week of unusually heavy exporting of coal, there developed the past week one of great loss as compared with many weeks previous. During the six day working period ending September 18, less than 20,000 tons of coal was moved from this port on export account. In the trade there was the general explanation that vessel bottoms were scarce, and this was borne out in part by some reports that shippers who had intended sending out coal on foreign account the past week found it impossible to make charters at anything like fair rates. There were some rumors of cancellations because of dissatisfaction or misunderstandings, but these were not verified to any serious extent.

Then there was considerable complaint of car shortage. Operators along both Pennsylvania and Baltimore & Ohio lines in many cases complained that they were not receiving their full quota of cars, and that the tonnage movement would have been much greater if this element of failure had not entered the situation. The trade is looking rather askance at prospects for the near future.

Satisfaction was taken, however, in the fact that the price list was well maintained except in one instance, and that some slight advances were recorded for some of the better grade fuels. Slack broke somewhat, and offerings at sixty cents were noted. Heavier movement of screened coal to the northwest to take care of stocking before winter sets in, thus causing an over-production of slack, was the cause assigned for the drop. Demand for the fuel for general industrial purposes has held well.

Prices to the trade may be quoted about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.85 @ .90	\$2.23 @ 2.28
Run of mine .....	.80	2.22
Slack .....	.60	1.98
Somerset—		
Best	1.25 @ 1.35	2.13 @ 2.53
Good	1.10 @ 1.15	2.28 @ 2.33
W. M. R. R.—		
Freeport .....	.80 @ .85	1.98 @ 2.03
B. & O.—		
Freeport .....	.80 @ .85	1.98 @ 2.03
P. R. R.—		
Best South Fork	1.30 @ 1.35	2.48 @ 2.53
Miller vein	1.10 @ 1.15	2.78 @ 2.83
Ordinary .....	.85 @ .95	2.03 @ 2.13

It is rather difficult to get up much enthusiasm from hard coal men here just now. The recent very hot spell knocked some awakening household trade into a cocked-hat for most of them. Of course this business will come, but it is not pleasant to contemplate it as coming all in a bunch. Many of the dealers too are beginning to figure advance effects on the market should the next year be ushered in with a practical certainty for strikes when the miners' agreements expire in the spring. It is hard to get customers to figure ahead on such contingencies, but it makes the coal men do a lot of guessing.

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The Real Issue in West Virginia-Ohio Quarrel.

There is now in progress a great row between the operators of Ohio and the operators of West Virginia. It is likely to spread. This, then, is the time to inquire: What is it all about?

The news can be summed up in two short paragraphs, as follows:

"Within the next thirty days all coal-carrying Ohio, Pennsylvania and West Virginia railroads will file with the interstate commerce commission at Washington new schedules of rates increasing by sixty per cent the differentials in favor of Ohio coal as against West Virginia coal. This agreement, following a conference between executive heads of these railroads with the commission was announced September 9th at Columbus, Ohio, on his return from Washington by Vice-president M. J. Caples, of the Chesapeake & Ohio and the Hocking Valley railroads.

"By the terms of the agreement, Toledo is to be made the basing point for fixing new rates on coal shipped from Ohio and West Virginia mines to points in Ohio, Michigan and Indiana. The rate on West Virginia bituminous coal to Toledo is to be forty cents greater, according to the agreement, than the rate from Ohio mines. The rates on West Virginia coal to all other points in Ohio, Michigan and Indiana are to be proportionately increased."

Recently, a meeting of all West Virginia operators was held at Huntington. The following resolutions were adopted:

"The effort of the railroad companies to increase freight rates fifteen (15) cents per ton on all coal mined and shipped from this state into the markets west and north and northwest, has raised an issue, which directly affects the coal mining industry and indirectly affects every other industry, commercial enterprise or financial institution within the confines of the state.

"The proposed action of the railroad companies to advance freight rates on coal fifteen (15) cents per ton will place an embargo on coal production in West Virginia and cause a suspension of the mines shipping coal west or north.

"What is of greater importance to the people of West Virginia, the contemplated advance in freight rates will strike a serious blow at every home within the state. It would impede, if not destroy, the industrial and commercial growth of a great commonwealth and reduce to extreme poverty and misery hundreds of thousands of industrious and thrifty wage-earners and American citizens.

"The coal mining industry of West Virginia has been developed and grown to enormous proportions, not because of any special favor shown the mining industry of the state by the railroad companies; not because of any advantage in freight rates; not because the mine workers earn less wages than in any other coal producing states; not because of special transportation facilities, but simply because the operating coal men of West Virginia have persistently demonstrated the superior quality of West Virginia coal and the exceptional opportunity for mine workers to earn a high standard of wages.

"We contend that there is not an operation within this association, or within the state, whose profit amounts to the sum of fifteen (15) cents per ton, but on the contrary is much less than that sum where profit is shown at all, and that the consequence of such increase would be either to force the sale of the product at a loss, or eliminate West Virginia coal entirely from the markets affected by the proposed differential.

"We have no quarrel with the operators of our sister coal-mining states, but we have a right to resent being imposed upon by what seems to be the arbitrary decision of the railroad companies to single out and discriminate against West Virginia coal producers. We have a right to resist, by every intelligent and legal means within our power, any attempt of the railroad companies to increase the freight rates fifteen (15) cents per ton on West Virginia coal. We have a right to protest against the action of the railroads in their attempt to compel West Virginia coal shippers to pay forty (40) cents per

The Favored Field Used Its Advantage to the Full and the Victim Found a Way to Get a Handicap—When Prices Rule.

ton more freight than our competitors pay to transport coal into the general markets.

"We cannot fully comprehend why all the railroads hauling coal tonnage from West Virginia to the northern and western markets have jointly agreed to attempt to enforce an advance of fifteen (15) cents per ton in freight rate on coal shipped from this state, unless there is a dominating influence which has compelled all the railroad companies to act as a unit.

"We, the representatives of the operating coal companies, with mines on the M. & K. Ry. and its tributary branches from Gauley Junction to the Ohio river; on the C. & O. Ry. and its tributary branches from Gauley Junction to Huntington and on the Coal & Coke railroad from Gassaway to Charleston, in meeting assembled, recognize the seriousness of the situation.

"In the interest of thousands of mine workers employed in the development of the industry; in the interest of the thriving commercial enterprises of the state; in the interest of the farmers and wage earners of other industries of West Virginia, we protest against the arbitrary action of the railroad companies in their effort to increase the freight rate on West Virginia coal, and we hereby declare and resolve,

"First. That the action of railroad companies to advance freight rates on West Virginia coal to be unfair, unreasonable, and unjust to the coal mining industry of our state.

"Second. That the proposed action of the railroad companies to be the worst form of discrimination and destructive to a great industry in which millions of capital has been invested and giving employment to tens of thousands of people.

"Third. That we shall oppose by every intelligent and legal means within our power, any attempt of the railroads to single out West Virginia coal producers for discrimination in an attempt to increase freight rates on the product of our mines.

"Fourth. That we appeal to every individual, commercial and financial institution in the state of West Virginia to join with us in protesting against and resisting the proposed freight rates on coal produced in West Virginia and shipped out of the state.

"Fifth. That a copy of these resolutions be given to the press, to the state board of trade, to the boards of trades and chambers of commerce of the various cities and towns within the state."

What the Point Is.

These things—the news item and the resolution—give the facts. The railroad intention is made clear; the differential against West Virginia will be made larger. Also the disposition of the West Virginia operators is evident; all the forces, political and commercial, of that state are going into action. That is, there is going to be a long and hard fight between Ohio and West Virginia before the various commissions. With a question of freight rates as the bone of contention, these adjoining commonwealths are, in a sense, going to war. At least the will of West Virginia will be pitted against the will of Ohio. That is what the issue means, really.

But what, after all, is the real milk in the coconut? What is it all about? An affair of this sort never reached a point of involving all the machinery of two states without some big cause. What, then, started it? The crux of the situation in all probability will be found to lie here in this simple human principle.

Whenever any man has an advantage over another man, and used it not to enrich himself, but to impoverish the other, he invites a fight. The odds may be against the man assailed, but if there is any ingenuity left in him or any desire for reprisal he is going to find a way.

West Virginia is a wonderful state. It has more coal than any other state. It has more and better grades of coal than any other. It has thicker veins than any competitor. There can be no doubt about those facts. Thus West Virginia is naturally and preeminently the greatest coal producing district in America; in some respects it has no superior in the world.

Also West Virginia is relatively new as coal producing states go. Most of the mines have not been worked for long. Therefore they still are working under most favorable conditions.

All these things considered, West Virginia operators should be making money and lots of it. But the real coal men there have not made money for a very good reason. West Virginia has no business but coal mining, since everyone wanted to get rich, everybody tried to produce coal. Tom, Dick and Harry opened a mine and said they were operators. They made up, candidly, a motley crew recruited from almost every other line. Most of them are small. These little fellows are unsophisticated as business men, and are not governed by business principles, because they do not know what such things are.

These small men plunged into the coal trade and played the bull in the china shop, as will appear presently.

A Point Overlooked.

Ohio is an older coal producing state. It was shipping coal twenty-five years before West Virginia started and sixty years before newer fields began. The coals of Ohio are not so good; the mining conditions are not nearly so favorable; many of the mines are quite old and have been producing for a long, long time. The average cost of production for many reasons necessarily is high. As a matter of fact, the only thing that the Ohio mines had was a market. They did have that because Ohio is one of the richest and best states in the union.

The inexperienced small operator of West Virginia coveted the Ohio market. These novices in business made one fatal mistake. They said that the American's cupidity will devour everything and shut his eyes to anything. They decided to make an open and frank appeal to Ohio's cupidity. They wanted Ohio's market and in exchange for it were willing to give the consumer the advantages which West Virginia had been given by nature. That is, the relative newness of the mines—hence low cost of production—larger yield per man per day—therefore lower cost per ton—and splendid roof and floor conditions—making for clean mining were thrown into one pot. They cut the cost of producing coal considerably below what the Ohio operators could possibly duplicate.

The West Virginia operator might have put some of his advantages in his pocket as profit. He would have done so had he been older and wiser. Instead he proceeded to give them all to the consumer in exchange for his order. If Ohio was trying to get \$1.20 for coal, West Virginia was willing to take coal orders for \$1.00. If Ohio tried to get \$1.00, West Virginia took eighty cents. If Ohio cut to eighty cents, West Virginia cut to sixty-five cents. There was no escape from that. Ohio was losing and West Virginia was gaining, the business. The transfer was made so steadily that soon Ohio would have had none.

After a while, Ohio awoke and started to fight. The operators began to realize that the bottom was going from under their investment. The miners began to realize that their work was disappearing. The railroads saw that their tonnage was disappearing. Everyone began to be concerned at the same time.

These things the small West Virginia operator overlooked. It never occurred to him that a state political organization would want nothing better than a fight to see that all Ohio business should be kept intact and defended against the attacks of outsiders. Disregarding this point, the West Virginia operator continued his depredations incident to cut price. They thought that the time would never come when all of Ohio

would rise as it has now, to demand a differential that would make competition even. Apparently the small West Virginia operators supposed that they could drive Ohio out of business and get away with it.

The Broader Bearing.

If this were merely a matter between Ohio and West Virginia it would not be discussed here. However, it is far more than a local ruction. It is a cross section of the general tendency of the entire coal trade and the cause of most of the ills. For example, Ohio is fighting West Virginia to get a forty-cent advantage in freight rate instead of twenty-five cents. The question immediately is:

"What will Ohio do with that extra fifteen cents a ton when and if it gets it? Will it be content with the business it now has and put at least a part of this advantage in its own pocket? Or, will it do the same as West Virginia and use that fifteen cents to begin to take the tonnage away from West Virginia?

If the latter is the case, the shoe has been merely transferred from one foot to the other. And the trade is no better off than it was in the first place. That is, if West Virginia has carried on a predatory campaign against Ohio, it is not a solution for Ohio to begin to carry on the same sort of war against West Virginia. The transfer of advantages does not warrant the man who has it in future to use it to despoil the other fellow any more than that was the case in the past.

The thing has even a broader application. What is done to Ohio will more than likely be done to western Pennsylvania, since the situation of the two states is almost identical. Therefore, if Ohio gets a forty-cent instead of a twenty-five cent differential against West Virginia, western Pennsylvania will likely get the same. If Ohio adopts a predatory attitude towards West Virginia's business, western Pennsylvania is likely to do the same thing. With two such powerful states pitted against West Virginia, the destruction of the coal business of that state can very easily be foreseen. This again is merely a matter of transferring the shoe from one foot to the other. It dislodges the advantage from one place and puts it in another place without getting anywhere in the matter of solving the problem.

Influence on the West.

Even so, the difficulty does not end there. By getting a fifteen-cent advantage in the rates within Ohio, it and western Pennsylvania will have that much of an advantage in the movement of coal to the lakes. As they get that advantage to the lower lake ports, it is automatically transferred to the upper lake ports. Therefore, Ohio and western Pennsylvania have fifteen cents a ton advantage over their western competitors in the northwestern market. The vital question is:

What are they going to do with that advantage? If they use it to enrich themselves, nobody will complain and there will be peace in the coal family. But, if they use it to despoil the western operator of his business in the northwest, we will have presently another such situation as has now arisen between West Virginia and Ohio. That is, the eastern operators will be stripping the western operators of their market and the western operators will be forced to fight in order to retain their share of the business.

Everything considered, the situation is of pretty good size and the matter involved is of immense importance. This whole matter will have to be settled some time and, as the Illinois operators have often declared, nothing is ever settled until it is settled right. It is never going to be settled right so long as an operator refuses to use his advantage to enrich himself and insists upon using it to despoil the other fellow of his business. In order to get to the solution, therefore, we must change the whole ambition of the coal trade. That is, we must get away from the craze for tonnage and substitute a desire for profit.

Philadelphia Harbor.

Philadelphia—meaning, of course, those who guard the interests of the city as a port—has felt keenly the criticism made by government officials that deep draught colliers of the navy would not be sent there for coal until there is assured a sufficient channel.

Bids were opened the middle of August for dredging the channel of the Delaware river between Port Richmond and deep water. This work is to be done by the city and will cost in the neighborhood of \$100,000.

It has been contended by the Navy Department that the channel in the upper Delaware

was not deep enough. The contemplated work will give Philadelphia a thirty-foot channel from Port Richmond to the sea at low water. As there is a tide of eight feet, vessels drawing thirty-eight feet of water could come up safely on high tide.

The United States Government is excavating the turning basin in front of the Port Richmond piers and when this is completed large boats will be able to leave or reach this basin with full cargoes at any stage of the tide. This is part of the thirty-five-foot channel for Philadelphia that has been authorized by Congress.

New Pier at Curtis Bay.

It is said to be the intention of the Baltimore & Ohio railroad officials to proceed at once with the construction of the large coal pier in the Curtis Bay terminal, authorized by the board of directors at the monthly meeting held in New York last week.

The new pier, which will be an important addition to the railway facilities of Baltimore, will cost approximately \$1,500,000 and will require at least eighteen months to complete it, so that the final details of the plans will be gone over and bids asked on the structure without delay.

With the new pier, whose capacity will be 10,000,000 tons a year, Baltimore will be placed in a strong position to secure a large share of the export coal trade. Not only will the city be thus placed in the front rank as a coal port, but its general importance as a shipping center will be emphasized.

The new pier at Curtis Bay marks the completion of a plan which the Baltimore & Ohio railroad has had under consideration for some time of enlarging its Baltimore terminals. Careful study has been given by the officials to modern coal terminals, with the result that the new pier will be the last word in structures of its kind and embody many features which will be new.

Unlike the present pier at Curtis Bay and most of the others on the Atlantic seaboard, the new structure will be designed on the unit plan with individual car unloaders of large capacity which can be worked singly on vessels docked on either side of the pier or the entire loading capacity can be directed to the loading of one ship.

The new pier will be fireproof throughout and of steel construction. It will be 700 feet long by 115 feet wide. In preparing the plans for the new pier, which were submitted to President Willard, Francis Lee Stuart, chief engineer, determined upon new devices, which, while insuring great speed in loading vessels will prevent breakage of coal while being emptied into the holds of vessels. Breakage will

be overcome by means of a system of belts leading to movable towers, which will load into vesels on either side of the pier by means of shuttles and belts on these towers.

The individual car dumpers will be able to handle cars fifty-three feet long and unload forty 100-ton cars an hour. The belts will be run at speeds varying from 250 feet to 500 feet a minute. Therefore the capacity of the pier will be from 3,000 tons to 6,000 tons an hour according to the necessity for rapid loading. This is greater than the capacity of any structure of the kind yet built. It will be possible to load two vessels on opposite sides of the pier with one or two dumpers comprising the units of the pier, or it will be possible to load the output of two car dumpers into one vessel.

Officials of the railroad point to the large increase in coal traffic handled at Curtis Bay during the present year as providing the necessity for the new pier. To July 31, according to statistics of the road, the coal handled at Curtis Bay had exceeded the entire tonnage handled during 1914.

July Coal Exports.

The Department of Commerce, through the Bureau of Foreign and Domestic Commerce at Washington has just issued a statement covering the exports of domestic coal and coke from the United States and bunker coal laden on vessels engaged in the foreign trade at the specified districts, during the month of July, 1915. It follows:

Districts—	Coal—		Coke.
	Anthracite.	Bituminous.	
Maine and New Hampshire	831	.....	.....
Maryland	85	258,585	12,072
Massachusetts	308	.....	.....
New York	29,197	3,021	1,636
Philadelphia	5,458	167,321	26
Porto Rico	.....	75	.....
Virginia	.....	765,778	701
Florida	2	.....	.....
Mobile	.....	558	.....
New Orleans	36	1,037	19
Arizona	2,570	1,929	3,094
El Paso	.....	10,357	10,934
Laredo	.....	1,363	32
San Francisco	.....	31	13
Southern California	4	25	.....
Washington	.....	321	3,191
Buffalo	98,598	161,490	29,585
Dakota	.....	1,984	123
Duluth and Superior	28	1,357	27
Michigan	95	32,257	5,537
Ohio	2,800	714,767	550
Rochester	68,442	82,871	681
St. Lawrence	64,060	21,038	1,535
Vermont	690	328	69
TONS.			
Total	273,206	2,226,493	69,825
BUNKER COAL.			
Districts—			Gross Tons.
Maryland	.....	.....	53,113
New York	.....	.....	289,202
Philadelphia	.....	.....	47,053
Virginia	.....	.....	177,499

Shipments of Anthracite Coal By Sizes.

A statement just issued by the Anthracite Bureau of Information at Wilkes-Barre gives the distribution of the shipments of anthracite during 1914 according to the sizes shipped from the different regions. It shows that of the 68,342,601 tons sent to market in 1914, 41,976,907 tons, or 61.42 per cent, were of the prepared or domestic sizes, and 26,365,694 tons, or 38.58 per cent, consisted of pea and smaller sizes. One of the interesting features of the statement is the larger proportion of prepared sizes and the smaller proportion of steam sizes shipped by the Wyoming region as compared with the Lehigh and Schuylkill regions.

The shipments of stove and chestnut coal, the two highest priced grades, from the Wyoming region constituted 46.66 per cent of the total from that region, whereas the shipments of these sizes from the Lehigh and Schuylkill regions constituted only 39.07 and 39.45 per cent respectively of

the totals from these districts. The shipments of pea and smaller from the Wyoming district constituted 35.38 per cent of its total as compared with 42.7 per cent from the Lehigh and 43.64 per cent from the Schuylkill. These figures exemplify the more favorable mining conditions that obtain in the Wyoming or northern region.

There was a slight increase in the percentage of small sizes in 1914 (38.58 per cent) as compared with 1913 (38.26 per cent), but with the exception of 1913 the percentage of small sizes in 1914 was the smallest in several years and points to the gradual disappearance of the culm banks from which the greater part of this portion of the product has been obtained. The output of "washery" coal, as that from the culm banks is designated, reached its maximum in 1909, when 41.76 per cent of the total production consisted of the small sizes. By 1912 it had dropped to 39.23 per cent and in 1913 it was 38.26 per cent.

STATEMENT SHOWING PERCENTAGES OF THE VARIOUS SIZES OF ANTHRACITE SHIPPED FROM THE SEVERAL REGIONS DURING YEAR 1914.

	Wyoming Region—		Lehigh Region—		Schuylkill Region—		Total—	
	Tons.	Per Cent.	Tons.	Per Cent.	Tons.	Per Cent.	Tons.	Per Cent.
Lump	78,605	.19	27,755	.31	70,028	.38	176,388	.26
Broken	2,055,223	5.04	468,830	5.16	934,070	5.05	3,458,123	5.06
Egg	5,188,774	12.73	1,167,515	12.85	2,118,487	11.46	8,474,776	12.40
Stove	8,987,458	22.05	1,696,741	18.67	3,419,831	18.49	14,104,030	20.64
Chestnut	10,032,255	24.61	1,854,383	20.41	3,876,952	20.96	15,763,590	23.06
Pea	4,528,514	11.11	1,148,966	12.64	2,344,120	12.68	8,021,600	11.74
Buckwheat No. 1	4,430,737	10.87	1,285,262	14.14	3,203,990	17.32	8,919,989	13.05
Smaller than buckwheat No. 1	5,459,237	13.40	1,437,659	15.82	2,527,209	13.66	9,424,105	13.79
	40,760,803	100.00	9,087,111	100.00	18,494,687	100.00	68,342,601	100.00

Year's Work of the American Mining Congress.*

By Carl Scholz.

Many Things Have Been Done for the Mining Industry But Much Remains to Be Done—Policy Outlined.

An appreciation of the fitness of things determined the American Mining Congress to hold its meeting in San Francisco this year, and to participate in the Exposition, which celebrates the completion of the Panama Canal.

Mining has had much to do with the development of the West and hence with the creation of those conditions which made the canal, in a home sense, advisable. We may well say that mining is, in fact, responsible for the discovery of the Pacific Coast, or at best its rediscovery under more favorable conditions. Until gold was found in California, the vastness of the western prairies, the snow-capped ridges of the Rockies, and the alkali deserts presented a series of barriers to the early settlers which they were not keen to try to surmount. To cross all three with primitive transportation facilities was a problem as difficult and as hazardous as the sailing of the unknown seas by Columbus some 400 years ago. The discovery of gold, however, brought a great number of people to the Pacific slope, and California's cities grew out of those mining camps. This magnificent city is one of the results.

Thus mining is the foster parent of modern California and, indeed, the underlying industry of the west. That is to say, the miners and prospectors soon learned to appreciate California's wonderful climate and soon learned the capabilities of its soil. This led directly to that great agricultural and horticultural development which has become famous the world over.

With the double productivity of the state proved, the railroads indulged in competitive campaigns looking to the construction of transcontinental lines to bring in the equipment to be used in the mines and to carry away the products of the soil. Thus began the trade exchange on which California grew.

These facts are mentioned because, as miners, we are proud of the strong influence which our industry has exerted upon a community so productive of great wealth that it finally called for and brought about the construction of the Panama Canal.

We have an interest in the completion of the Panama Canal as an engineering feat, namely, that in the execution of the work mining methods were used, such as dredging, sludging and blasting. And, without the use of cement, which is also a product of mining, it would have been impossible to complete this work without excessive cost and delay.

California is truly a great mining state, ranking as it does the fifth producer of the United States, with an annual value of the production of over \$100,000,000. This is more than the output of twenty other states. And the growth from nothing to this commanding position has been accomplished in less than seventy years. It is, therefore, proper that the highest tribute should be paid to the representatives of the mining industry in this state.

We are becoming accustomed to deal in very large figures in this country, but few not connected with the mining industry realize that the value of the mineral products of the United States in 1913 was in excess of \$2,500,000,000.

This convention at San Francisco was called mainly for the purpose of bringing together men interested in mining that they may appreciate that their purposes and their problems are one, even though their technicalities and their local conditions differ. To this end we afford opportunity for brief discussions, believing that with the ground cleared here of any and all misgivings the work will be taken up more actively and with more purpose when we return to our respective homes. With this in view, the list of addresses has been confined to the most urgent and important subjects. In keeping, this statement of your president is restricted to a brief review of the accomplishments of the year and to a few suggestions touching future needs.

The year just closing has been one of many and grave perplexities. The European war, which so seriously depressed the metal producing industry during the closing months of 1914, resulted in a healthy reaction to the copper and other metal industries in 1915. At the same time general business has endured a depression which had a detrimental and blighting effect upon the coal industry. This is especially true of the Cen-

tral Western States. The exports of coal from the eastern fields, or those adjacent to the seaboard, and the sales of coal to makers of war materials, have in part offset the domestic trade losses.

To relieve their distress, strenuous efforts have been made by the coal operators of Illinois and Indiana to devise and adopt permissible cooperative methods that would introduce economies and eliminate the disastrous and wasteful forms of competition, while leaving the competitive spirit full room in which to grow healthfully.

The increased use of water power, fuel oil and gas, the consolidation of light plants, and the establishment of electrical central power stations, have seriously curtailed the use of coal in various sections. These things, in addition to the unsettled trade conditions and to the influences growing out of the European and Mexican war situations, have brought about a serious situa-



Carl Scholz.

tion for many coal fields; they have affected employers and employees alike. The aid of the Federal Trade Commission, which came into existence on April 1, has been invoked in an effort to find a solution for these problems. But the Commission feels that, as now constituted and endowed, it has no power to deal effectively with the situation. Even so, it is deeply in sympathy with the efforts of the coal owners.

This convention will be addressed by the ablest men in the country on the question of governmental regulation of business, hence it is not necessary to elaborate that subject here. Suffice it to say that it is the evident tendency that we are to become a government by commissions; whether this will meet our complex needs in one of the grave questions of the hour. Its very gravity suggests that it should be the duty of every citizen to consider carefully this subject as the one most vital to his welfare and to the very existence of our form of government. Meanwhile, the enactment of the Clayton bill, which in a sense permits labor to do the very thing which the Sherman act denies to capital, suggests a growing political tendency to distinguish between forms of employment, degrees of wealth and the voting strength of the adherents of certain ideas which—seeing the indefinite and uncertain attitude of the courts—strikes at the very foundation of our government. This Congress has been neither an antagonist of labor nor a protagonist of capital. But it does stand firm on the doctrine that our government must show partiality to neither. It insists that the national Congress and the state legislatures shall consider these economic subjects in terms of enduring principle and not in terms of relative voting strength of certain partisans.

It is not our belief that the report of the Commission on Industrial Relations as recently published was expressive fairly of the facts considered nor of any attitude which our government can take. Its publication as a public document can work only mischief, and in consequence it is deplored.

Perhaps no social or economic subject has been so generously discussed as the propaganda for workmen's compensation acts. Laws on this subject have been operative in a number of states for several years. This subject has been discussed frequently on this floor, and undoubtedly the statements here made have given helpful direction to many efforts to make these laws sane. Even so, there is great lack of uniformity and there is need that we address ourselves to that subject at once. For example, it is clear now that the compulsory feature, injected into the laws of several states, does not meet the approval of either the employers or the employees. This needs to be changed.

Also, employers generally believe that the industry should bear the cost of its accidents, but in many instances the decisions made by state commissions are manifestly unreasonable and result in litigation and ill will, which is not desired by the employers and cannot be beneficial to the employees. A better way than now exists generally must be found for collecting and administering any fund collected for this purpose.

The attitude of the government in endeavoring to obtain information which will assist it to find a solution for some of our vexing industrial problems is deserving of our commendation and should have our cooperation. The activities of the Federal Trade Commission are especially commendable in many directions, but in no one way more so than when it advised industries generally to adopt standardized accounting for the ready and accurate comparison of competing units and for the purpose of ascertaining costs.

The cooperation existing between the Bureau of Mines and the Geological Survey and the mining industry should be furthered by asking suitable appropriations for this work. In addition to the safety and life saving features and rescue work, the complete utilization of our mineral resources should be encouraged. The great need for coal tar products and its adoption for the separation of ores by the flotation process and other problems resulting in greater economy are deserving of the closest attention. Cooperation with the Federal Trade Commission in solving the problems of fair and unfair competition and an extension of trade relations is desired.

The question of control of the mineral resources, now withdrawn by the government, is of the utmost importance. The present status is seemingly unsatisfactory to a great number, and it would seem advisable to bring the needs of the affected areas fairly before congress to settle the present chaos with as little delay as possible and with justice and fairness to those directly affected.

Reference to the development of the mining industry and the conservation of life and limb to those engaged therein would not be complete without recalling the untimely death of the first director of the United States Bureau of Mines, who, as a life member of this congress, was one of its staunchest supporters. A special session will be held on Tuesday, September 21, in commemoration of Dr. Joseph A. Holmes.

Death has also claimed other prominent members during the year. The west, in the death of Colonel Thomas Cruse, has lost a prominent figure in the metal mining industry; the southwest, Mr. James Elliott, who was our vice-president for Oklahoma and one of the leading figures in that section.

It is gratifying to say that notwithstanding the serious business depression, the finances of the American Mining Congress are in a healthy condition, and this in the face of the great drains upon our resources resulting from the expenses arising from the publication of the "Mining Congress Journal." This has proved a valuable aid to this organization, if we are to judge by the many favorable comments received.

The organization of several new state chapters prompts the opinion that we are making headway, but it is evident that only by continued and unceasing efforts will we be able to accomplish our aim.

The cordial co-operation accorded me by the membership and the directors and officers is gratefully acknowledged.

*President's report to the American Mining Congress at San Francisco, September 21, 1915.

Haven't Coal Men the Guts to Get Good Prices?

PHILADELPHIA, September 30.—(*Special Correspondence*).—About a year ago William Allen White, the sage of Emporia and newspaper man extraordinary, wrote a magazine article relating to the aridity of Kansas in a booze sense. "Willum" took up about a half column apologizing for and paving the way, to use an inelegant but forceful old English phrase, to the effect that any state could become dry "if it had the guts to do so."

Is that what is the matter with coal prices at present? Haven't coal men the guts to get a good price?

Let's get this thing straight before we start to rattle the dead bones. If this is going to be an argument, a discussion or a sermon, it is a pretty good thing to start out with a given foundation and the quickest way to get that is to build it.

For nigh onto three years, coal men have been taking their coal from the earth, placing it on cars and trusting to the good Lord and the selling force to break even. Distress, from low prices, was the regular thing; an upward turn in price was as welcome as a missionary at a cannibal feast.

Then came the war last year. It was tough sledding before that, but it was a hang sight worse afterward. For a year, the jobber and the consumer—if they had the sense that was given little geese—have had a picnic. It has been practically a consumer's market with prices practically what they wanted to make them.

The Price Tendencies.

There have been times when the anthracite man could look on his bituminous brother with a pitying smile. That was when the latter was being pinched by over production and the other things that send the prices to the bottom. This spring and summer, even the hard coal man has found it hard to get prices. Time was when the so-called anthracite circular price was inviolate. The ten cents more on the ton, starting with May 1st, was added as regularly as the change in date was made on letters.

This year, while it does not show on the surface, quite a jag of hard coal has been sold as late as the middle of August at what is known as "April circular, tax off."

A little strengthening of bituminous prices has been seen lately, but it has been a halting, hesitating, half-hearted sort of rise. The coal operators have been like a lot of bad boys surprised in a farmer's apple orchard; they have been undecided whether to stand still and be caught or leg it and take a chance.

Having thus the facts, as to the producers' policies, how do those policies conform to the other facts—the state of demand and the supply of labor, cars and coal?

The Labor Situation.

Take the labor question. It has been figured that, in normal times, at least 1,000 families went to the coal districts per week. The war cut that off practically.

And, the war did more than cut off the source of supply; it started subtracting from the supply already here. At first it was a dribble—a hundred or so men a week went back to the fatherlands to fight. But, since Italy's entrance into the war, the dribble has become a steady and ever-increasing stream? Within the last couple of weeks it has been nothing for the newspapers at the eastern seaboard to record the fact that 1,300 or 1,500 reservists "sailed yesterday on the liner So-and-so." Suppose we say that five hundred of this number came from the coal regions. That means that fully 1,500 men are lost each week to the coal fields.

And there is another feature. Since the steel mills and other industries which use common labor have started booming, the call to higher wages and more steady work has been heard at the mines. Quite a number of the miners have heard and responded to the call.

If the mines of the state of Pennsylvania were called upon tomorrow to work to capacity, not two-thirds enough men could be found to man them.

That seems a pretty broad statement, but a concrete case proves it does not overstate the situation. A mine in the bituminous section of Pennsylvania—working the B. Miller vein—has been running on half time for nearly ten months. The sales manager, who does not pose as a

With Every Condition in Their Favor, They Are Still Cutting Their Prices Down to a Low Level—A Few Facts.

seventh son of a seventh son, believed that he saw more advantageous prices in sight with the coming of September. So he determined to "speed up" on the sales end and then see what the operating end could do in the way of "falling into line."

This mine has produced 7,000 tons a week. At half time, it was producing 2,100 tons a week. Three weeks ago full time was ordered and the production was 2,400 tons—an increase of 300 tons on the week. The superintendent had the under-cutters to get down the coal not enough men.

The second week a call was issued for more men or enough to bring the shifts up to their former quotas. Sixty men were all that were to be had. Where did they come from? From five other mines in the vicinity that were working half time. When the other five mines tried to get men to take their places, they found that the neighborhood supply was at bed rock.

It is an open secret that the labor contractors of Pittsburgh and West Virginia cities, where mine labor can be had normally without any ado, have gone for weeks without supplying one-fifth of the requirements of some of the mines.

And April 1st sees the opening guns trained on the wage scale question. In Pennsylvania, both anthracite and soft coal miners will come forth and state their case. The emissaries of labor are already on the ground. The "itch" is being spread. At the time that this article was being written it was told the writer that the men of a non-union mine had walked out. They had not asked for any union recognition—they wanted better wages and a guarantee against short time. The short time of the past couple of years has caused more discontent than any other factor.

The Car Situation.

The car situation has always been a potent factor in the prices of coal. Last week the daily papers commented that the railways were waking up—when it was too late—and that continuous inquiry was being made of the steel mills as to their ability to turn out railway supplies—cars and rails. Only one railway—among the eastern coal carriers—has even tried to keep its rolling stock up to standard. Some of the others this summer tried to patch up their equipment. They did the best they could, but still it was a patch-work job that was done.

The West Virginian carriers—where originates so much tonnage—have kept pretty well in pace with the increased coal business from their fields. But, how about the lines which complete the delivery—the Ohio roads, for example? The floods of 1913 set them away back and the money stringency since has kept them from adopting a program of progress. That is, they fell behind and have not recovered. That is generally true.

Here is another thing to consider: Many journals are devoted to practical railroading. The feature of these ordinarily is the news of big buying. The feature of these papers today is *not* the orders for new rolling stock, but rather the lack of comment thereon.

It would seem that any stress or any extraordinary demand on the railways will place them in a worse tie-up than has ever been seen. Do the railways know this? Here is an extract from a news despatch, printed in one of the conservative dailies in Philadelphia under a Pittsburgh date line:

"According to reliable information all the big trunk lines as well as the smaller railroads are now storing coal against any contingency that may arise as a result of the heavy demand for export coal and the threatened shortage of labor due to the return of thousands of foreign-born miners to their native lands. * * * Since July 1st the Pennsylvania Railroad, the Baltimore & Ohio, the Bessemer & Lake Erie, the Buffalo, Rochester & Pittsburgh, the Pittsburgh & Lake Erie, as well as smaller lines, have been accumulating a fairly large percentage of coal mined in the Pittsburgh district. At all of the big coal-storing stations of these companies hundreds of cars are arriving weekly, and the stocks at many points are beginning to assume large proportions. Although officials of the different companies re-

fuse to assign any particular reason for the storing of fuel, none denies the fact that it is being done."

How well the Pennsylvania Railroad thinks of its preparedness for emergency is shown by a later despatch from Sunbury, Pa., which states that this trunk line is converting abandoned yards at the lower end of that city into storage places for coal.

It might be well also to remember that one of the biggest grain crops ever harvested will move to the seaboard this year. Also, the steel industry, which last fall was working at forty-five per cent of normal, will this year make heavy demands on railways for equipment.

Influence of Exports.

It is a well-known fact that within the last thirty days various contracts have been made for export coal that will take a considerable tonnage from the market.

One of the stock explanations of why coal has been sold at prices named by consumers has been that there has been over-production. This, it has been argued, has been increased heavily in the last couple of years by the opening of new mines now ready to pour a tremendous tonnage on the market. This looks ominous, but—

Only recently and in only one city, a half dozen sales managers have shown the writer legitimate inquiries that would total 600,000 tons.

This measures in a way the larger demand. Also, the list of chartered vessels for the last month shows that a goodly increase in coal going abroad is a fact.

Add to this, a restriction upon shipments of coal, that may come at any time, from Great Britain, and it can be seen that whatever over-plus there is at home will have a market to absorb it abroad.

Why the Low Prices?

With, as shown, production curtailed and orders increasing, it is time to inquire: Why these wobbly and uncertain prices? Upon sober and impartial observation, this cause is given: The coal operator and his sales force have leaned so long on the arm of the consumer and have, for so long, let him do the buying instead of their being annoyed to do the selling that they can't change in a hurry. In fact, rather than becoming as aggressive as their condition warrants, the coal men are waiting for the user of coal to show timidity before they advance their price.

What of the Weather?

One other factor enters, but that is a subject for speculation only: What will the weather be during the winter months? There is a saying among stock brokers that "he who bets on the weather is doomed to the bottomless pit." Even so, it is well to take into consideration that for two years we have had mild winters. This article goes no further; the reader's imagination must complete the prophecy to his own liking.

In the matter of raising the price of coal to the public, it might be well to keep in mind that: The banks are groaning with money; that workmen are scarce and are making slathers of money; that the west with long prices for grain and plenty of it, has money; and that general business is good.

Why, then, is it that coal prices have not shown a response to conditions? Is it up to the coal man?

His cost of mining has been advancing. Labor is getting ready to make another demand for more wages and goodness knows what else. The steel man is getting his profit, the steamship men are getting theirs. Even manufacturers are not overlooking a chance to make up for lean years. What is the shadow that the coal man is stumbling over? Is it a case such as William Allen White described—that he hasn't the guts to get what is coming to him?

As indicating the immense quantities of steel required in making munitions, it is stated that each nine-inch shell calls for 300 pounds of steel; each twelve-inch shell 1,000 pounds; each eleven-inch shell 620 pounds; the ten and three-quarter-inch, shell 610 pounds, while the sixteen-inch shells will weigh one ton each. This estimate is made on an inquiry from Franch for 135,000 tons of steel for use in making a total of 773,000 shells. These, when loaded, will cost about \$25,000,000, the steel alone being valued at \$6,750,000.

Putting American Coal on Argentine's Market.

An article appearing in a recent issue of "The Americas," a magazine published monthly by the National City Bank of New York, contains much valuable information regarding the Argentine coal situation. It contains also some timely suggestions on the increased possibilities of our exporting coal to that country.

Some of the statements and suggestions are open to criticism. For example, the railways are, of course, the largest users of coal in Argentina, but the article does not mention the next largest consumers of coal, viz., the steamships taking on bunker coal.

While it is true that Argentina is not as yet a coal-producing country, she has, undoubtedly large coal-bearing areas which are being developed slowly.

The petroleum industry deserves more extended mention. Under date of April 8th, *La Nacion* gives the following data:

"The oil deposits at Comodore Rivadavia, owned and worked by the government, comprises twenty-one wells, eight of which are producing. These deposits are right on the coast and most advantageously located.

"The wells are all gushers, with a strong flow of gas, oil being found at various depths, from 630 to 653 meters. The Argentine is planning to increase production largely and to encourage the use of oil as fuel.

"From these deposits 95 million cubic meters of oil was produced from 1907 to March 26, 1915.

"There are also eleven wells owned by private companies, three of which are producing.

"It will probably be some years before the use of fuel oil is extended, but it is a coming factor that must be reckoned with."

The Use of Coal.

The annual imports of coal into Argentine were, in 1913, 4,046,278 metric tons, 3,693,572 from Great Britain, but in 1914 they fell off considerably, to 3,124,312 tons of which

	Tons.
From Great Britain.....	2,883,064
From United States.....	241,248
For the first four months of 1915:	
	Tons.
From Great Britain.....	730,559
From United States.....	148,999

Total 879,558
At this rate, 1915 will show a still greater decrease, not much over sixty per cent of the 1913 total.

It is quite true, as seen from the above, that Great Britain has had and still has a practical monopoly of the Argentine coal trade. The reasons for this monopoly may be summed up commercially in four words—Price, Quality, Credits, Supply.

Friendship, pull, custom of usage, furnace equipment must also be fought by the United States exporter.

Discussing the reasons for the British monopoly, the article under consideration give:

1. Different furnace equipment.
2. Different customs in furnace equipment.
3. Influence of British capital.
4. Higher freight rates and scarcity of ships from United States.
5. Return cargoes always available to Great Britain and not to United States.

1. The reason that grate bars suitable for Cardiff (why not say British) coal are not always suitable to United States coal is that most of the Cardiff or British coal is screened "large" coal, while the North American steam coal that has been shipped to the Argentine was not screened at all, being run-of-mine or "through and through," as the British call it.

Of the British coal shipped to the Argentine in 1914, 2,883,064 tons, 2,429,260 tons were large coal, 71,426 tons, small coal or slack and 7,270 tons "through and through."

It is also true that the men who burn the coal are not accustomed to strongly coking coals, such as New River and Pocahontas, which, they claim, give the firemen more work than do the Welsh coals.

Influence of British Capital.

2. There can be no question that the influence of British capital has much to do with the use of British coal in the Argentine directly and indirectly, as will be quickly found out by anyone trying to sell coal to British controlled companies. Some of the large British coal interests are, in fact, largely interested in Argentine enterprises.

By F. R. Wadleigh.

Freight Rates and the English Coal Situation Favor Us Now, But We Need Return Cargoes for Ships and South American Docks.

In fact, to sell a large tonnage in the Argentine, a visit to London would be absolutely necessary and one to the Argentine advisable, but not likely to be successful.

As the article says, there are other coal-using interests besides the British; Italian, German, French, Belgian and North American, some of which at least would buy coal from the United States.

The reason such interests have not bought United States coal has not always been because of price.

Of course, every one knows that the f. o. b. tidewater prices of United States coals are below those of the best Welsh coals, but the writer of the article makes the mistake of classing together the prices of all British coals. Now there are other British coals exported besides Welsh, even to South America; moreover, there are different kinds and grades of Welsh coal.

In 1913, 498,811 tons of coal other than Welsh was shipped to Argentine from Great Britain. In 1914, the average f. o. b. price of the British large coal shipped to the Argentine was \$4.21 per long ton; but there was also 71,426 tons of smalls, the average price of which was \$4.01. During the first four months of this year the average f. o. b. price of British large coal to the Argentine was \$4.59; of small coal, \$4.32.

Important Price Changes.

It is not, however, the export price that should be considered in this connection, but the export price plus the ocean freight and insurance. When the war began, freights from Cardiff to Buenos Aires were \$3.16, from the United States \$3.40.

Price of coal, f. o. b. Hampton roads.....\$2.70
\$2.70 + \$3.40 = \$6.10
Price of Welsh large coal..... 4.25
\$4.25 + \$3.16 = \$7.41

ON JANUARY 1, 1915.

Cardiff to Buenos Aires.....\$3.95
Hampton Roads to Buenos Aires..... 6.07
Price of coal, f. o. b. Hampton Roads..... 2.70
\$2.70 + \$6.07 = \$8.77
Price of Welsh seconds, large..... 4.37
\$4.37 + \$3.95 = \$8.32

MAY 15, 1915.

Cardiff to Buenos Aires.....\$6.32
Hampton Roads to Buenos Aires..... 8.50
Price of coal, f. o. b. Hampton Roads..... 2.70
\$2.70 + \$8.50 = \$11.20
Price of Welsh seconds, large..... 8.75
\$8.75 + \$6.32 = \$15.07

JUNE 1, 1915.

Cardiff to Buenos Aires.....\$6.44
Hampton Road to Buenos Aires..... 8.87
Price of coal, f. o. b. Hampton Roads..... 2.70
\$2.70 + \$8.87 = \$11.57
Price of Welsh seconds, f. o. b. Cardiff (May 21) .. 8.50
\$6.44 + \$8.50 = \$14.94

The above figures will show that in normal times our small exports must be explained by something other than price; they also show the reason for the recent increase in our exports to South America.

The article states that analyses of "Many North American coals" show no reason for their not being used to a greater extent in South America, etc. Now there are very few North American coals that "have competed successfully in many foreign markets." Leaving out gas coals, there are only about four United States coals that have been successful in foreign markets and these only when their delivered price was lower than that of the better grades of Welsh coals. "Some of them present most, if not all, the essential characteristics of Cardiff coal."

A Matter of Quality.

Let us consider the analysis question. What are the "essential characteristics of Cardiff coal" in this respect? Cardiff coals, as exported, contain from 11 to 30 per cent volatile matter, from .7 to 1.25 per cent sulphur, from 3.5 to 10 per cent ash, from 14,400 to 15,300 B. T. U.

Compare the following actual analyses, all of coals as shipped, not picked or mine samples:

	1.	2.	3.	4.	5.
Moisture	2.83	2.63	.88	1.46	.73
Volatile matter...	20.93	18.25	15.22	15.76	29.13
Fixed carbon.....	71.43	73.87	80.60	77.94	63.24
Ash	4.81	5.25	3.46	4.84	4.90
Sulphur .....	.746	.62	.89	1.04	.56
B. T. U.....	14911*	14921*	15244	14798	14749

*Dry.

1. New River. Average analysis of nine cargoes, about 50,000 tons, sampled and analysis by U. S. Bureau of Mines.

2. Pocahontas. Average analysis of seventy-five cargoes, sampled and analysis by U. S. Bureau of Mines.

3. Welsh first class admiralty. Analysis of actual shipment, large coal.

4. Welsh, second class. Analysis of actual shipment, large coal.

5. Best Monmouthshire. Analysis of actual shipment, large coal.

Analysis of other British coals exported to Argentine are given below; the best of them sells today for \$5.77 f. o. b. loading port (Hull or Tyne ports):

Best York-shire Steam.	Northumber-land Large. Dry	Durham Unscreened.
....	28.37	1.50
32.85	67.67	30.13
64.56	3.40	62.27
2.59	.86	6.10
90		.92
14616	14887	14276

Moreover, as stated above, all of the British steam coals shipped to South America are not Welsh coals, quite a large tonnage coming from the Northumberland and Durham districts; these coals are higher in volatile matter than the Welsh coals, not as high in heating value, but are harder, just as well prepared and considerably cheaper, the best grades of large coal (screened) selling, normally, at 13s f. o. b. Tyne ports, the present price being 25s.

The American Offering.

It is quite true, of course, that "many North American coals," the majority, in fact, "contain a high percentage of volatile combustible matter."

It is *not* true that such coals are only suitable for use within short distances and not suitable for ocean transportation, on account of risk from fires. The amount of volatile matter in coal has nothing, of itself, to do with the liability to spontaneous combustion of any coal. What about the continued use for the last three years of Fairmont coal in Egypt? This coal contains as high as thirty-eight per cent volatile matter. Of the half million tons of Australian coal annually imported into Chile and stored there in large piles for months? Much of this coal runs over forty per cent volatile. The writer has lately received a sample of Australian gas coal as used by the Gas Company at Valparaiso, which yielded forty-three per cent volatile matter. All of the coal used in South America for making gas is high volatile coal—from thirty to forty-two per cent volatile matter.

Some of the low volatile (fifteen to twenty-two per cent) coals in the eastern United States are notorious for their liability to spontaneous combustion. At Key West and in the Isthmus of Panama fires from spontaneous combustion are by no means infrequent. Nor is Welsh coal free from this trouble.

Other Big Differences.

As to physical characteristics, the structure of the United States coals that have made up the bulk of our overseas exports is quite different from that of any of the Welsh export coals; the latter are harder, have a different fracture and their combustion characteristics are also different.

As to preparation of coal, comparisons are all in favor of the British coals; the latter are more carefully mined, the Welsh coals without the use of explosives, all pick-mined by the best miners in the world as regard carefulness, cleanliness and avoidance of breakage or shattering. They are thoroughly cleaned, and the large coal screened at least once and often twice.

The bulk of the United States coals shipped to South America is run-of-mine, contains usually from sixty to seventy per cent slack and the cleaning or picking out of slate and other impurities is often not given sufficient care and attention.

The article states that this objection (liability to spontaneous combustion) does not apply to all North American coals; that this is shown by the fact that "There are several coal depots, for example, in the Carribean and West Indian ports where North American coal is sold both for bunker use and industrial purposes."

This is true. In fact, the statement could be made stronger (and more accurate) by saying that all of the coal depots at the West Indies are handling United States coals exclusively. But, this is due solely to the fact that United States coals can be placed in these ports at a much lower price than can British coals.

The succeeding paragraph in the article, "All other factors being equal," etc., does not give all (Concluded on page 267.)



The teams which competed in the first aid contest of the Susquehanna Coal Company at Shamokin.

First Aid Field Day of Susquehanna Coal Company.

SHAMOKIN, PA., September 29.—(Special Correspondence.)—"Safety First—First Aid—Compensation." This was the keynote that President Morris Williams, of the Susquehanna Coal Company, asked the 2,000 or more persons who attended the First Aid field day at Edgewood Park, this city, to carry away with them, last Saturday.

If there has been any doubt in the hard coal regions as to the effect of workmen's compensation or first aid work, Mr. Williams put all doubts as to where the company he heads stands. More than that, Mr. Williams, in his little talk to the men interested in first aid work, stands out as a declaration that anthracite operators, in the whole, welcome the coming of compensation as a further safeguarding of the man underground. It was so full of the meat of meaning that it can be considered the big thing of the day. Mr. Williams said:

"We are old worthies, the miners of twenty-five years ago, those who have passed into the Great Beyond, to be asked in their day what would be the success of first aid, safety first and workman's compensation, they would say that such things cannot be. And yet here we have a realization of all of those things that they thought well-nigh impossible. You have a right to look after your brother and see if he is safe. It is the official's first duty to see that you work in safety, and it is your own duty to see that your own work is done in safety.

"I can well remember, when I was a boy, the case of a man who lived next door to me, who was injured in a mine accident. I can still hear his shrieks of agony when he was brought home, and every move grated his broken bones together. I can also remember the distress of that man's family while he was being nursed back to health.

"I am proud to think that no man can fall in this day without having aid, aid that means easing his pain and caring for his broken bones until medical assistance is given. And, thank goodness, after January 1st no wife or child'en will have to get out and work and slave and the injured will no longer have to depend on charity. Compensation will wipe all of that out.

Morris Williams Outlines the Company's Policy—Miners Invent New Devices for Taking Care of Injured Mine Workers.

"It is nothing but common justice and what is due to humanity."

"Compensation rounds out that which is necessary for the well-being of our employes. Carry away with you this thought and ponder over what it means—'Safety First—First Aid—Compensation.'"

The first aid work of the Susquehanna Coal Company is one of the big events of the region. Three special trains, one from Pottsville, from Wilkesbarre and from Lykens, brought the hundreds of miners who were proud of their ability to care for the hurts of others to the field of competition.

Five long rows of canvas spread across the field, so that the spectators in the grandstand had ample opportunity to see the work, was the scheme employed by the judges to oversee the bandaging.

In the course of the competition these rough fellows "from down below" gave the gentlemen of materia medica a few jolts in the way of devices used in their work.

One man had invented a contraption for holding an unconscious man's tongue out to prevent strangulation while in the state of coma. This was in the form of a music clasp, to hold the tongue, the plummet on a piece of string to give the weight and a piece of wood grooved on each end to hold the teeth apart.

Another had fashioned a small slat into a spade-shaped stick with which to pass bandages under an inert form, the idea being that much pain was caused a patient by raising him each time that the bandage had to go under his body.

A third, Sam Thomas by name, deftly whacked a cotton square bandage a few times with the scissors, producing sixteen slits in all, so that this triangular bandage was turned into eight separate pieces, made a wrapping for the hand and a sling beside. And the doctors who examined this ingenious wrapping declared that it

was not alone highly useful, but a discovery that the medical profession might well take note of.

Even little tads of breaker boys had new short cuts for the treatment of injured cases that they discussed with the doctors and pointed out what they thought to be betterments in methods of treatment.

The company itself is keen on these things, for there was on exhibition invalid chairs and cots that proved to be improvements on former styles used in first aid work, and a special stretcher that has proved its value in carrying hurt men down precipitous slopes in the mines.

The events for competition were as follows:

Problems and Time Allowances.

ONE-MAN EVENTS.

1. A man is found unconscious with left hand in contact with an electric wire. Remove to a place of safety, perform artificial respiration by prone method; dress burn on palm of left hand. Time, 5 minutes.

2. A man is found unconscious on the gangway, overcome with gas; make a wrist carry to a place of safety, and restore by Sylvester method of artificial respiration. Time, 5 minutes.

3. After a premature blast, a man is found with both eyes filled with dirt, and wound of the chin; lead to a place of safety, and dress injuries. Time, 5 minutes.

TWO-MAN EVENTS.

1. Wound of the right temple, the left shoulder, the left elbow, and of the entire left hand. Time, 15 minutes.

2. Simple fracture of the fifth and sixth ribs, right side; laceration of all the fingers of the left hand. Time, 12 minutes.

NOTE.—Use Roller bandages for fingers only.

3. Simple fracture of the right collar bone; wound of the palm of the left hand, bleeding in spurts. Time, 10 minutes.

THREE-MAN EVENTS.

1. Burns of head, neck and both upper extremities. Time, 15 minutes.

NOTE.—Use one layer of plain gauze to represent four layers of picric acid gauze.

2. Compound fracture of the middle third of left arm; simple fracture of same forearm, and compound fracture of the middle third of right thigh. Time, 15 minutes.

3. Sprain of the right knee; lacerated wound on back of left wrist; lacerated wound of the middle third of left thigh, bleeding in spurts. Time, 12 minutes.

FULL TEAM EVENTS.

1. Fracture of the pelvis, with lacerated wounds of side of the head, bleeding in spurts. Time, 12 minutes.

2. Compound fracture of the left leg; dislocation of the right hip; laceration of the sole of the right foot, bleeding in spurts. Time, 20 minutes.



The crowds that attended the big first aid field day of the Susquehanna Coal Company at Shamokin.

3. Fracture of spine; laceration of entire length of right forearm; lacerated wound of entire length of left foot and ankle. Time, 15 minutes.

NOTE.—Upon completion of dressing in each Full Team Event, place on stretcher, call time, carry by stretcher past reviewing stand and back to the station.

The boys' teams will compete on a separate one of these problems, at the same time, for a separate prize.

SPECIAL ONE-MAN EVENT.

A special prize will be given for the best original adaptation of one or two triangular bandages for any first aid purpose whatsoever.

Each team shall select which one of its members' special problem shall be entitled to enter this event. Time, 5 minutes.

The judges of the events, Drs. J. B. Rogers of Pottsville, D. H. Lake of Kingston and Dr. James W. Gest of Wilkesbarre, made the following awards: One-man events: First, Pennsylvania colliery, outside; second, Hickory Ridge, outside. Two-men events: First, Hickory Ridge, inside; second, William Penn, outside. Three-men events: Naticoke, No. 1 N. shaft. The special one-man event went to the team from No. 4 slope of the Naticoke colliery, and the big event of the day, that for the full team, went to Hickory Ridge, outside, composed of P. H. Maginnis, captain; Charles Williams, John Ginter, Peter Alerita, Joe Stanshock, Henry Willard and Dave Little, subject. This last is for a silver cup and to each member and the training surgeon is awarded gold fobs.

In the breaker boys' contest, the team from the Pennsylvania breaker was first, and Hickory Ridge second. Not a few of the spectators were anxious to see the little fellows from the Lytle

arranged under the direction of Charles K. Kroman, chief clerk to General Manager Quinn. A large streamer over this declared, "Over 1,000 men are employed to look after your safety. Help them by being careful of yourself and your fellow-workmen." Various photographs were shown showing devices for the betterment of safety in the mines, a safety suggestion box, in which the miners are asked to drop any pointers they have to offer—blue prints of devices that have been found to save life and limb and a collection of photos showing what the company has been doing in making the homes of their employees more comfortable.

The Steel Trade.

PHILADELPHIA, September 29.—(*Special Correspondence*).—The whole of the east has gone steel mad. That was the expression of a leading banker and it seems well to take in the situation. The taking over of the Midvale plant by the Corey and Rockefeller interests, the Baldwin war order, the possibility of the control of the Cambria Steel Company passing from the control of the Pennsylvania railroad, all have had their effect upon the money market and have made history in dollars and cents.

On the other hand the coal men of eastern Pennsylvania have all looked upon steel for many years as one of the guiding stars of the coal busi-

ness. These, with the Russian order and small tonnages taken by the Carnegie Steel Company, brings the business booked so far this month up to 153,050 tons.

"Inquiries from makers of shrapnel and other war supplies, which now are being figured by mills, call for a total of 250,000 tons of billets, bars and blooms for delivery during the first three months of next year. The mills are too busy to figure on 1915 deliveries now; but other inquiries are looked for before the current quarter ends, or less than two weeks, covering from 250,000 to 300,000 tons of steel.

"The American Brake Shoe & Foundry Company this week is inquiring for 20,000 tons of shell bars, and Pennsylvania car builders are seeking 50,000 tons of billets. Italy is in the market for 10,000 tons of nineteen and twenty-one inch ingots. Smaller inquiries from shellmakers total about 11,000 tons. It also was reported yesterday that the French government agents at Pittsburgh are endeavoring to close for 50,000 tons of forging billets for delivery this year."

The Argentine Market.

(Concluded from page 265.)

of the facts, to say the least. Whatever may be the case now, "all other factors" have not been equal.

There are other reasons than lack of ships why North American coals have not secured a stronger position in the Argentine—different quality of coal, poor preparation, no storage or handling facilities, no banking facilities, refusal to give credit, lack of knowledge of conditions, no agents to push the sale of coal, these have all been against United States coals.

As regard the shipping question, it may all be summed up in three words—no return cargoes. It makes no difference what the nationality of a tramp is and whether we own the ships or not; if return cargoes are assured, there will be no difficulty in getting the ships.

Now, as the article states, this situation is being gradually improved, owing to the increasing commercial movement from the Argentine to the United States.

The Need of Depots.

As the article goes on to say, one great need of the United States coal trade in the Argentine (and elsewhere in South America) is a coal depot at some central point, as well as discharging facilities.

Not every buyer can handle a full cargo and even when they can are not willing to buy a cargo unless they have tested the coal.

A storage depot would enable the United States exporter to handle small orders and to get his coal tested by different users; spot coal could be sold many times where a cargo could not.

The "peculiar situation" spoken of as being advantageous to our coals, namely, the refusal of British coal shippers to sell coal to industries controlled by Germans will, no doubt, be intensified by the recent order of the British government not to allow coal to be exported to any neutral country, except by special license for each cargo.

The whole situation in the Argentine as regards coal is well summed up in the last paragraph of the article:

"If we can sell the Argentine users as good coal at the same or a lower price or an inferior but satisfactory coal at a commensurately lower price and if we can guarantee the supply, with satisfactory financial arrangements, then the said users will always be ready to consider the purchase of our coal."

Retail Association News.

T. O. Busbee, chairman of the executive committee of a local retail coal association in Knoxville, Tenn., reports that this association is accomplishing much satisfactory work for the dealers of that city. Meetings are held at regular dates each month, at which time various matters of interest to the members are discussed. Mr. Busbee promises a more complete report of this association and local business conditions at a later date.

Secretary I. L. Runyan of the Illinois-Wisconsin Coal Dealers Association, reports the following firms who have recently become members of this association: R. J. Latter, Harvard, Ill., and the City Fuel Company, M. & C. Coal Company, Miser & Ward, Samuel Raney, Sr., J. R. Welsh and John Whittemore, all of Decatur, Ill. Meetings were held at Harvard September 24 and at Decatur September 27.



One of the prize winning ambulance teams of the Susquehanna Company.

colliery win. They organized six months ago, and because their surgeon had been ill practically all of their training was self-taught.

Dr. J. M. Maurer was the master of ceremonies during the first aid contest and saw to it that the whole program was worked through "as smooth as glass."

At noon guests, contestants (and those who came with them) marched into the grove, where luncheon was served. It could hardly be called that—it was a grand picnic, with all of the good fellowship that goes along with a picnic event.

At the conclusion of the first aid contests all of the participants, headed by two bands, marched around the grounds and wound up in front of a speakers' stand that had been erected in front of the grandstand of the park. General Daugherty acted as chairman, and the first short talk was made by General Manager R. A. Quinn. He declared that the officials must stir themselves if they hope to keep pace with the example set by the men in safety work. He told the employees that a lungmotor had been placed in each one of the collieries with a competent man to use the device in cases of accident. It was the purpose of the company, he said, to spend both money and time in getting anything that would aid in this work. Figures quoted by Mr. Quinn shows that of the 13,000 employees engaged in mining, the following were connected with this work: Two hundred instructed in use of the mine rescue helmet, 325 in active first aid work, fifty who were actively engaged in safety first work and 475 officials and others who were engaged in carrying out safety first work. From January 1 to September 1, 1914, there were thirty-two fatal accidents and only seventeen in the same period in 1915.

Besides President Williams, whose speech is quoted above, Judge Fuller of Wilkesbarre gave the "boys" a talk.

An especially interesting part of the affair was an exhibit of safety first and first aid appliances

ness, both because of the coal and its product used in steel manufacture, and also from the viewpoint of the car supply—for every car of steel takes five cars to haul the "makins" to the furnaces.

The steel people have announced that they have orders that will take them up to the first of January, 1917, to complete. Just how much is the volume of this business and in tangible figures as it stands at the present time is shown by the following summary, which was compiled by the *Public Ledger* from trade, technical and trade paper sources:

"A summary of the volume of the business shows that since the first of September the total rail orders placed aggregate 153,050 tons. Shrapnel and other war contracts, now being figured on by mills, call for a total of 250,000 tons of billets, bars and blooms for deliveries early in 1916. Structural steel contracts, amounting to 10,325 tons, were placed in the last seven days. During this period the locomotive business jumped forward. The Baldwin Locomotive Works received orders for fifty-three, and the Lima Locomotive Company for eight. Buyers were in the market for 45,000 tons of pig iron also, during the week.

"Approximately 75,000 tons of rails were contracted for within a week. The Southern Railway took 5,000 tons from the Pennsylvania Steel Company, and the Lackawanna Railroad ordered 5,000 tons each from the Lackawanna Steel Company and the Pennsylvania Steel Company. The Seaboard Air Line closed with the Tennessee Coal & Iron Company for 7,000 tons. The Russian government gave the Lackawanna Steel Company an order for 10,000 tons, and the 'Clover Leaf' system took 3,000 tons, dividing the business with the Lackawanna, Cambria and the Carnegie Steel companies.

"Since the first of September the total rail tonnage placed by roads in the United States aggregated 114,100 tons, while the Alaska Railroad purchased 4,950 tons from the Colorado Fuel & Iron

Perry County First Aid Contest.

(Special Correspondence)

On Wednesday, September 22, a first-aid contest was held in Pinckneyville, Perry County, Illinois, under the auspices of the Perry County Fair Association and the Illinois Mine Rescue Station Commission. The day was ideal for such an exhibition and a good-sized crowd watched it with much interest as it was the first contest of this nature to be held in southwestern Illinois. The exhibition began about 3:30 in the after-



A Team Contest.

noon and was opened by a demonstration to show the use of rescue apparatus and first aid methods in connection with a mine explosion. A gallery had been constructed of timber and tar paper to represent five rooms in a mine, Fig. 1. An explosion was produced in the room farthest in by and a notice of it was immediately communicated to the foreman on the surface, who telephoned for assistance, supposedly to the Benton Mine Rescue Station, which is the station from which mines in the neighborhood of Pinckneyville



Individual Contest in Progress

would naturally be served. Very soon an automobile dashed up with the rescue team from Benton and was closely followed by an ambulance. The team quickly donned the oxygen breathing apparatus, which was tested out in a small chamber.

In this the fumes were very thick, and this demonstration was quite spectacular and showed how men can penetrate a very smoky atmosphere when wearing the oxygen apparatus. As the apparatus was found to be in good working order,

the team of five took positions along the life line and penetrated the smoky mine gallery to the interior point where the explosion was supposed to have occurred, and very soon one person was brought out on a stretcher supposedly injured and another supposed to be killed. Both of these were placed in the ambulance and taken away.

Before the explosion occurred, the day shift went into the mine after instructions from the foreman at the entrance and a very realistic altercation took place in regard to certain duties that each was expected to perform, and the way in which the duty was to be performed.

The first-aid contest consisted first of a contest between five teams as follows:

Big Creek Coal Company of St. David.
Wilson Richer Mine, Pinckneyville.
Mine Bureau of Inspection, Peoria.
Producers Coal Company, West Frankfort.
Majestic Coal Company, DuQuoin.
Big Muddy Coal & Iron Company, Herrin.
Gillespie Independent First Aid Association, Gillespie.

The problem given to all the teams was as follows:

"Compound fracture of left thigh. Wound three inches long in calf of right leg. Cut on outer surface of right forearm with profuse bleeding. Treat and carry patient on an improvised stretcher twenty-five yards." Ten minutes was allowed for the contest.



Contestant Waiting for Judge.

The first prize was awarded to the team from the Producers Coal Company, West Frankfort. The teams from the Majestic and Big Muddy Coal companies tied for second place and later worked off the tie with the problem:

"Treat a person with a crushed pelvis."

The team from Herrin, Big Muddy Coal & Iron Company was awarded second prize and the team of the Majestic Coal Company from DuQuoin the third prize.

The problem in the "One Man Event" was the following:

"Man has been struck by fall of slate, producing the following injuries: Left ear torn off, contused wound of right eye, lacerated scalp wound four inches long on right side of head. Treat."

In this contest about eighteen took part and three contestants tied, having the same mark. To settle the tie another problem was given, viz.: "Thumb and index finger cut off with severe bleeding, showing bright arterial blood." The winners in this contest were the following:

1st. Messrs. Burnett and Yuell of Herrin.
2nd. Messrs. Nolte and Dunning of DuQuoin.
3rd. Messrs. Avoskee and Campbell of Pinckneyville.

The officials of the contest were: Judges, Dr. G. F. Mead, Pinckneyville; Dr. Byford Webb, West Frankfort; Dr. W. Daggert, DuQuoin; recorder, H. I. Smith, Urbana; announcer, G. T. Powell, Evansville, Indiana.

The medals awarded were provided by the Illinois Mine Rescue Station Commission and the

Perry County Fair Association. The general arrangements were made by Mr. Thomas Jeremiah, General Manager Willisville Coal Company, a member of the Illinois Mine Rescue Station Commission and also one of the managers of the Perry County Fair Association. The local arrangements were made by Mr. Jas. Towal, superintendent of the Benton Rescue Station, and Mr. Chas. Swan, in charge of the DuQuoin sub-station of the Illinois mine rescue service.

The work of the teams and of the individuals was most creditable and showed careful training and practice.

Murray B. Courtright.

The announcement made by the Cortright Coal Company two weeks ago that Murray B. Courtright would become a member of that firm brings into the limelight a man who was born and brought up in the coal business. From the time that he was "knee high to a grasshopper" Mr. Courtright has been interested and closely allied with the coal trade.

When he was a bit of a boy, fourteen years of age, Mr. Courtright had his first taste of the coal trade. He was for a time an office boy for the Mitchell Coal & Coke Company at Gallitzin, Pa., and soon afterward was made one of the pay roll clerks. By close application and studiousness he was advanced to assistant to the general manager at the age of twenty.

For several years he enjoyed this position and



Murray B. Courtright.

succeeded to the title when the Mitchell company became a part of the Pennsylvania Coal & Coke Company. In the late nineties Mr. Courtright branched out for himself and under the firm name of M. B. Courtright & Co. he operated five large company stores in Cambria county.

In 1903, when the Commercial Coal Mining Company was formed, he was active in its organization, and was elected to the presidency of that concern. This post he held until September of the present year, when he sold out his interests and retired.

During his career Mr. Courtright has been associated with J. L. Mitchell, the well-known central Pennsylvania operator, in various of his deals in the west. He is now the vice-president of the Keystone Mining & Manufacturing Company, of Henderson, Ky., and also vice-president of the Clover Leaf Coal Mining Company, of Coffeen, Ill.

With the death of Frank Barton Courtright, Mr. Courtright, who is a distant cousin and also a brother-in-law, decided to return to the merchandising end of the coal trade, and after considerable thought accepted the offer to become allied with this firm.

The Central Fairmont Coal Company, Clarksburg, W. Va., has just closed a yearly contract with a railroad company for the latter's entire requirements of coal and is now hiring about 100 additional miners. The company has already purchased additional live stock for the purpose of taking care of the increased production. The coal company recently added to its previous large facilities at its Snake Hill mine in order to take care of the new production, as well as its established trade.



Featuring Clean Coal.

Not long ago the suggestion was made that a clean coal yard is helpful and that it is worth while, from every standpoint, to keep dirt down to a minimum. Since then the writer has seen a dealer who is not only trying to maintain "good housekeeping" in his yard, but who advertises his coal, which is bituminous, as "clean coal."

The announcements of this house on the subject boldly assert that by using this particular coal, a cleaner house, cleaner children, etc., will result. The argument is out of the ordinary, though based on more familiar points which dealers are constantly using, such as that their coal is well screened, contains only a small amount of ash, etc., all of which help to reduce the amount of dust and dirt to the lowest possible figure.

"We have found that laying emphasis on handling clean coal is a good feature," said the manager of this company. "We could stop by saying that our coal is nice and blocky, and is carefully screened, so as to eliminate nut and slack, and that it burns clean, without clinkers, and with little ash. But while those qualities are all good, the net result to the consumer is less dirt, and getting away from dirt is one of the main efforts which housekeepers are bending themselves to at present.

"In fact, the gas company in this town has been attacking the use of coal for heating purposes not on the ground that it is too costly, but that it is too dirty. The householder is approached with a proposition to get away from the dirt which the gas manufacturer insists is inevitable with coal. And though gas is more costly, and requires the installation of new and expensive equipment, many people are won over to it simply on this and the allied ground of saving labor.

"By talking about clean coal, and then by delivering it—for we really do give enough attention to this feature to be sure that we can do what we promise—we show the consumer that coal need not be dirty to handle, and that the house of the coal user need not necessarily be a repository for coal soot and dust."

In this connection, it may be worth adding that this dealer got a good deal of human interest into his advertising by using the reproduction of a photograph of his three youngsters sitting on a big block of coal. The fact that the coal is clean enough to enable children to play around it without getting dirty was a strong enough argument to reach everybody, while the appearance of the kiddies in a coal ad helped, of course, to draw attention to it. A good illustration, in fact, is always worth while as an eye-catcher.

Keeping Step with Progress.

Every coal dealer succeeds or fails largely as he makes use of his experience. If he absorbs it unconsciously, without attempting to classify it in any way, or to reason toward certain logical conclusions from the facts which he has gathered in his daily work, his business is not going to move forward rapidly. In fact, it is likely to get so deep into the rut as to be buried. On the other hand, the coal man who appreciates the fact that his business is "experience university," and that he has an opportunity to become a better business man and a more successful merchant by studying the questions that are presented to him daily, is bound to make improvement and to have a more profitable business.

Take, for instance, the little point of screening. The consumer who buys a domestic grade of coal, say lump or block, or whatever is offered in a particular market, is of course interested in

getting it free from lower grades, and dealers endeavor to meet that demand effectively. One dealer in a certain city always advertised that his coal was "hand screened," this phrase apparently suggesting greater care, more expense—which was a fact—and better results as to the grade delivered to the consumer.

Now, had this dealer been like a great many others, he would have gone ahead all his business life screening coal by hand, and making a talking-point of it. But he had an opportunity one day to watch this process handled mechanically, and he saw that it was not only done more quickly, more economically and more easily, by reason of being automatic, but that the result to the consumer was better, because the coal was screened more accurately. The sizes were separated by machinery much more exactly than it was possible to do by hand.

The coal dealer lost no time in making use of this item of experience, but promptly began to look around for equipment by means of which to screen his coal mechanically, as well as take care of the other handling processes. And the results have more than justified themselves.

Get Up a Name Contest.

One of the most familiar advertising and selling stunts in the book, and one which is used less frequently in the coal business than anywhere else, is a contest to choose a trade name for a product.

The advantages of the plan are that people like a contest, especially when there is any money attached, and will devote a lot of thought to studying out a good name. This being so, such concentrated thought on the subject of coal—your coal—will make a good many consumers so familiar with it that they are very likely to think of it when they go to buy. And, of course, it is often possible to pick a much better name by competitive methods than in any other way.

A certain well-known operator has recently put on a contest in which retailers have been invited to submit names for a new domestic coal which the concern is to market. Why shouldn't the local dealer use the same idea, if he wants to handle a brand of his own? He can start out by describing the coal which is to be named, and of course the description will be favorable to it, and will serve the purpose of a good advertisement, as well as a contest announcement.

Very likely prominent local citizens—say the advertising managers of the newspapers which carry the ads concerning the contest—will agree to serve as judges. If the stunt is given a sufficient amount of publicity, and if the prizes are worth while, the dealer will get more suggestions than he dreamed the limitations of human invention would permit. If his office or yard happens to be conveniently located he may require that suggestions be brought there in person, instead of mailed, another point which will help to fix the concern in the mind of the contestant, who, in most cases, is also a consumer.

The name contest idea has been used in a single city during the past three months by a shoe dealer, seeking a name for a brand of boys' shoes; a music store, looking for a new handle, and a women's garment shop, which wanted suggestions of a euphonious nature for a basement store which it was starting. The results were said to be excellent in all cases.

Enforce Discount Dates.

"One of the fundamental features of using a cash discount plan," said a dealer who has been

doing business on that basis for several seasons, "is to insist on the time limitation placed on the discount being observed. If this is not done the plan falls to the ground, and you are allowing a discount, in effect, on open accounts. The object which the discount was intended to serve is defeated, and you are simply passing over the extra coin, which as likely as not is the larger part of your profit, without any recompense."

The reference, of course, is to the operation of the plan where the dealer does not sell the coal c. o. d., but permits the customer to get the discount if the bill is paid within ten days from its delivery. Ordinarily, on soft coal sales, a discount of twenty-five cents a ton is allowed, and this is certainly sufficient to make it an object for the customer to respond promptly. However, there are some people who seem to like to "beat the game" in one way or another, and they allow the bill to run past the discount date, and then remit for the net amount. The only thing to do in that case is to send the check back.

A very good way to call the attention of the customer to the fact that the discount is to be applied only under certain conditions, which are specifically set forth, is to use a rubber stamp, exactly the width of the bill. The tonnage and the price are indicated above, with the gross amount given, and the bill then stamped in blank below, as follows:

"This bill is subject to a discount of twenty-five cents a ton or \$..... if paid on or before....."

The amount of the discount is entered in the column at the right, and deducted from the gross charge, while the date is written in as indicated. There is no way for the customer to misunderstand the terms of sale, and when he writes a check to cover the charge he is bound to see whether or not the date is within the time limit. When this plan is used, the customer who tries to "put one over" by taking the discount can be pulled up short, and can't justly claim that he isn't getting all that is coming to him, either.

The Coal Dealer in Disguise.

A man who went about disguised, wearing a wig and a false beard, would be considered by the police department to be a suspicious character. In order to merit the confidence and respect of the public, one must be out in the open at all times.

The dealer who has wagons which are so unrepresentable that he is ashamed to put his name on them is really disguising his business. Instead of having an asset he is content to allow it to be a negative factor, at best, and a handicap, at worst.

Now and then one sees a delivery outfit which is almost a disgrace to the business. The animals are not in condition, the harness is ready to fall to pieces, the wagon is old and unpainted, and is reinforced with a couple of pieces of old plank, and the general appearance of the wagon is no better than that of the garbage outfits that some cities permit to be used in their name. When you see a coal wagon of that sort, it's dollars to cents that the dealer hasn't his name-plate on it. He would be foolish to use it, because he knows that the wagon doesn't do him credit.

The dealer who makes a point of keeping his delivery equipment, whether horse-drawn or motor-driven, in the best possible condition has a big advertisement, and one that is attracting favorable attention to his name and business all over the community in which he lives. His name-plate goes on the wagon-bed and on the harness with pride. He doesn't want to hide behind the disguise of anonymity, because he has something to be proud of.

If you have any delivery outfits that you are ashamed of trade them off and get something you can afford to own.

C. E. Bockus, president of the Clinchfield Coal Corporation, who was in New York from his headquarters at Dante, Va., late last week, stated that the coal trade in the southeast is now very active. Mr. Bockus finds that many cotton manufacturers especially, who have heretofore refused to make contracts, are now very willing to contract, but are finding that operators are not inclined to take on any more business at the range of prices that prevailed last spring, when most of the cotton mill contracts were made. As has already been stated in these columns, the production of the Clinchfield Coal Corporation for August was the largest in its history, and Mr. Bockus stated that the production for September was running even ahead of the August figures, and that furthermore, they had been compelled to take considerable coal from their storage pile at Bostic to take care of pressing orders.



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Mine Clearing House.

THE BLACK DIAMOND proposes to conduct a new department which might properly be called a clearing house of mine ideas. This department will offer to practical mining men an opportunity to ask questions about things which bother them and to engage in a free interchange of opinion with others connected with the coal industry.

Since this department will deal with neither the past nor the future, but with the present, we will print only the point of the discussion. Therefore, the articles will be short and their preparation should not take much of the time of the busy mining men.

Since the desire and intention is to treat only of problems which arise right now, we must keep in close touch with the mines. To that end, all readers of THE BLACK DIAMOND are urged to suggest—by questions, if desired—topics upon which they want information. If any one cares to advance information, so much the better. No one need hesitate to write because he does not consider himself an experienced writer. It is his experience and his ideas that we want and not necessarily his literary style. If the suggestion is good and, if necessary, the editor will put the material into proper form for publication.

About every plant there are some points that would interest others situated similarly. There are points in operation or equipment

of which the mining men are particularly proud and to which they attribute much of their success. We want to know about such things.

Suppose, for example, that your friend John Jones visits you at the mine or that you meet Bill Williams down town at night. If you have done anything particularly well at the mine during the day, or are having any particular trouble, you tell John or Bill about it. If your electrician has devised some new signal or other device, or if the driver boss has a particularly good system, you tell him and he, then, tells you what is going on at his mine. What we want you to do is to think of THE BLACK DIAMOND as John and Bill and to write to us just as you would talk to them. In this way your success or your trouble will be told not only to one but to the thousands who read THE BLACK DIAMOND each week.

Undoubtedly a number who have had similar trouble will send in their experiences and you will thus get the benefit of many men in many localities.

Try it at least and see what happens. It will take only a few minutes of your time and may save you hours in future, even if you get only one suggestion that is helpful. To save time, we suggest that you send letters addressed to "Correspondence Department, THE BLACK DIAMOND, Manhattan building, Chicago, Illinois."

A Charge to Keep.

What is about to be said is neither socialistic chatter, nor economic flubdub. On the contrary, it is the sort of common sense which every real business man has used when fixing his policy. Recruits may try as they may but they cannot get away from it.

There never has been and never will be a case where any man, by his own effort alone, got together a property or a business worth \$100,000. It is inconceivable and impossible that any man, by his own effort alone, should ever get together a property or a business worth \$1,000,000. However, most of us think we are poor if we control property worth \$100,000 only. In these days, a man thinks he is of little consequence unless he controls a business worth \$1,000,000.

Regardless of the contempt in which we have come to hold such an enormous sum, it still is true that \$100,000 is an awful lot of money; \$1,000,000 is an awful lot more money. Either sum is awe-inspiring, because it represents the accumulation of the life effort of so many people. It took the earnest and prolonged effort of many to get so much property together.

A man, therefore, who is placed in charge of so small a property as one worth \$100,000, or so great a property as one worth \$1,000,000 has entrusted to his care the accumulation of the best effort of many people through a long period of time. His, therefore, is a sacred charge. It is not a thing to be toyed with or to be damaged by a wanton or thoughtless act.

Seeing these things, no individual—whether he poses as the "owner" of the property or not—has any right to consider any such accumulation of wealth as a personal asset to be dealt with as he sees fit. For example, an individual posing as the "owner" of a property occasionally gets peeved at a competitor for some imagined offense. He decides to go to war, using

this precious property as his weapon. As a matter of fact, is he at liberty to adopt a policy which must jeopardize if not destroy this great wealth and with it, of course, the work of many people, when the only purpose is to express his disapproval of some other fellow?

We are, indeed, beginning to doubt whether a manager has a right to accept a price for the products of such a concern as will jeopardize if not destroy that value and thus jeopardize or destroy the life work of other people. This is especially true when we realize how much money belonging to other people is invested in a modern business.

We are induced to believe that a business representing even so little as \$100,000 must be considered sacred, because it took the life effort of so many to build it. Therefore, it cannot be ruled by individual passion and prejudice, but rather by fixed business principles which have been built up through centuries, during which just such matters as are here mentioned were taken into consideration.

Breaking Even.

It is comparatively easy, if coal operator goes about it properly, to make a profit and certainly to avoid insolvency. However, to do so, he must start right if he wants to end right. That is, he must finance to suit profit.

We will say, for example, that market conditions are such that he can be sure of only ten cents a ton on his coal. Under those circumstances he must finance and develop on that basis and is safe on no other. His method of figuring is about as follows:

Out of that ten cents a ton margin must be taken enough to create a sinking fund to retire the bonds. We will say that amounts to three cents a ton. There must be taken another amount, say two cents a ton, to pay the interest on the bonds. There must be subtracted another amount, say one cent a ton, for depreciation of plant and equipment. That makes, all told, a deduction of six cents a ton from the gross margin. Six cents is three-fifths of ten cents; therefore, three-fifths of all the money taken in as margin goes to capital account. It means that so far as the stockholders of the company are concerned, three-fifths of the property is not paying them a penny; three-fifths of the work is done without any return to them. They are interested in only two-fifths of the plant.

This three-fifths and two-fifths division must, so long as the margin remains at ten cents a ton, be carried through every department of the mining corporation. For example, the company we will say, has one thousand acres of coal land. Three-fifths of that, or six hundred acres, belongs to the bondholders and must be set aside for that particular purpose. Four hundred acres alone belong to stockholders. If the operators are going to be content with the ten-cent margin, they must say that the stockholders own only four hundred acres.

If the tippie and top works cost \$100,000, then \$60,000 of that belongs to the bondholders; therefore, the equity of that company in that top works is only \$40,000.

As a matter of fact, the only way that the stockholders can get any larger equity is by increasing the price. If the average margin is increased to twelve cents a ton,

the division between the bondholders and the stockholders is fifty-fifty. If by any species of legerdemain the profit can be increased to eighteen cents a ton, the division is one-third to the bondholders and two-thirds to the stockholders. That is, of the thousand acres of coal land, the bondholders would control but 333, while the stockholders would control 666.

This is just a point for some of the operators to figure over. They have been in the habit of considering that they are masters over the whole mine and could do with it about as they pleased. They can do that only if they overlook the rights of those others who have an equity therein, namely, the bondholders.

The safer course, to be sure, is to finance on a less pretentious basis, and, therefore, leave a larger margin for the stockholders who take the big risk. That is, the bondholders money is secured by the coal land; the investment always is safe. The stockholders money is secured only by earning capacity. To give the latter a chance, financing should be more conservative. That only is the road to safety and profit.

The Inevitable Results

Every young man makes one mistake. He starts life on the theory that the world belongs to the young people or which is the same thing to those who can move the fastest. To him speed is all there is. He starts to compete on speed alone. He wants to throw out the middle aged and the old men because they have begun to slow down. Usually speed is his god and he tries to make that the ruling force in the business world.

Incidentally, he creates a lot of trouble by it and only finds out his mistake when the other and older men bring experience and cunning to offset the advantage of his sprightliness. Then the youngster finds that he has only had one thing to his advantage. There are other things which make his one of little value comparatively. That is, skill and cleverness which come with experience can outwit mere animal alacrity at any time.

We get in business precisely the same sort of an exhibition when a new mining field starts to producing and shipping coal. The new field says that the older ones have slowed down and are ready for the scrap heap. Therefore, the old market belongs to the young mine or the one that has the greatest speed possibilities and hence the largest productive capacity. Youth, there, is expressed in low cost of production and large yield. So the youthful coal mine starts in on the same old quarrel with age that has been seen since the beginning of time.

And the young mining field soon runs up against the same proposition as does the young man. The older fields may have slowed down a little, but with it they have gained experience and hence skill. They know more than one way how to do a thing. They know, in a word, that you can get a market without eternally cutting the price to win it. They know, as a matter of fact, that cutting of price to win the market is the least valuable method of them all.

So, in the end, the older mine comes to play its accumulated experience and its skill in marketing against the tonnage record and speed of the newer mining district. And the latter gets a tremendous set-back from which it takes years to recover.

Many a young man who has relied on speed alone has got such a tremendous thrashing from the older fellow that he has never gotten over it. Many of the new coal fields which start out to appeal on speed and low cost of production alone, have made such a bad record for themselves that they have never recovered. In fact, they have committed themselves to low prices, which they could not escape when the costs increased.

If a young mine wants to make money, it should take advantage of the skill and cleverness of the older fields in getting a market and then taking advantage of its speed of production to increase its profit per ton. To adopt another policy is likely to lead to a fight which always means the destruction of something. In a fight one or the other is whipped, and generally it is not the veteran who loses.

Coke Making.

America has recently become interested in coke making, for two reasons. One is that anthracite coal will not satisfy all the household demands. And, as the people want smokeless fuel, coke is considered the proper thing. The other is that we need the by-products and hence must have the gas from which to get them. We do not care to go on forever buying our by-products from other countries.

Every chemist in America is figuring on a new process of coke making. The best theory on this subject is suggested casually by H. A. Kuhn of Pittsburgh. He says that the difficulty has been that coke making was considered a chemical process only. Hence it was undertaken, mainly, by the chemists. They knew a great deal about the composition of coal, but they did not know an awful lot about fitting the appliances to their chemistry.

Therefore, we were long on chemistry and short on mechanics. It seems, from what he has found out, that we got a certain mechanical process which would make the coke. We even got a process which would give us a certain amount of gas. But we have sacrificed most of the valuable by-products because of our clumsy mechanical system. He says that the chemistry of coal is pretty well known, hence the thing we need is the proper mechanical appliance.

He has not worked out his plan in detail, but his theory is so sound that we are rather inclined to expect some big results when he has had a chance to experiment.

The Miners' Debt.

This week there was a meeting of the miners in the Hocking Valley district in Ohio. The operators were contending that the miners union had given better terms in eastern Ohio than were previously given in the Hocking Valley district. They asked for better terms.

The miners would not consent to a readjustment of the wage scale. While this was under discussion, International Secretary Green of the union appeared before the miners and made a long statement. He did not say as much, but his tone seemed to indicate that he would advise the miners to make concessions and thus allow the mines to continue to run, rather than the miners go out on a strike, or the operators be forced to a lockout.

His pointed statement was that the International Union *is now in debt to the extent of one million dollars and cannot be expected to pay any benefits.*

The point of interest to all coal men is the admission of the union officials that the organization is in debt one million dollars. A great many miners have had no work at all or short-time work for the last year. Naturally they have paid a very small amount of money into the union treasury. At the same time the union has been spending money lavishly on various strikes and propaganda. The complete exhaustion of the treasury and the resort to borrowed money is a natural consequence.

Now the miners in different sections are embarrassing the international union by taking such stands as the Ohio miners have just taken. This promises to keep the union poor through the winter months.

The big question in view of these facts is: What will be the disposition of the union next spring at the expiration of the wage contracts? With no money in the treasury and with a big debt hanging over its head, is the union in a position to try to fight the anthracite and bituminous fields at the same time? There is one point which must not be left out of consideration when discussing labor prospects.

Payable in Dollars.

This has been a remarkable week if one views it from the standpoint of developments in the European war. On the firing line the big thing was the change of policy by the allies. Recently Lord Kitchener declared that "the Germans have shot their bolt." Following that declaration the allies made an assault upon the German forces and made astounding gains the first few days.

The newspapers on Monday and Tuesday made the announcement that the allies have negotiated a loan of \$500,000,000 to mature in five years and to bear interest at five and one-half per cent. It is to be convertible at that time at the option of the investor into bonds bearing four and one-half per cent interest. *Payment is to be made in dollars.*

The crux of the whole situation is the last statement, namely, that "payment is to be made in dollars." Everyone who has done any export business or who has tried to do any, appreciates what this means. Heretofore, when the American wanted to buy or sell abroad, he had to take his American dollars and buy pounds sterling. Then he had to take the pounds sterling and buy the coin of the place where he expected to do business. Always there was one exchange to pay. Sometimes there were as many as four or five exchanges to pay. This constant payment of exchange ate into possible profit of the American concerns heavily. Indeed, often the Englishmen could take the business by just the margin that we were handicapped by the heavy payment of exchange.

The terms on which the allies are going to borrow money from us are most favorable to the United States in that they dethrone the pound sterling and enthrone the American dollar as the leading factor in the international money market. Recent changes have indicated that the United States is now the lender nation of the world. The establishment of the American dollar as the foundation of exchange has proved that point.

News Local to Chicago.

W. E. Rothennel has been appointed local sales agent by Jewett, Bigelow & Brooks.

Leo Romanski, president of the Atlas Coal & Coke Company, was in Columbus, Ohio, on Tuesday of this week.

Ernest C. Pratt, northwestern sales manager for the Purity Coal Company, with headquarters in Minneapolis, was a Chicago visitor this week.

At the recent meeting of the American Mining Congress, C. M. Moderwell, president of C. M. Moderwell & Co., was elected one of the directors.

H. E. Patrick, general sales agent of C. M. Moderwell & Company, left on Tuesday of this week for Sioux Falls, intending to go from there to Minneapolis. He will spend, in all, several days in the northwest studying conditions.

The E. Puttkammer Coal Company have taken over the entire output of the Glenridge mine in Marion county, Illinois. The operation has a production of 2,500 tons per day, with shipping facilities over the Burlington and Illinois Central railways.

J. K. Dering, whose interest in live stock is second only to coal, spent a portion of the week at Waterloo, Ia., attending the National Dairy Cattle Congress. On account of the hoof and mouth disease, which is so prevalent, Mr. Dering was unable to exhibit any of his prize herd.

There is a much better feeling among dealers in the steel belt around South Chicago, Gary, Hammond and Harvey. Dealers report all mills working full time with every able-bodied man on some firm's pay roll. This is encouraging, as this section has been a very weak spot on the credit map for over a year.

It is now said that F. S. Peabody will soon be elected president of the Pennsylvania Coal & Supply Company of Milwaukee. This concern is undergoing a reorganization. Among other things the capital stock will be increased to \$1,500,000, or an increase of \$610,000. It is proposed soon to build a new dock, the estimated cost of which is \$150,000.

Captain T. A. Lemmon, vice-president of the Chicago, Wilmington & Franklin Coal Company, is in Washington this week attending the fiftieth anniversary of the grand review of the armies of the Potomac and Tennessee at the conclusion of the Civil War. Captain Lemmon is a member of Columbia Post No. 706, of the Grand Army, and is representative of that post at the Washington review.

William J. Dillon maintains that the mild weather of the past month will in the long run outweigh the temporary disadvantage caused by the cessation of dealers buying. "Farmer" Dillon gets his crop information first-hand from his Libertyville farm, where the corn crop has benefited immensely by the warm September weather. Mr. Dillon is of the opinion that the added wealth to the agricultural community will eventually redound to the benefit of the coal trade in the season.

Members of the coal trade were surprised this week to receive announcements that A. J. Maloney, district sales agent of the Chicago, Wilmington & Franklin Coal Company, had married Miss Caroline Frances Breider of 3911 Gladys avenue. The bride is the daughter of Mr. and Mrs. Philip John Breider. Mr. and Mrs. Maloney are now away on a short honeymoon trip, to be gone until October 5th or 6th. Cards announce that they will be at home after November 15th at 739 Irving Park boulevard.

A meeting of the Chicago Coal Merchants' Association was held on Tuesday afternoon of this week. Secretary Kendall reported the names of seventeen new members who recently have been received in the organization. This was in addition to eleven members recently received. President Elmstrom called attention to the fact that a short time ago the association had set two hundred members as the mark it wanted to reach. He called attention to the further fact that now the membership has reached two hundred and ten and he says that the new goal of association is two hundred fifty members.

E. D. Scott, western sales agent for the Skeele Coal Company, speaking of anthracite market conditions, says that never in the history of his twenty-two years in the coal trade has he noted the indifference of both consumers and dealers to their coal requirements that has applied to the trade for two months. Mr. Scott figures this is due to the mind of the householder being occupied elsewhere, particularly with the European war, and as a result coal has been left entirely out

of his calculations. The only thing that will change this state of affairs is a little frosty weather, which will cause a rush to dealers' yards by practically all the coal-using public.

At the regular meeting of the Chicago Coal Merchants' Association on Tuesday afternoon a suggestion was made that it might be a good thing to have some kind of a dinner for the coal men, particularly as a means of welcoming into the association the new members and in a sense a sort of rally to start interest in the association work for the fall. It was agreed that the committee on speakers should arrange for a session some evening down town and to arrange for it in the near future. Definite announcement of plans will be made shortly, as the committee will get together the latter part of this week. The committee on speakers consists of Leo Romanski, Arthur M. Hull and George H. Cushing.

The producers of coal in Sangamon county, Illinois, are not exactly satisfied with being classed as "Springfield district," which they say now is too inclusive. That is, the operators in Sangamon county are abandoning the old policy of getting rid of the coal regardless of price, but on the contrary are getting the price first before letting go of the coal. They rather insist that maybe all of the producers in the four counties included in the "Springfield district" are not of the same opinion. As emphasizing the distinction, Sangamon county operators this week put out a new price which named \$1.75 on lump, \$1.60 on egg and nut, and \$1.50 on steam lump. Incidentally the Sangamon county operators are the only ones in Illinois who on the first of October announced any increase in price.

On Thursday of this week, F. C. Honnold made the announcement that he had just received word from Rush C. Butler that the Interstate Commerce Commission has refused to interfere with the establishment of advance rates on coal as ordered in the recent decision of the commission in the western rate case. These new rates, therefore, went into effect on Thursday of this week. Dr. Honnold says that the matter of the petition for a rehearing of the case is to be taken up by the Interstate Commerce Commission on October 4th. It will be recalled that recently the railways asked the commission to grant a rehearing on all commodities on which the rates had not been advanced. On the same day the coal operators and the Public Utilities Commission of Illinois also petitioned the commission to grant a rehearing of the rates on coal. The operators were represented in this hearing by Mr. Butler, who has advised Dr. Honnold as we have indicated.

The weather sharps in the Old Colony building have watched the weather with keen interest over the 21st of September to know just what the weather for the succeeding three months is going to be. They have the theory, it will be remembered, that the direction of the prevailing wind at the time the season changes indicates what the weather is going to be for the next three months. They found that up until four o'clock on September 20th the wind was out of the southeast, then it changed definitely into the northwest and remained there for two days. This would indicate that the prevailing wind of the next three months is going to be out of the northwest and therefore the weather is going to be cold and dry. This gave a great many of the coal men a good deal of comfort since there was a belief that owing to the cold wet summer we would likely have a warm dry fall in order to about strike the average of conditions. Whether or not the weather man concides with the opinion of the weather sharps in the Old Colony building remains to be seen.

B. L. Shepard, secretary, announces that the final meeting of the Coal Trade Golf Association will be held on Friday, October 8, at the Exmoor Country Club, Highland Park, Ill. The schedule of events and pairings in the final matches, all of which will be at thirty-six holes, follows: BLACK DIAMOND—Championship, R. A. Gardner and E. T. Franklin; president's trophy, presented by Mr. Henry P. Pope, president of the association; G. S. Patterson and E. F. Smith; Lemmon trophy, presented by Mr. C. F. Lemmon, H. M. Hall and N. B. Birkland; Hostler trophy, presented by Mr. C. E. Hostler, G. S. Wood and W. C. Hill. The event for the day's play will be an eighteen hole medal play handicap class tournament, choice of either morning or afternoon round. Class A, handicaps, 1-10; class B, handicaps, 11-20; class C, handicaps, 21-30. Prizes for low gross and low net of each class. Every one will be expected to stay to dinner after which the ceremony of awarding of the prizes and trophies will take place. Trains leave C. & N. W.

R. R. 8:00, 8:15, 9:15, and 11:00. The eight o'clock is the best as it is a very fast train, arriving in Highland Park at 8:40. As this is the final event of the year a full attendance of all members is requested.

In the issue of the *Chicago Tribune* of Thursday morning, Henry M. Hyde had an article on the compilation of the new Illinois laws in which he calls attention to the fact that the new wash house law is inoperative because it was only passed by one branch of the assembly. The curious thing about this, according to Mr. Hyde, is that the law apparently was passed and received the approval of the governor, although it was officially acted on by only one branch of the assembly. On this subject, Mr. Hyde says: "This particular bill provided for the establishment of a certain number of wash rooms in connection with each coal mine in the state. The bill went to the governor and actually received the approval of the chief executive of the state. At least one coal mine owner, who had heard indirectly that such a bill had become law and who did not wish to suffer the penalty which would follow the man who failed to obey it, made a desperate and determined effort to get a copy of it. Finally he discovered that though the bill had been announced as passed and had received the august approval of the governor, the great care exercised in compiling the session laws, had revealed the startling fact that it had actually been passed by only one of the two houses of the general assembly and was consequently not a law at all. Since that discovery saved him a matter of \$2,000, he is inclined to feel that the long delay may have some justification."

New York Clambake.

The annual clambake and outing of the New York Coal Merchants Association was held on Thursday evening, the 23rd of September, at Tallapoosa Inn, off Uelham Bay on Long Island Sound.

It was a very bright crisp afternoon and the attendance was perhaps the largest that has been witnessed at any of these annual events in recent years. The coal men gathered shortly after noon, and for two hours enjoyed a game of baseball.

Shortly after three the bake was served, and this kept everyone fully occupied until five o'clock.

The bake was voted on all hands to be the best that has yet been given by the association. The menu consisted of clams, both hard and soft, in unlimited quantities, fish, spare ribs, chicken, sweet potatoes, lobster, corn, with watermelon for the finish.

Among those present were: William Brennan, M. L. Bird, Bradley & Mahoney, G. D. Curtis, Henry Breunich & Son, C. R. Esdorn, Fred. Kothe, William H. Dartt, Charles Haaren, Leo Haaren, John Dobbins, Leo Dobbins, Thomas F. Farrell, William J. Shea, A. J. Forman, Joseph Gordon, John J. Gordon, Arthur F. Rice, Warren A. Leonard, John Leonard, Benjamin B. Marco, Julius Marco, Henry Meyer, Mr. Miller, James Graham, Fred. Rheinfrank, Edward Robitzek, Edwin Robitzek, Augustus Robitzek, Fred. Schwiers, Roderick Stephens, H. J. Fraser, N. L. Stokes, L. H. Spier, Louis S. Weber, E. McLoughlin, William Weber, Alva Trimmer, Theodore S. Trimmer, Percy Thorn, Fred. Gehrung, George J. Eltz, Charles Thedford, James Thedford, Henry G. Streat, Jr., Charles F. Davies, Cornelius Cadmus, Walter B. Johnson, W. S. Rowland, Charles S. Smith, J. H. Abbott, Joseph Wright, Thomas J. Howland, R. M. Bryan, J. P. Maloney, Charles Randolph, John J. Ferranto, F. Gormley, George Haiss, Gardner Pattison, E. R. Brevoort, Daniel Anthony, C. W. Proctor, F. J. Honan, G. E. Dickinson, Ralph Grover, Oscar H. Chellborg, John Carroll, Abel Mischel, Archie Davidson, Daniel Brodhead, E. Kahn, W. F. Armstrong, A. E. Metlach, George Klippel, Drew Ditmar, Henry Stevenson.

Miners Are Imprisoned.

WILKESBARRE, PA., September 27.—Eleven mine workers were entombed today at the Coaldale colliery of the Lehigh Coal & Navigation Company as the result of a fall of rock.

The fall was caused by a heavy blast and extends for fully 300 feet, blocking the single passage leading to the chamber in which the men were at work. Hope of reaching any of the men alive has been given up.

O. J. Watt, a well-known flour and feed dealer of Mason City, Ia., has entered the coal business. He has a modern yard under construction on the Chicago & Great Western Railway, where he will handle a complete line of bituminous coals.

Facts Which Determine Our Export Prospects.

The Export Situation.

American exporters are just now facing a shortage of vessels for taking cargoes, and an increase in rates, especially to the Mediterranean. Rates to Italy have advanced 4s. in the past week and also to South American ports from 1s. to 2s.

As was anticipated, steamers that have heretofore been offering for coal cargoes, are now being attracted to grain and cotton, while a great fleet is required in taking war munitions, which was not such an important factor up until the last few months. When one considers that Russia is now shipping vast quantities of steel rails, locomotives, railroad cars and all kinds of war munitions from New York to such distant ports as Archangel and Vladivastok, it is conceivable just how tonnage can be diverted by these long time voyages.

Inquiries for foreign coal shipments are still very heavy.

New York coal men were very much interested on Wednesday at the announcement which came from Washington, which was in the shape of a cable from American Consul Skinner at London, stating that the Bristol Channel had been closed to navigation by the British government until further notice, giving the probable presence of German submarines in the vicinity as the reason.

Further cables are expected to throw some light on this drastic order. The prohibition of navigation in the Bristol channel would mean the tying up of all of the Welsh coal ports, and this would in turn greatly hamper the French and other governments that are just now relying upon Wales to supply them with fuel.

Coal men who know the situation of the Welsh coal docks and are familiar with them, say that were the German submarines able to get close to the coal ports, say one as important as Cardiff, that they could do enormous damage to the docks.

September exports are not expected to show up as well as for August or the two previous months due to the shortage of vessels.

Coal Trade at Cienfuegos.

R. M. Bartleman, American consul at Cienfuegos, Cuba, writes THE BLACK DIAMOND under date of September 22, as follows:

"The coal consumption at this port has not been reduced by reason of the war. General business has been better by twenty per cent. Only American coals are imported here. Prices vary during the year, \$1.50 per ton. Price per ton here today is \$7.00.

"We have but one dock here (Cuban Central Railway) which is some 700 feet in length. The depth of water at dock is twenty-five to twenty-seven feet. There has been no change in this dock. Imports here for the calendar year 1914, all from the United States, were 460 tons of anthracite, and 76,172 tons of bituminous."

Soft Coal Exports.

	Hampton Roads	Balti- more	Phila- delphia	Total
1914—				
August	294,180	52,786	55,786	402,635
September	432,685	128,178	58,545	619,408
October	196,423	85,152	57,042	338,617
November	163,550	75,998	58,136	297,674
December	132,946	50,712	51,037	234,695
1915—				
January	117,607	89,779	40,648	248,034
February	150,417	79,029	32,794	262,240
March	262,687	76,888	48,646	339,575
April	444,239	193,293	60,207	697,739
May	445,917	232,866	107,645	786,428
June	608,599	305,917	122,379	1,036,895
July	712,955	258,585	167,321	1,138,861
August	628,995	210,760	154,965	994,720
Total				7,406,920

For the calendar years 1913 and 1914, exports from the above named ports were around 4,200,000 tons for each year.

A small quantity of bituminous is also exported from New York and several of the other Atlantic seaboard ports. Charleston will now become a factor, as new coal piers have recently been put in operation there.

Foreign Freight Rates.

W. W. Battie & Co.'s Produce Exchange, New York, report as follows under date of September 27:

The freight market is stronger than a week ago, and steamers are in demand for grain at higher figures than recently paid. It is rumored that three steamers have been chartered for coals to the west coast of Italy at 46s, and but few

steamers are offering for coals, as the owners prefer grain at rates now obtainable, but occasionally we have boats willing to accept coals at less than market rates.

We would quote freight rates on coal by steamer as follows:

West coast of Italy, about 46s; Marseilles, about 44s; Barcelona or other good Spanish ports, about 43s (Spanish dues for account of cargo).

NOTE.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge, 1s per net register ton per day demurrage."

Montevideo, about 34s; Buenos Aires or La Plata, 34s to 34s 6d.

(Above quotations on Plate coal by British steamers. Neutral steamers are more difficult to obtain and the rates are always higher.)

Rosario, 35s to 36s; Rio de Janeiro, 34s 6d to 35s; Santos, 35s to 36s (consignees paying docas dues).

Valparaiso or Callao, \$7.25 to \$7.50; Havana, \$2.50 to \$2.75; Cardenas or Sagua, \$2.75 to \$3; Cienfuegos, \$3 to \$3.50; Port of Spain, Trinidad, about \$3.75; St. Lucia, \$3.50 to \$3.75; St. Thomas, \$3.25 to \$3.50; Barbados, about \$3.75; Kingston, \$2.75 to \$3.25; Curacao, \$3.25 and p. c.; Santiago, \$2.75 to \$3.25; Guantanamo, \$2.75 to \$3.25; Demerara, \$5 to \$5.50; Bermuda, about \$3; Vera Cruz, \$3.50 to \$3.75; Tampico, \$3.50 to \$3.75.

Recent Coal Freight Charters.

Steamer Unbe Mendi (Span.), Baltimore or Virginia to west coast Italy, coal, p. t.

Steamers Caterena Accame (Ital.), and Mar Cor (Ital.), Baltimore to Genoa, coal, p. t.

Steamer Thrasyvoulas (Greek), Baltimore or Virginia to west coast Italy, coal, 42s 6d, October.

Steamer Kankadee, Baltimore to Buenos Aires, coal, p. t.

Steamer Moldegaard, Philadelphia to Havana, coal, p. t.

Steamer Grekland (Swed.), Virginia to River Plata, coal and coke, p. t.

Steamer Anna (Nor.), Philadelphia to St. Johns, N. F., coal, p. t.

Schooner John B. Biemiller, Philadelphia or Baltimore to Point-a-Pitre, coal, \$3.75.

Schooner Fannie Palmer, Baltimore to San Juan, P. R., coal, p. t.

Steamer Nairn (Br.), Hampton Roads to Suez, coal, p. t.

Steamer Chasehill (Br.), Baltimore to Genoa, coal, 42s.

Schooner Annia, Philadelphia to Casilda, coal, p. t.

Schooner W. H. Summer, Philadelphia to south side of Cuba, coal, p. t.

Schooner Frances M., Philadelphia to Cay Francis, coal, p. t.

Bark San Gieuseppi (Ital.), Baltimore to Genoa, coal, p. t.

Schooner William Booth, Philadelphia to Calais, coal, \$1.30.

Philadelphia August Exports.

Official figures show exportations of coal from Philadelphia during the month of August, 1915, as follows:

Country—	Anthracite, Tons	Bituminous, Tons
France .....	.....	26,315
Greece	884	.....
Italy .....	.....	6,046
Norway .....	.....	10,686
Spain .....	.....	16,923
Sweden .....	.....	13,260
Bermuda .....	.....	731
Canada	2,950	.....
Costa Rica.....	.....	3,105
Greenland .....	.....	801
Cuba	5,665	56,188
Fr. W. Indies.....	.....	7,164
Brazil .....	.....	4,489
Fr. W. Africa.....	.....	5,792
Total.....	9,499	154,965

Export Trade Briefs.

The Cardiff correspondent of the Liverpool (Eng.) *Journal of Commerce* writes to his paper as follows: "This week Lord St. Aldwyn, the independent chairman of the Coal Conciliation Board, awarded the miners an increase of twelve and one-half per cent on the new standard of wages. This makes an increase of seventy-two and one-half per cent above the old standard, whilst it must not be forgotten that the miners also draw a war bonus of seventeen and one-half per cent. The absolute minimum wage of a Welsh collier now stands at two pounds, fourteen shillings and eleven and a quarter pence (nearly \$14) per week. They are the highest paid workmen of their class in the world, and on many colliery wage sheets eight pounds (\$40) and nine pounds. (\$45) per week is in no wise unusual. The contract season is rapidly approaching and under normal circumstances operators would be testing the market for the probable ideas as to prices for the delivery of coals over the ensuing year. The market outlook is, however, charged with so much uncertainty that few collieries care to seriously consider contracting over a long period ahead. In times of peace, market conditions over a period ahead are gauged with a nicety that speaks volumes for the perspicacity of those sellers whose function it is to arrange for the disposal of a large portion of their future output. At the present time values are depressed,

and naturally efforts are being made to cover business recently fixed up. Collieries, however, are cautious and very little has been done. So far, however, indications point to the fact that substantial advances are anticipated upon expiring contracts. With the high rate of wages and colliery costs, it is imperative for the collieries to increase their prices in order to make a return to the proprietary. Advances of from seven shillings to eight shillings per ton above expiring contracts have been indicated, and with the great uncertainty as to the probable duration of the war and the question of tonnage supplies merchants were disinclined to commit themselves for long periods ahead. One thing is absolutely certain: Consumers must make up their minds that coals will cost them more."

The Bureau of Foreign and Domestic Commerce, Department of Commerce, has just received from Consul Lathrop at Cardiff a summary of the financial year to June 30, 1915, for a number of collieries in Wales. Insoles, Ltd., whose average output is 800,000 tons, dropped to 545,000 tons, but its annual dividend was increased from six per cent to ten per cent, because its profits per ton increased from fifteen to twenty-nine cents. The Fernhill Collieries, Ltd., continued its sixteen per cent on common stock, although its output of 550,000 tons was 118,000 tons less than the year before. Its profits, however, increased from \$156,000 to \$191,000, and profit per ton mined increased from twenty-three to thirty-four cents. The Windsor Steam Coal Company raised 420,000 tons of coal at a profit of fifty cents per ton. This concern has been doing development work, but has now paid off arrears and can henceforth apply dividends to common stock.

Advices from Genoa state that considerable delay is being experienced by vessels arriving there with coal cargoes. The congestion is very serious and there is at present little to warrant the hope of immediate improvement. The cause of the failure to give discharge is assigned to the Italian government. They ordered large quantities of coal for delivery at Spezia and to augment the discharging equipment of that port, commandeered 200 lighters from Genoa, together with a large number of wagons. Vessels discharging at the latter port have to bear the brunt of the shortage in lighters and rolling stock. Berths are obtained without delay, the contrary being the case at Spezia where big cargoes of American coal have arrived. Owners, therefore, should be careful to see that their demurrage clauses protect them. A cargo of North's navigation is reported to have been sold at fifty-six shillings and Cardiff seconds are about the same price. Newcastle best gas coals are quoted at fifty shillings and seconds two shillings less, while there is a keen demand for foundry coke and business has been effected at seventy-one shillings c. i. f.

Doctor Leineweber, an assistant librarian at the Congressional library of Washington, who returned from Russia last week, said that Warsaw was lost to the Russians through the breaking down of the Russian railway system, due to a shortage of coal. Mr. Leineweber said that trains would be running along, and the locomotives would go dead because there was not sufficient coal on the tenders to keep them going. In some instances tracks would be blocked three days before a wheel would be turned. This kept the Russians from securing ammunition, although there appeared to be ample munitions that could not be moved, due to the breakdown in the transportation system.

Prices on patent fuel (briquettes) at Cardiff are very strong. Quotations range from thirty-three shillings to thirty-five shillings. The major portion of the production of patent fuel in Wales is now being taken by the government, it is stated, because these briquettes have earned the great reputation for smokelessness, high calorific power and great resistance to climatic changes. Welsh producers, therefore, have a very small surplus for disposal above their government contracts.

Lamberts Bros., Ltd., the well known coal exporters of London and Cardiff, who are represented in America by the Smokeless Fuel Company, have declared a dividend of ten per cent and a bonus of ten per cent for the year ending June 30, making twenty per cent. Dividends for this company for five years have been as follows: 1911, six per cent; 1912, ten per cent; 1913, fifteen per cent; 1914, ten per cent; 1915, twenty per cent.

The Capital Coal Company is a new Pittsburgh organization. Capital, \$250,000. Incorporators: W. J. C. Hays, W. J. Birmingham, William E. Hays, H. W. Breitweiser and A. M. Love.

General Review.

The Weather and Better Business Outlook Increase the Demand for Coal.

There is, the country over, a better demand for coal this week than was reported even two weeks ago when the big upturn in the trade for this fall came. At that time a few trade centers were still conservative even if not openly pessimistic. Today those backward districts are falling in line with the rest of the markets and everyone now reports conditions as decidedly better.

To explain the coal situation, it is necessary to deal in brief with the general business situation. Up to now pretty nearly every thing has worked against American trade. We had good crops, but the farmers could not move the produce to town because of bad weather and quarantines due to the hoof and mouth disease. The steel mills were running full, but little of their product was used in this country, most of it being shipped abroad. The coal trade had big orders from abroad and big orders from makers of war munitions at home, but there was no other demand to take up the enormous possible production. There was a demand for men at fair wages in some places, but the labor market all the while was glutted with idle men. Thus, while we had all of the things that make for prosperity, there was always a fly in the ointment and the operator could not realize the full benefit of the favorable conditions.

Now, however, the whole situation has changed. The farmers not only have the grain but they are selling it. Thus the railroads are getting the business of moving it. The steel mills not only have foreign orders, but they have orders from home because home factories are busy. The coal trade not only has a good export demand, but it has also really a tremendous home demand coming at once from the steam trade and the belated buying of the householder.

On top of all these improved conditions, a mere statement of which is enough to convince the average reader, we have had this week another favorable circumstance in the negotiating of a tremendous loan by the allied powers of Europe. We are assured, on eminent authority, that the American banks are not loaning this money because the war risk is a particularly good one, or because it is good banking in any sense, but because it is going to be good for the country in a commercial sense. That is, money loaned to Europe and France is not to help the countries at war, but is to make a market for American-produced goods. That is an assured fact under the terms of the loan. This loan will give a tremendous impetus to American trade because of the buying which the allies will do here. The bankers are seeing to it that the psychological effect at home of this loan is all that it should be.

In detail, nearly every section of the country has seen a big upturn in the demand for coal within the last week. Nearly all the section north of the Ohio and Potomac rivers had a cool spell. It was not cold at any place, but still it was cool enough to necessitate fires. This has compelled the householder to buy and in turn this buying has been reflected upon the wholesale market because the dealers were not very well stocked. In a word, the retail buying has finally begun in nearly every section and the operators are selling coal now which perhaps they should have sold several months ago. Even so, the demand is here.

In addition, there has been quite a pronounced upturn in the demand for steam coal. In the east the normal improvement in the trade is being helped along by storage buying by the large interests, which is on a big scale. In the west the factory programs have been filled out as they have not been for three or four years and buying of steam coal is perhaps more general now than it has been at any time in that period.

In places the car shortage is beginning to assert itself as a serious factor. In some parts of West Virginia, for example, the railroads have been short of cars and have been taking more than their usual quota to move the company's coal. This is limiting the movement out of that state. In other districts the shortage is not so apparent as it was expected to be at this time, but still the railroads are far from having a full car supply.

The movement to the lakes continues to be quite heavy. The trade, in fact, in that direction is in better condition than it has been for quite a while. All these things considered, the national coal trade is in a prosperous condition and in fact could not ask for a better situation unless it might be an improvement in prices in places.

Chicago Market.

Demand Continues to Increase and Prices in Places Are Stronger.

Office of THE BLACK DIAMOND,
CHICAGO, September 30.

Anthracite coal is a little bit stronger all through the western territory. Sales agents have preached extensively that after the first of October the east would be likely to have a rush of orders such as would deprive the west of coal for some time. Retailers within the last ten days have been ordering coal that they expect to need inside of the next two weeks. This buying has made the anthracite situation stronger than it was, but even yet it is not up to expectations.

Smokeless coal has improved but the operators are not yet out of the woods. Real estate agencies have been buying to some extent for the last week and this is taking some coal from the retail yards. However, the retailers are not convinced on the score of prices as yet and are buying cautiously. They take in what coal they need when they can get it at a fair price, but they are not interested in mine run and circular figures. Lump and egg have been about as easy as was reported last week. Perhaps not so much coal was sold at \$1.75 as heretofore, but the majority of sales have been made in the neighborhood of \$2.00. The prices up to Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30@3.45	\$1.25@1.40
Lump and egg.....	3.80@4.30	1.75@2.25

Somerset county coal has been moving in fair volume with the prices remaining about as they have been. That is, mine run is commanding anywhere from \$1.15 to \$1.25 according to quality and the lump and egg have been commanding anywhere from \$1.65 to \$2.00, prices varying with both the quality and the preparation. The prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.20@3.30	\$1.15@1.25
Lump and egg.....	3.70@4.05	1.65@2.00

The Hocking Valley situation continues to be fairly strong. The dealers have continued to buy at rather a livelier pace, but it is apparent that they are buying to satisfy immediate orders instead of trying to stock up for the remainder of the fall and winter months. Prices have continued to be variable, ranging all the way from \$1.50 to \$1.75 on the three-inch lump. The prices up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.15@3.40	\$1.50@1.75

There is reported from the territory west of Chicago quite a lively demand for splint coal and this has caused the situation to improve quite a good deal. The docks, it seems, are beginning to get slightly better prices and this is helping the all rail situation. The result has been that the average price has moved up a little. While some coals have sold at the old figures, producers of the better coals are getting \$1.50. The prices up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.15@3.40	\$1.25@1.50

The eastern Kentucky situation has been improving within the last week. The prices have not changed a great deal except that they are stronger all along the line. Still the tonnage moved is pretty heavy and it is a curious fact that those who are holding for the highest prices are sold up so that they are about out of the market for the time being. Best grades of block and lump coal are commanding \$2.25 at the mines, some of the other operators are getting \$2.05 and still others are holding for \$1.90 at the mines; some are accepting less. The prices up to Thursday were:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.65@4.15	\$1.75@2.25
Egg.....	3.25@3.75	1.35@1.85

Some of the Franklin county operators have gone over the situation very carefully within the last week to decide what their price policy for October is going to be. No one of them has decided for the time being to make any change in price. The situation seems to be that some of the operators have sold up so far ahead that they have retired from the market temporarily. Others are pretty well sold up, but are still taking orders for delivery in ten days or two weeks hence. Still others in that field are in need of business which they are canvassing for at prices not quite up to circular figure. Screenings are

a little stronger than they were. In Chicago the price varies on small lots, but in the country the minimum price is sixty cents a ton at the mines and the operators mainly are holding for seventy cents. The prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.80	\$1.75
Egg.....	2.80	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.45	1.40
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.65@1.75	.60@.70

Williamson county prices remain unchanged and no new circulars are going out on the first of October. The reason apparently is that the mines are running much fuller than they were a short time ago, but still are doing only about eighty to eighty-five per cent capacity and it is not possible to get much better figures than at present until the mines are running full. The market continues to be that some operators are getting \$1.75 and others are quoting \$1.60. Steam sizes are not quite so strong as they were. The prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.65@2.80	\$1.60@1.75
Egg.....	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

Saline county prices this week have continued to be about the same as they were a week ago. That is, on a major part of the business \$1.75 is the price on the domestic sizes. Here and there, this price is cut under on a few small sales of distress coal. Prices as low as \$1.60 have been heard on that business. The fine coal situation has firmed up somewhat, the minimum prices on screenings being sixty cents and most of the operators holding for seventy cents. The prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15
Screenings.....	1.65@1.75	.60@.70
1¼-inch lump.....	2.35	1.30

The operators in Sangamon county in central Illinois have announced the new circular price to take effect October 1. According to the new circular the six-inch lump is quoted at \$1.75, nut and egg at \$1.60, and steam lump at \$1.50. These prices will apply to some of the other counties in the central Illinois field, but so far all of the operators have not adopted them. Central Illinois screenings have been a little firmer this week with prices ranging around about forty cents. The prices up to Thursday were:

Central Illinois—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.47	\$1.65
Egg.....	2.32@2.47	1.50@1.65
Nut.....	2.47	1.65
Mine run.....	1.87	1.05
Screenings.....	1.22	.40

Knox county coal, of course, is devoted exclusively to the steam trade. The principal feature of that market is screenings on which some of the producers are getting as much as ninety cents a ton, while the others are accepting the Chicago prices of sixty to sixty-five cents. The price is quite variable on this size. Very little attention is paid to domestic business with prices still at \$1.50. The prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.37	\$1.50
Egg.....	2.37	1.50
Mine run.....	1.87	1.04
Screenings.....	1.52	.65

In the Clinton field the demand for number four coal for domestic purposes is still strong and prices range from \$1.60 to \$1.65 with all offerings of coal taken. The number five and six coals are mostly for steam purposes and prices there have not changed from what they were. Screenings being fairly firm at sixty to sixty-five cents. The prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut.....	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.37@1.42	.60@.65

The circular price on by-product coke is \$4.85, but concessions of twenty cents a ton have been made and the market is far from firm. Gas house coke is quoted at \$3.85, but the prices there have also been as low as \$3.65. Furnace and foundry cokes are fairly firm and some few shipments of eastern coke into the western market have been made. The prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville.....	\$4.85@5.00
By-product, foundry.....	4.90@5.10
By-product, egg and stove.....	4.65@4.85
By-product, nut.....	4.65@4.85
Gas house.....	3.65@3.75

Pittsburgh Trade.

The Coal and Coke Trade Take a Turn for the Better—All Branches Are Better.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., September 29, 1915.

A decided turn for the better in both coal and coke is shown in this market by steadily increasing demand and advancing prices. Quotations made in this column last week may be said to fairly represent the market today, but increased strength is seen and 1916 is going to see both branches of the trade in a highly prosperous condition. Unquestionably the seller is coming into his own—of course, there are sellers of coal and coal to sell, where there are no buyers, and there are buyers where there are no sellers—but they are separated by the wall of advancing prices for future deliveries, and it seems hard for the buyer to realize that the market has passed out of his hands. The producer, however, sees that with the market to be dominated for a long time by an unprecedented and continually increasing export demand, the prices of 1915 are not to be considered for the future deliveries and is holding firm for advancing figures.

Both coal and coke producers are feeling the car shortage, and while all ovens or all mines are not active, those that are, are having difficulty to get help sufficient to deliver the goods. Colder weather has added its influence to strengthen prices, and while no large tonnages are being called for, the demand on contract and spot industrial consumption, with increasing retail call, has made a steady and firm situation out of one long weak and uncertain. Slack continues to be a leading factor and sales have been made f. o. b. Pittsburgh the past week at as high as 90 cents, and not plentiful at that. Some furnace coke for early 1916 delivery has been sold at \$2.25, but producers are making sliding scale contracts that, with the pig iron market moving as it has been of late, will show materially higher prices. The percentage of activity among merchant operators is increasing slowly, although some operators are candid in admitting that they are not desirous of a greater output until higher prices are secured. Another cogent reason is the labor supply, which is now very nearly at capacity.

No new operations were reported this week, although the W. J. Rainey Company will fire their 100 new rectangular ovens at the Allison works immediately upon their completion in the early part of October. In all the Rainey Company will have 500 ovens in operation in Allison with the construction of the new ovens.

Ovens of the Waltersburg Coal & Coke Company are in readiness to be fired, and about eighty of these will be put into operation as soon as men sufficient in number to conduct the working of the plant have been secured.

A persistent rumor has gained currency the past week that a merger of some of the large Pittsburgh coal concerns was being effected by an eastern syndicate, but inquiry fails to locate the source or the concerns, and further than being the periodical revival of an old story there is apparently nothing to it.

The Marianna and other mining properties of the Pittsburgh-Buttalo Company now in the hands of the Union Coal & Coke Company as holders for the Union Trust Company, of Pittsburgh, are all idle awaiting the result of pending negotiations that are reported to have a favorable outlook, and it is expected the plants will become active in the near future, though it will require time to get them into working condition again.

Lake shipments from this district have been somewhat heavier of late, but largely on contract, and while car capacity for rail shipping is somewhat troublesome, there is no difficulty in securing vessel tonnage capacity for coal.

All the larger steel and iron mills are taking heavily increased shipments on contracts, and there seems to be little or no coal on sidings any place.

The West Virginia freight rate question is causing much comment in coal circles here, and while it is in some instances favorable to the Pittsburgh operator, yet much Pittsburgh capital is invested in West Virginia coal operations, hence it operates against local interests as well.

Personal and News Items.

N. P. Hyndman, general sales agent of the Washington Coal & Coke Company, is in Butta this week in the interest of his company.

The Jefferson Coal & Coke Company, Parkers-

burg, W. Va., has been incorporated with \$300,000 capital stock to develop coal properties.

J. Norman Sherer has been appointed sales agent for the Producers' Coke Company of Uniontown in place of Richard Peters, Jr., who recently went with the William J. Rainey interest.

The Pittsburgh Coal Company has declared the usual quarterly dividend of 1¼ per cent on the preferred stock, payable October 25 to holders of record October 15.

Ralph Baggaley, aged 68, whose business genius habilitated some of the greatest corporations in this section, died suddenly last week. For the past two months he had been suffering from an ailment of the heart and to this his demise is attributable. Mr. Baggaley was interested in many enterprises.

After the panic of 1873 he purchased more than 27,000 acres of valuable land property in the Lake Superior region. After his managerial aptitude had met with success in this new channel and the mines had proved very rich, they attracted the attention of the United States Steel Corporation, which now leases and operates them. In 1880 he acquired title to much land in the Connellsville region and built what is known as the model coke-making plant. He and Dr. Hostetter of this city formed a coke company which was known as the Hostetter-Connellsville Company, and Mr. Baggaley also owned the Puritan Coke Company, which he leased to a subsidiary of the United States Steel Corporation.

While the past week saw a slight gain in the export movement as compared with the week previous, when less than 20,000 tons were loaded here for foreign account, it was still much below recent weekly records. The loading for the week totaled 27,810 tons.

There is also a better tone to the coke market. The demands of the steel industries are such that coke is a rising figure. West Virginia forty-eight-hour is calling for from \$1.60 to \$1.70, with seventy-two-hour worth \$2.10 to \$2.25. Connellsville forty-eight-hour is bringing from \$1.75 to \$1.85 and seventy-two-hour \$2.30 to \$2.40.

Some Trade Notes.

A warning for all shippers, including coal men, to load and unload cars promptly so as to avoid a serious car famine this fall, has been sent out by the Maryland Public Service Commission.

The first of a series of three big colliers just built for the Coastwise Transportation Company of Boston, and under time charter to the Consolidation Coal Company, loaded her maiden cargo here the past week. The Franklin, as the new boat is named, took on 8,600 tons for Alexandria, Egypt.

Emerson & Morgan, one of the most representative coal firms here, have sold their old yards on Central avenue and will, about the middle of November, be located in splendid new yards at Jefferson place and Twenty-third street. The Baltimore & Ohio Railroad has recently erected three great trestles there, and has leased two of them to the Emerson & Morgan firm.

Duluth Trade.

DULUTH, MINN., September 30.—(Special Correspondence.)—Coal dock men at this point are inclined to the belief that the movement this way from Lake Erie ports has passed its highest point, for the reason that the demand in the east and middle west is taking about all the coal that is being produced and that there is no anxiety on the part of shippers to send coal to this part of the country. There have been a good many charters made, however, and the end of the shipping season for coal has not arrived yet, nor do they say so, but they claim that the receipts will show a falling off as compared to what has been expected and what other years have shown.

However, there is no danger of a shortage of coal, they claim, for with the hang-over from last season and the amount of coal that has already been received there is an ample supply on hand to fill all needs.

Business is good these days, and a great deal of shipping is going on from this point. Much room is being made on the docks for such coal as arrives from the east, and some of the docks are still waiting for the first arrivals in several weeks. One thing that has retarded a liberal shipment of coal to northwest points is the fact that the grain has been much slower coming in than anybody looked for. Receipts of grain have been amazingly short in view of the huge crop that is being harvested, and as compared to what grain men expected. Everybody was "set" to

receive a rush; but it has not come. That has the rolling stock of the railroads tied up further west, and until the cars get in here there will not be much loading out of coal. As soon as the grain receipts grow more coal will go out. In the meantime, only normal shipping is going on from the coal docks here. It is believed that wet weather is the primary cause in the delay of grain movement; for there has been a great deal of rain.

At Fort William and Port Arthur, Ontario, coal is arriving at what seems to be a fixed rate of seven to eight cargoes a week, and the dock men there feel that that will be about the run until the end of the season. Car shipments at those points show an increase over previous weeks, but are not yet regarded as "big."

Recently complaints were filed with the Interstate Commerce Commission alleging overcharges on shipments of coal from the head of the lakes to points in Minnesota, aggregating several thousands of dollars, against the railroads running out of here. Among the complainants was mentioned the Hoover Grain Company of Duluth. Samuel Hoover, president of the company, denies any connection with the matter. He says that his company does not deal in coal and is therefore not interested. He says that some Minneapolis man, evidently interested in getting up the case, tried, by long-distance telephone, to induce him to enter the case, and that this man evidently did not believe Mr. Hoover's statement that he was not in the coal business and not interested, for he has used the company's name anyway.

St. Louis Trade.

ST. LOUIS, Mo., September 30.—(Special Correspondence.)—Trade in a wholesale way has been very brisk for the past week, due to the rate advance on October 1st. Dealers, both in town and the country, have bought pretty heavily to protect against this increase. As a general rule, there does not seem to be very much coal sold for October shipment and all prospects are that there will be heavy buying in early October. Domestic sizes are holding up to prices set throughout the month, and all indications are that they will continue the same for some time to come. There seems to be no likelihood of any reductions in prices, inclining rather to advance a little more after the 15th of October. Fine coal is holding its own and every prospect is that the screenings will not see a reduction any more this year.

Standard coals are moving well. The mines are running better than half time at present. Current prices as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal		
6-inch lump	\$1.20	\$1.77½
6x3-inch egg	1.10	1.67½
2-inch lump	1.00	1.57½
Steam egg	.90	1.47½
No. 1 nut	1.00	1.57½
No. 2 nut	.80	1.37½
Mine run	.85	1.42½
Screenings	.40	.97½

Williamson county coals are in the same relative position as they were last week; however, it would not be surprising to see more current orders coming during the next two weeks than have come in for the last three or four days. This is brought on by the fact that just now everyone is waiting for coal to be shipped that was bought to protect the rate increase. Of course, for the past few days buying has been a little slack, as the mines have not been inclined to sell a great deal of coal for October shipment. This is especially so of the domestic sizes:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg	1.60@1.75	2.22½@2.47½
3x2-inch nut	1.50@1.75	2.32½@2.47½
Screenings	.50	1.22½

Franklin county coals are about in the same position as the Williamson county, as far as the sizes sold are concerned. Plenty of orders on hand for the domestic sizes, with the fine coal dragging a little:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut	\$1.75	\$2.47½
No. 2 stove	1.40	2.12½
Screenings	.60	1.32½

Anthracite is in good demand and movement very good:

	F. O. B. St. Louis.
Anthracite—	
Chestnut	\$7.55
Stove or egg	7.30
Grate	7.05
Smokeless—	
Lump or egg	\$2.25
Gas House Coke—	
Gas house coke	\$4.25
By-product coke (all sizes)	4.50

The prices on Illinois soft coal f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 25½ cents lower than the above quoted St. Louis prices.

Cincinnati Trade.

Retailers Are Selling More Coal Because of Frosty Weather and the Market Is Stronger.

CINCINNATI, OHIO, September 30.—(*Special Correspondence*).—The feature of the coal trade this week is the activity in retail distribution as reported by salesmen coming for a brief visit to headquarters. They report that the frosty tinge to the atmosphere, which came in with the week and which continued almost through it, has turned the thoughts of the farmer and the artisan to the fact that it is nearing time when the evenings at home will not be as pleasant as they have been for some time and that a little artificial heat is necessary. This has started retail demand and the supplies of the dealer are beginning to melt away. Those who have had the foresight to be prepared for the rush are reaping the reward, while the "other fellow" is frantically trying to catch the ear of the operator at whom he has laughed and cried "wolf" when the operator has tried to assure him that fall weather would come soon, that winter would be along, that car shortage would be as sure as death and taxes, and that labor scarcity would interfere with late delivery. Salesmen report that dealers have been found overseeing loading for retail delivery with wagons waiting their turn and the coal pile rapidly diminishing. "Yes, send me three cars, five cars, ten cars right along. If this keeps up I will need them as quick as you can get them in." This is generally the answer when the old question is asked, "Shall I send you some more coal?"

This quickening of retail delivery, of course, will soon reach the wholesaler and the producer and there is no doubt there will be as brisk a movement as the car supply will permit. This shortage has practically nullified the scarcity of labor and the mines are now pretty generally returning to full force and full shifts on at least four days a week. Sometimes but three days can be accomplished on account of car delivery. The mines are hampered sometimes by the peculiar situations that may arise in the "no bill, no car delivery" feature of the situation which is now enforced to the letter. When the shifting train comes and finds even a single "no bill" car it passes along until that car is off the siding. The rule is rigidly enforced, and it has helped the situation considerably. All this is true to the splint situation.

The smokeless situation is different. It has never been very bad in the season, but at times the delivery of slack has been retarded by temporary lack of a place in which to drop the resultant lump and egg coal. Sometimes, then, lump and egg have been placed on track or advertised as spot. Generally the very announcement that there was free lump or egg in the market caused some dealer who was in the reverse situation to jump for it, and the market has not been at any time embarrassed except temporarily by their presence. Now the domestic demand for small deliveries is drawing on the market, and there is a smoother, easier and more satisfactory situation even than has been felt throughout the market the entire season. The chances are that with the same drags to delivery, shortage of cars and scarcity of labor, which the splint producers are wrestling with, the smokeless market will tighten on domestic, and premium coal will be a fact in a short time.

Prices are a little stiffer now in the market for the splint production, some Kentucky operations quoting \$1.65 to \$1.75 for four-inch block and the best nut and slack sixty to sixty-five cents. The latter is spot shipment and will strengthen as manufacturing supplies begin to lessen, due to car stringency. Manufacturing is gradually becoming stronger, and it is a belief among operators that nut and slack will be at much higher figures inside of thirty days. As it is, some spot forty-cent slack has advanced to fifty cents within a day or two. West Virginia lump, in some regions, has advanced and one or two operations have advanced prices all along the line from five to ten cents per ton, with a view to another advance by the 10th. One and one-half-inch lump in some of these fields now is commanding eighty to eighty-five cents, and is tightening in supply. Some of the Logan county product, quoted last week at \$1.60, is now \$1.65, with two-inch lump \$1.30 to \$1.35 and run of mine ninety-five cents to \$1.05. Egg is quoted at the same figure, \$1, because demand for it has not improved. Nut and slack also hang around sixty cents in this product, and it is this that has caused the advance in the domestic sizes, the mines not caring to mine

sufficient domestic to cause further embarrassment in nut and slack.

A large trainload of Italian recruits will start from this city Sunday for the war fields, many of them West Virginia miners, still further depleting the skilled mining forces. This will bring the total from here to close to a regiment and a half, of 1,500 men, probably the majority being miners. From other points there have been other exoduses in proportion.

Cincinnati Trade News.

Captain George W. Budd was in Washington, D. C., this week to attend the forty-ninth encampment of the G. A. R. Captain Budd had just been elected president of the Fifth Ohio Volunteer Cavalry Association. He was accompanied to Washington by Mrs. Budd.

Roy O. Heyser, representing the Solvay companies with offices in this city, has bought himself an auto runabout, which he is breaking in for his purposes. Mr. Heyser does considerable traveling in this section for the companies, and he will take advantage of the new machine for nearby trips.

Emmet C. Peebles, who for several months has represented the White Oak Coal Company in the Cincinnati territory, having reopened offices for the company here after they had been closed for some months, has resigned his position with the company and will make new connections when he has had a short vacation. Several other opportunities have presented themselves, one of which he will probably take advantage of. The headquarters of the company are at MacDonald, W. Va.

Edward Klinenberg, a retail coal man of Chicago, was a visitor in the city Friday last week and was introduced on the Coal Exchange by M. E. Lynn, of the Campbell's Creek Coal Company.

Tows of coal are still coming in from the Kanawha district by river, the two rivers having sufficient depth to allow the passage of vessels from that district down. The upper Ohio is not in good condition for the passage of Pittsburgh coal, but coal is massing up there for the fall rise, when large tonnages will be brought down for all river points.

Various business organizations of the cities of West Virginia are showing a disposition to take up the matter of an increase of rate of freight for the transportation of West Virginia coal in favor of Ohio coal, and the Clarksburg Board of Trade and the Business Men's League of that city have drafted strong resolutions calling on all business men and financial men of the state to aid in the matter of preventing discriminatory rates such as are proposed in aid of Ohio coal. These bodies declare the proposed raise of fifteen cents as discriminatory and unjust.

The Hutchinson Coal Company, with headquarters in Fairmont, W. Va., and its principal selling agency in Cleveland, has opened up offices in Cincinnati, in charge of Mr. Lee Hutchinson, who began business at 2602 Union Central Life building Monday. His stenographer was not able to be in the office until yesterday, October 1. This is the gateway for the product of the company toward the north and northwest and the coal has been gradually gaining way in the territory surrounding Cincinnati, so that it has been felt for some time that an office should be opened here.

The many friends of Captain W. S. Howell, who for ten years has been treasurer and member of the board of directors of the Halmar Coal Mining Company, were taken by surprise when it was announced a few days ago that he had disposed of his stock and resigned his positions with the company and had retired from any connection with it. Captain Howell has stated that he desired to seek other connections with a view to retiring entirely from business at some time in the near future. He announces that he expects to enter the coal trade along other lines. Captain Howell is among the best known coal men of the city and has many friends all over the country.

A peculiar action has been taken by the United States Workers' executive board, in the appointment of a committee to try to bring about an amendment to the Sherman anti-trust law prohibiting coal operators from increasing prices to correspond with increases in production cost, brought about by demands of labor for increased rates for mining. The committee consists of President John P. White, Vice-President Frank J. Hays and Secretary William Green, and it has been instructed to go before the operators of West Virginia and ask the appointment of a committee to act jointly in the matter. The idea

seems to be that prevention of an increase in the price of Ohio coal under the proposed increase of rate for carrying West Virginia coal can thus be accomplished. As the object of the increase of railroad rates to hamper competitors is certain to allow an increase of price in the coal benefited so increased wages and other expenses can be borne, the action of the committee would seem to be useless one way or the other, and it is not deemed likely that the operators will take up such a scheme, which would tie them up in future like situations and gradually bring about abandonment of the mines or their absorption by the mine workers.

Information from the Fairmont region indicates that the Four States Coal & Coke Company will resume operations following settlement of financial conditions which threw the Pittsburgh-Buffalo Company into a receivership and brought about its sale recently. The Four States company was a part of the Pittsburgh-Buffalo Company, yet not in the sense that it could be made responsible for all the financial dealings of the holding company. Both had joint offices in Cincinnati until about a month ago, when, after the sale of the Pittsburgh-Buffalo Company, they were closed and the furniture which belonged to the Four States company was stored. This company now announces that it will arrange for 450 more miners and that it will reopen with about 550 men, if they can be had, which is doubtful in the present state of labor in all the West Virginia districts. The first mine to be reopened is the Annabelle mine, near Clarksburg. It was shut down in August, pending an adjustment of its affairs. W. J. Wolfe, general manager, has announced that the mines will go into full operation at once and that by Monday, October 4th, all will be fully manned. It is not known just what the situation is as to control, but it is surmised that the operations have gone back into the hands of the original company, which leased to the Jones interests before those interests became involved. It is claimed that the combination was working smoothly and well until the disastrous explosion in the Marianna mine in Pennsylvania a few years ago. This disaster brought on financial difficulties, growing more and more involved, until matters came to a crisis in the receivership at Pittsburgh.

Louisville Market.

LOUISVILLE, KY., September 30.—(*Special Correspondence*).—A temporary slump in the coal trade, probably due in part to a period of excessively hot mid-September weather, has apparently come practically to an end and prospects seem favorable for continual improvement in coal trade conditions at this time.

Steam coal of all grades, but particularly screenings, is still a drug on the market, and considerable coal of this character both from eastern Kentucky and western Kentucky is on track on demurrage and selling at bargain counter prices. The market for domestic sizes, however, is firmer than a week ago and prospects indicate conditions justifying an advance of price on all good domestic coal on and after October 1.

There has been little or no change in the situation in regard to car supply, most mines being short of cars one or two days a week throughout September, but loading a tonnage of coal which will probably be found to break any previous monthly records for quite a number of the larger operating companies. Partly due to this enlarged movement of coal, consumption of fuel by coal-carrying railroads in this section has increased substantially, the Southern Railway continuing to take the maximum contract amount from its operators in the Middlesboro and other districts, and the Illinois Central and Louisville & Nashville are also taking more coal than at any recent period, although having very large stocks accumulated.

It is the belief of this writer that stocks of both steam and domestic coal are unusually light, both in country and city points, and that with a continuance of general business conditions as at present, a dependable market for domestic coal at good prices and a fairly satisfactory market for steam sizes should be available to operators throughout the present winter, of course, with the usual fluctuations due to temporary conditions of weather, etc.

Advancing prices of cotton and other commodities, of interest particularly to the southern states, is having a beneficial effect on business in these states which mine no coal, but consume a large portion of the output of the eastern Kentucky-Tennessee field, and operators may derive considerable encouragement in that section.

Detroit Trade.

DETROIT, MICH., September 30.—(*Special Correspondence*).—Improved conditions which have been a feature of the Detroit market for steam coal in the recent past are well maintained. Though of slow development, the better feeling and more favorable aspect of the market appear to be steadily growing with a broadening demand and attendant steadying of prices.

In some measure the expansion of industrial activity in various lines of manufacturing is being reflected in increasing inquiry for stock. Orders continue of rather small size, though their repetition, at not infrequent intervals, makes the aggregate of sales a substantial tonnage. The amount of business coming to shippers from interior points in the state also shows a gratifying gain, attributed in part to improving general business conditions following larger demand for various manufactured commodities from agricultural sections which have been enriched by large fruit and crop production.

Throughout the earlier part of last week domestic coal was in very little demand. High temperatures have since given place to decidedly chilly weather, with frost a nightly possibility, the result being to impart considerable stimulus to the inquiry coming from householders. This betterment of the situation is, however, chiefly beneficial at present to the retail dealers, although continuance of the cold weather, which now seems likely, is expected to bring additional business to the shippers and jobbers in the very near future.

Various conditions in the mining districts, including labor difficulties, shortage of labor and scarcity of cars, have combined in effecting a material reduction in the amount of consignment coal that is being sent into Detroit. There is consignment coal here in considerable amount, more than enough of it, according to shippers who restrict their operations principally to sales on a direct mine shipment basis, but, under present conditions the coal on consignment is far less troublesome than a few weeks ago and the necessity for making sales at cut prices does not exert such an unsettling influence on the price of coal handled on a direct shipment plan. Consumers are not able, as they were, to go into the market and buy cheap coal, whenever the spirit moves them.

Retail yards are busy with the distribution of anthracite, but the orders for additional supply are materializing less rapidly than the shippers desire.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	1.10	2.50
Mine run.....	.90	2.30
Slack.....	.75@.85	2.15@2.25
West Virginia Splint—		
Four-inch lump.....	1.50@1.75	1.90@2.15
Two-inch lump.....	1.25@1.40	2.15@2.30
Three-quarter.....	1.10	2.50
Mine run.....	1.00	2.40
Nut, pea and slack.....	.55@.65	1.95@3.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.25	2.85
Kentucky Splint—		
Lump.....	1.60@1.75	3.00@3.15
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85@.95	2.25@2.35
Mine run.....	.70@.80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.50	2.65
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.40	2.55
Three-quarter lump.....	1.25@1.30	2.40@2.45
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.15	2.30
Mine run.....	1.05	2.20
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

Detroit Coal Bids.

DETROIT, MICH., September 30.—(*Special Correspondence*).—P. Koenig Coal Company of Detroit is rated lowest of four firms, whose bids for coal supply were opened by the board of auditors of Wayne county, Mich. The bids were asked on a basis of about 2,500 tons of anthracite, stove or egg size, or an equal amount of bituminous smokeless coal and for twenty-five tons

of chestnut, delivery to be made at Wayne county's office building, detention home and the jail. The Koenig company's bid is about ten cents lower than the price at which the same company supplied the auditor's last year. Payment is on the b. t. u. basis, with premium for excess and discount charged to any deficiency of b. t. u. from the standard of 14,000. The bidders and prices were:

Firm and coal—	Anth. Smoke- S. & E. less Chesn.	Bit.
P. Koenig Coal Co., Meadowbrook nut	\$2.80
United Fuel & Supply Co., Richwood nut, Red Jacket.....	\$7.20
United Fuel & Supply Co., Smithers Creek nut and slack.....	2.65
R. L. Aylwar, Island Creek, Holden, W. Va., lump.....	3.25
R. L. Aylwar, Blue Gem, wash pea and slack, Ky.....	2.90
R. L. Aylwar, Kentucky nut, pea and slack.....	2.70
R. L. Aylwar, W. Va. nut, pea and slack, Is. Cr.....	2.75
R. L. Aylwar, anthracite, Pittston, Pa.	\$7.25	7.50
Parker Bros. Co., Ltd., White Star nut, W. Va.....	3.25
Parker Bros. Co., Ltd., anthracite, Scranton.....	7.75

Birmingham Trade.

BIRMINGHAM, ALA., September 30.—(*Special Correspondence*).—The domestic coal trade is still making a good showing and most salesmen report business good. One large company has orders for two months ahead. Another has orders for a month. Most of the large producing companies are getting out very nearly full capacity. It is only the small producer from whom any complaint comes.

Steam coal, while trade is in fair condition, has not shown any large movement of coal. Though there is some slight improvement beginning to show up. Most of the cotton mills have begun operations and a limited demand is had from this source. The bunker trade towards the gulf still goes on with a fair tonnage.

Coking coal is making a fine showing, as most of the iron furnaces of the district are in blast. The demand for coke is large and hence a large demand for coking coal. The Tennessee Company is adding another benzol plant, this making a fourth for the district within the past five months. As these plants are good consumers of coking coal, this class of mining is in very excellent condition. This company also announces that all of its mines will be put in operation October 1, thus showing that its own demands are large, besides having some good outside business.

"The mining industry throughout Alabama is something unusual, and has done much to keep Alabama very much alive during the past few months," said C. H. Nesbitt, chief mine inspector. He further says that with the present indications mine coal will be produced in Alabama for 1915 and will far exceed that of 1914. "Our reports already show a good increase," he said, "and I expect the production for the last quarter of the year to show a great improvement over any previous quarter this year."

Mr. Nesbitt states that many more mines are operating throughout the state than were operating at this time last year, and that many which were then operating on a fifty per cent basis are now running full blast.

September Prices.

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Red Ash Cahaba lump.....	\$2.75	\$3.05
Red Ash Cahaba lump.....	2.50	2.80
Red Ash steam size.....	1.20@1.35	Frt. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut.....	1.75	2.05
Washed steam.....	1.35@1.60	Frt. rate 30c
Mine run.....	1.35@1.40	Frt. rate 30c
Jefferson Steam Coal—		
Mine run.....	1.15@1.25	Frt. rate 30c
Walker County Domestic—		
Carbon Hill lump.....	1.70	2.00
Carbon Hill egg.....	1.60	2.00
Horse Creek mine run.....	1.00@1.20	Frt. rate 40c
Genuine Corona—		
Lump.....	1.85	2.25
Egg.....	1.75	2.15
Steam sizes.....	1.25@1.35	Frt. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump.....	2.75	3.00
Cahaba No. 2 lump.....	2.50	2.80
Montevallo domestic prices ranging from \$2.75 to \$3.00.		
Blacksmith coal, washed and screened, per ton. \$2 to \$2.25 at mines, with different rates to various points.		

C. H. Nesbitt, chief mine inspector, will make a trip into Walker county this week to witness the opening operations of the Sunlight Company, and as this process has been very little used in Alabama, much interest is centered in the opening of these mines.

"The strip mining process, after it becomes more widely employed, will mean a great forward movement for the mining industry in Alabama," said Nesbitt. "While the process can only be employed where the coal has an earth cover of from twenty-five to forty feet, there are great tracts of mining land of this nature in Alabama."

More than 960 acres of land in Tuscaloosa county was sold by the Alabama Company to the Central Iron & Coal Company, the latter company desiring to increase its holdings in preparation for development in the future.

The announcement of the sale of the properties in Tuscaloosa county comes from Baltimore, where the greater portion, or practically all, of the stock in the Alabama company is held.

The deal is said to have involved a consideration of about \$80,000, and the lands are adjacent to the Kellerman properties of the Central Company. The lands are not convenient to the other properties of the Alabama Company, and for that reason the sale is believed to have been advantageous for the latter company.

The Canal Export Coal Company has leased its holdings to Tidmore & Jordan, who are now making improvements so that a tonnage of 400 tons per day can be produced. Also, arranged so this can be increased, when needed. This tract lies not far from Acton in Shelby county, and not far from mines of Alabama Fuel & Iron Company.

Denver Trade.

DENVER, COLO., September 30.—(*Special Correspondence*).—Cold rains and continued cool nights as gentle reminders of the approaching winter have been followed by steadily increasing activity as regards the production and marketing of coal here this week. While the lignite district leads in production, outside of Trinidad, Walsenburg and Routt county, as well as the Canon City district, are making a much better tonnage.

Local retailers all report a larger volume of business this week than at any time since last spring. Storing of all grades for domestic use continues and weather conditions are responsible for a good demand for immediate requirements.

Harvesting of small grain has been delayed in some sections of the state on account of labor shortage. At Pueblo prisoners in the city jail were given their freedom last week on their promise to assist the farmers. In most sections of the state, however, and also in Wyoming, cutting has been completed and threshing is well under way. The threshing demand and the starting of some of the sugar factories have contributed largely to a heavy lignite output.

There seems to be a good demand, sufficient to take care of the slack from the larger lump output of lignite and bituminous. Prices are stronger and well maintained.

Prices for lignite coal f. o. b. mines are as follows: For Denver delivery—lump, \$2.35 to \$2.65; mine-run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For points outside of Denver—lump, \$2.50; mine-run, \$1.55 to \$1.65; slack, \$1.05.

New Vein of Coal.

DENVER, COLO., September 30.—(*Special Correspondence*).—A fifteen-foot vein of semi-bituminous coal is reported to have been discovered in the Broomfield district, next to the lignite fields of Lafayette, Louisville, Superior and Marshall. The discovery is considered of great importance.

The vein was said to have been encountered at a depth of several hundred feet in the course of an artesian well excavation. Heavy diamond drills were being used, the cores of which revealed traces of coal at a depth of about seventy-five feet. The drills made comparatively rapid progress through the strata below until they struck the hard coal vein 100 feet lower. Here the drilling was slowed considerably and an investigation made of the cores through which the waste of the drill hole is carried. Small chips of coal appeared with rock, but with an additional foot of drilling the waste became solid coal. The drill was sent down thirteen or fourteen feet beyond this point before rock chips again appeared in the core.

Several samples of the coal have shown by analysis that it is almost as hard as anthracite.

H. E. Fitz, of Fort Dodge, Ia., has sold his retail coal business to Edward W. Collins, who will carry a complete line of bituminous and anthracite coal.

New York Trade.

Anthracite Trade Grows Stronger With Milder Weather—Bituminous Active.

Office of THE BLACK DIAMOND,
NEW YORK, September 30, 1915.

The last week of September, with much cooler weather, brought a great deal of improvement to the anthracite trade, both wholesale and retail. Last week wholesale buying became more active, and as the weather has grown more seasonable buying for domestic consumption has also been greatly stimulated. Consumers are showing some concern now about their coal needs.

Last week most of the anthracite operations were working on short time. This week some of the companies report that they are working on full time for the first time since last spring. Some of them see ample business in sight to continue on a full-time schedule for some weeks at least. The greatest improvement in the trade comes from the line dealers, and while there has been a very noticeable pick-up in the tidewater trade, it is still lacking the snap that is so much in evidence in the line trade. The better demand for coal from all quarters is gradually bringing domestic size prices up to the full winter circular. As trade becomes more active the individuals are gradually bringing their prices up so that the full winter schedule is now nearer realization than many in the trade deemed possible. And while instances are given where buyers intimate that they have been offered very heavy concessions, it is usually found that these prospective bargain seekers in the end are inclined to pay prices more in line with the circular. Individual concessions from the circular which now average twenty cents per ton get full prices on certain favored sizes, allowing concessions on the less favored.

Up to the moment the car supply for the anthracite coals has been very good, but with the line trade showing more activity and railroads becoming congested with other tonnage of a pressing nature, it is expected that from this time on transportation conditions will not be so easy, as a great deal of very heavy war stuff is now moving over some of the important eastern anthracite carrying roads and their connections as well. And, moreover, there is a growing shortage of labor of all kinds, so that it will only require a slip of a cog here and there to bring about a freight congestion. Another condition to be watched is that of cars. While the great bulk of anthracite is moved in hopper-bottom cars, there are still a great many retail coal dealers scattered here and there who do not have plants that are equipped to handle hopper-bottom cars, and who want low-side cars from which coal can be discharged by hand. These cars have been growing scarcer from year to year, and just now the railroads that have cars of this description on hand are finding thousands of calls for them for other freight.

The labor situation is being watched very closely, and as the public begins to realize the gravity of the situation as it appears to some of the best informed men of the trade, there will no doubt be a great increase in buying thereby.

The steam size situation at tidewater especially is considerably changed. These sizes are growing scarcer, that is, more of them are being taken upon contract requirements, leaving small surpluses for spot trade. Therefore, those jobbers who have contracts on these sizes are covering certain monthly deliveries and those who have been buying in the open market, are finding it much harder now than ever before to secure suitable grades of buckwheat that they can apply upon their contracts, and at prices in line with which these contracts were taken. At New York tidewater ports choice grades of all the steam sizes are now selling at full circular. Some of the inferior buckwheats can now be purchased at twenty to twenty-five cents off, with medium grades of rice selling at twenty cents off circular and barley at ten to fifteen cents. For the first time in months pea coal is very active, and it is very difficult to secure choice grades of it for prompt shipment. Inferior grades can be purchased at twenty-five to thirty cents off circular.

New York prices:

	Upper Ports.	Lower Ports.
Broke	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.00	5.50
Pea	3.55	3.45

Special grades of Red Ash and other high grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$1.90 and up
Stove	5.05 and up
Nut	5.00 and up
Pea	3.25 and up
Buck	2.25 and up
Rice	1.75 and up
Barley	1.65 and up

The Bituminous Situation.

The eastern bituminous trade continues to gather strength from week to week. This week finds the situation considerably stronger, and mine prices somewhat stiffer, with some improvement noticed in tidewater prices. Salesmen report that they find large buyers in a more amiable mood than heretofore. Those who are not protected by contracts are more receptive when the coal salesman calls. The buying public are beginning to realize that coal for steam-making is getting scarcer, and that it is not going to be so plentiful this fall and winter, as has been the case throughout the summer. Many of the large producers who have large contracts are not seeking spot business. Right now they are being pressed to take care of contract requirements, and quite a few of them are beginning to realize that the labor situation and the car shortage from now on are going to be two most vital factors in controlling output. Labor is becoming much scarcer, as mines are in position, due to their increased orders to run to capacity, and it is no doubt due to this fact that many of the small operators throughout the central Pennsylvania fields who have all along been flooding the markets with spot coals are now putting a better price on their coal, and if they do not secure it are not rushing surplus production to tidewater in anticipation of finding a ready market for it here.

The export movement is still hampered for lack of vessels, Baltimore especially showing a falling off last week. In fact, only six steamers reported for cargoes. Hampton Roads shipments continue very well in line with the high records previously made. Bunkering business at all ports is very fair, and at New York especially it is very active, due to the fact that a great deal of heavy war munitions are now being shipped from this port. A great deal of stuff is being loaded for Russian account, shipments being made to Vladivostok and Archangel, and steamers that are taking these cargoes are taking very large bunkers. One bunkering interest reported this week that they had sixteen steamers in sight for bunkers whose requirements would run all the way from 500 to 1,500 tons each. And other bunkering firms seem to be equally as well favored.

The car supply is very scarce on both the Baltimore & Ohio and Pennsylvania systems. Many mines in central Pennsylvania are reporting that they are not securing more than a fifty per cent supply. This, no doubt, really means that they are receiving about the same number of cars that they received during the summer, but, due to the larger requirements just now, the cars furnished them by the railroads are falling very short of their needs. As an indication of the heavy increase of tonnages on some of the eastern roads, the Baltimore & Ohio Railroad in August handled 3,009,028 tons, as compared with 2,769,453 tons for the corresponding month of 1914, or a gain of 239,585 tons. In the same month coke traffic increased 102,975 tons.

New York harbor ports have some free coal, but not an oversupply. Prices are firmer, choice grades commanding five and ten cents over the average prices prevailing for some time.

The Vessel Situation.

The coastwise vessel situation is practically unchanged. There is ample tonnage for current coastwise business. Former rates are just about easy.

In the export trade rates to Italy have increased about 4s in the past week or ten days, while rates to South America have increased from 1s to 2s. We quote current rates on freight as follows:

From Hampton Roads to Boston, eighty to ninety cents is about the range; to Portland and points east of Boston, from ninety cents to \$1.00. To sound ports, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to Bridgeport or New Haven, thirty cents; to New London and Providence, forty cents; to Fall River and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.85	\$1.30
Medium grades	2.65	1.15
Ordinary	2.55	1.05

Cambria County—		
Best Miller vein	3.00	1.45
Medium grades	2.70	1.15
Cheaper grades	2.60	1.05
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.50	1.00
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.50	.95
Maryland—		
Georges Creek big vein	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.85
Best 2 1/2, 3/4-inch lump	2.65	1.10
Best grade, run of mine	2.65	.90
Gas slack . . . . .		.60@ .75

New York Trade Briefs.

George A. McIlroy of Parrish, Phillips & Co., of No. 1 Broadway, returned on Monday from a visit to the Panama-Pacific Exposition.

E. V. Sidell, the well-known Poughkeepsie, N. Y., coal dealer, was a New York visitor on Wednesday.

F. R. Wadleigh, the well-known coal expert of Philadelphia, sailed from New York on Wednesday on the S. S. Rotterdam for a European trip.

Lucien Hill, New York manager of the Merchants' Coal Company of Pennsylvania, is rejoicing upon the arrival of a son at his home at Short Hills, N. J.

F. M. Adsit, general freight and passenger agent of the Virginian Railway, with headquarters at Norfolk, Va., was in New York on Monday calling on some of the shippers over his line.

S. D. Fobes, newly-appointed manager of sales for S. P. Burton & Co., 50 Congress street, Boston, was in New York late last week on his return to Boston from the central Pennsylvania regions.

A New York state charter has been granted the Richmond Hill Coal & Ice Company of Queens, with a capital stock of \$50,000. Incorporators are Charles W. Rorothea and Henry Myers, both of Queens.

Application has been made to the New York Stock Exchange to list \$1,813,900 of seven per cent cumulative preferred stock and \$5,500,000 of common stock of Burns Brothers, New York City's great retail coal corporation. The preferred is now selling at from \$102 to \$104 per share and the common at \$78 to \$81.

The many friends of Henry Plauth, bookkeeper of A. W. Hillebrand & Co., No. 1 Broadway, were pained to learn on Tuesday of the death of his nine-year-old son, who was killed by an automobile near his home in Brooklyn. The young fellow was on roller skates and had ran out into the street to get a hat belonging to his smaller brother when the automobile struck him.

Diedrich Denker of the well-known New York retail coal firm of Meyer-Denker-Sinram Company, who was taken seriously ill at Denver, Colo., some time ago while on his way to the Pacific coast, and who was hurried back to New York, was doing very well this week. He is at his home and his condition is considered very favorable.

P. B. Hutchinson of the J. C. Haddock Coal Company, of No. 17 Battery place, who met with a very serious accident about a week ago, is doing very well this week. Mr. Hutchinson accidentally fell from the window of his apartment, some three stories high, landing on a spike fence, which resulted in the breaking of two ribs and a compound fracture of an arm. The spikes made two large holes in his back. His improvement has been most rapid.

Advices from Somerset, Pa., state that the first Western Maryland freight train to run over the Somerset & Cambria branch of the Baltimore & Ohio Railroad went through Saturday from the Jenner coal field. The train was operating under a traffic agreement whereby the Baltimore & Ohio tracks will be used for hauling additional tonnage of coal from new mines of the Consolidation Coal Company in the Jenner field. These trains are diverted to the Western Maryland main line at Rockwood.

The annual fall tournament of the New York Coal Trade Golf Association will be held at the Seaview Club course, near Atlantic City, on Saturday and Sunday, October 16th and 17th. At this tournament it is expected that a good number of golfers from the Pennsylvania coal trade will participate. A very large attendance is expected from the New York association, and it is hoped to make this tournament one of the most successful that the association has yet held. C. B. Dungen of the Keystone Coal & Coke Company and F. J. Honan of the Skeeel Coal Company are the most recent applicants for membership.

Philadelphia Trade.

The Coal Trade Gets a Boost in Every Department—Prices Are on the Upturn.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, September 29.

For many long weary months the sympathizers of the Allies have been waiting for the "big push," but the weariness of waiting for this action has been nothing compared with the hopes of the coal men that a "big shove" would occur that would send prices to a better level. The changes in quotations of the last few days bear the earmarks of better returns. The heaviest contributing quantities that have been responsible, locally, for an upturn has been heavy stocking and shortage of railway cars. Healthier still than these two is the steady forcing of the consumer to acknowledgment of the fact that he "no longer rules the roost." Late comers who defiantly proclaimed, only a matter of two months ago, that they would contract when they got dogged good and ready, have seen the error of their way, now, when it is too late. Not alone is it hard to find any of the coal firms who are willing to take on the burden of supply to April 1 of next year, but in some quarters orders are to turn down "spot sales" unless there are actually cars at delivery point that can be turned over to the buyer.

And prices have felt the effect of this change in conditions. In the Somerset fields the order of the B. & O. given on September 22 that cars would go on a percentage basis, was followed by a severe shortage at the mines that cut heavily into working time. For this kind of coal the following quotations were made for spot delivery. Ordinary \$1.00, fair \$1.20 and \$1.30, best \$1.35 and \$1.45. No contract figures quoted.

Because of the better mode of delivery over the B., R. & P. and an excellent supply of cars, the Reynoldsville-Punxsutawney district has not felt a tightening as yet of movement of coal. Reflection of price stiffening, however, is shown in the figures quoted for immediate delivery. Slack sells eighty and ninety cents, run of mine, \$1.15 and \$1.25; three-quarter screened lump, \$1.25 and \$1.50, and smithing, \$1.25 and \$1.35.

The Greensburg district has been called upon heavily for stocking purposes by the railways, besides some heavy deliveries to tidewater points. There is little free coal offered from this section and that which can be moved is held at \$1.25 and \$1.35 for run of mine, and \$1.35 and up for screened.

Even short period contracts on the Western Maryland have been restricted during the past week. Some of the operators have come to the conclusion that they want lee-way in event that a sky high market will follow. Spot sales have been made from eighty-five cents up to a dollar during the week.

Clearfield coals are showing the effect of a car shortage already and Miller vein for spot shipments have been held at \$1.30 and up.

At tidewater, charters from this port have been hard to get with most of the free bottoms tying up in the grain trade. Two boats went under contract during the week for the western range in Italy at 42 and 43 shillings. However, both here and at Baltimore, considerable heavy loading is in progress, and with the cars that are being released by the railroads that have been stocking, quite a number of cars will be released for return to the mines over next Sunday.

The Anthracite Situation.

Stove coal stepped away out as the leader in the local trade this week and some of the smaller operators had quite a time arranging to take care of their orders. This size was held strictly to circular price and some of the better grades were even a little better. A change in the weather sent the hoi-polli squinting at their coal bins and the movement in the "poor man's fuel"—the pea size—increased in consequence. While this coal has been sold fifty cents on the ton below circular, since late in April, there has been a noticeable stiffening in price and even the independents have been holding pea at \$2.05 to \$2.15. It is expected that there will be a flat raise to \$2.25 a ton within the next few days by the companies.

Egg sizes at this time of year are always draggy and have to be sold at a concession. The underlying cause seems to be that the big institutions, which are the heaviest users of the size, stock up heavily in the spring and are not in the market again until January or February.

Most of the mines are running full time and the overplus is being stocked. In anticipation of the monthly report of the Bureau of Anthracite Statistics, it is learned the production for September will run close to the figure set by last year's work.

Following are the Reading circular figures, plus the state tax, for the coming month:

	Mahanoy and Shenandoah.	Locust Mountain and Schuylkill White Ash.	Shamokin.	Lorberry and Schuylkill Red Ash.	Lyk's Valley Red Ash.
Sizes -					
Lump	\$3.50	\$3.50	.....	.....	.....
Steamboat	3.50	3.50	.....	.....	.....
Broken	3.50	3.50	.....	\$3.75	\$4.10
Egg	3.75	3.75	\$3.75	4.00	4.35
Stove	4.00	4.00	4.00	4.25	4.60
Chestnut	4.15	4.15	4.15	4.25	4.60
Pea	2.50	2.50	2.50	2.60	2.75
Buckwheat	1.50	1.50	1.50	1.60	2.35

Philadelphia News Notes.

Murray B. Courtright, of the Cortright Coal Company, was in New York on Wednesday.

J. Fred Betts of the Goshen Coal Company of Clearfield, was one of the trade visitors of the week.

Arnold Gerstelle, sales manager for Percy Heilner & Sons, was in Boston the forepart of the week.

George Tyler, who is connected with the John Lochrie Coal Mining Company at Windber, was a trade visitor.

H. K. Burkett, president of the Atlantic Crushed Coke Company of Greensburg, Pa., was a trade visitor of the week.

Fred Lockhart, who represents the Hillman mining interests in New York, was seen among the trade on Tuesday.

W. J. Kuntz of the Operators Coal Company of Johnstown, Pa., was in the city for a few hours on Friday of last week.

H. C. Beury and Mr. H. H. Lineaweaver of Lineaweaver & Co., left early in the week in automobiles for a tour of New England.

J. W. Swain of Swain Brothers, who has been spending several weeks in vacation in the Adirondacks, is expected to return this week.

Mr. Jardin, head of the coal department of Pilling & Crane, visited the properties of the company and the Big Bend mine last week.

Arthur Kuppinger, sales manager of the Valley Smokeless Coal Company, was in the regions the forepart of the week and returned on Thursday.

Floyd Chadwick, the amiable manager of the local office of the Davis Colliery Company, spent a few days of the week with the New York trade.

Charles A. Owen of Johnstown, president of the Imperial Coal Company, paid a visit to the local offices of the company this week and also made a run over to New York.

Bids will be opened by the director of supplies of the city of Pennsylvania for coal to be supplied to all departments of the city, inclusive of the waterworks department, on October 5 at the city hall.

W. H. Adams, chief clerk of the Crozer-Pocahontas Coal Company, spent a week at Norfolk going over the change in freight rates as will apply over the Norfolk & Western to that port, in the near future.

E. B. McCue, who was formerly of the sales force of J. Blair Kennerly, and R. R. Hendershott, who was with B. Nicoll & Co. for some time, have joined the force of Swayne & Co., whose offices are in the Land Title building.

The East Bear Ridge Colliery, for which H. H. Lineaweaver & Co. are the selling agents, made its first shipment of coal over the new breaker this week. The total production was about 500 tons a day and this will be doubled as soon as the plant gets well under way.

With the 'Phillies way out in front and winners of the National league baseball contest, requests are coming into every coal man's office to get tickets for out of town associates and friends. All sorts of schemes and devices are being exploited to satisfy the requests and some of the popular young men of the trade say they expect to be grey headed before the affair is over.

A meeting of the sentries of the Order Ko-Koal was held in the office of Ayers Brothers in the Pennsylvania building on Tuesday, at which there was a good attendance. The question of supporting the National Coal Association was the principal topic touched upon and it was decided that this was a question that should be thoroughly gone over by the entire membership before any definite action was taken. The sentries concluded

to call a general meeting, which will be held at the Hotel Roosevelt on October 21, and the point at issue will be thoroughly reviewed and whipped out.

There is a perceptible shortage of small tonnage cars at the present time, and dealers and agents who have orders for cars carrying thirty-five to forty-five tons are having quite a time in getting this equipment. The railways' answer has been that the smaller cars were intended for the pig iron business and now that this trade is running ninety-seven per cent of capacity, all of this style of car must be turned into that channel.

"Twenty thousand bags of coal to be given away." This sign in flaring red, tacked and tied on various automobiles belonging to the Mason-Heflin Coal Company, has caused no end of talk as a means of advertisement. The bags, however, would not quite come up to specifications for charitable purposes, but they are sizeable enough to give those who obtain them an idea of the quality of the coal that these retailers have to offer.

Howard Perrin, local sales manager of the Susquehanna Coal Company, was about the busiest man in forty-seven counties this week. Besides taking care of the heavy fall business of the company he was one of the directing heads of the big golf meet at the Merion Golf Club and participated in the tryouts for the championship. There is also a good tip out to the effect that Mr. Perrin may be elected to the presidency of the National Golf Association.

Major General E. Bowman Daugherty, who has been at the head of the militia forces of this state for the past five years, will retire from the service on Thursday next. General Daugherty comes from a family that has made military history in the state as well as having been identified with its mining interests for a couple of generations. The state law of limitation was the only cause for General Daugherty's retirement. He is one of the active heads in the operating end of the Susquehanna Coal Company's properties.

Baltimore Trade.

BALTIMORE, OHIO, September 30.—(Special Correspondence.)—Under increasing pressure for fuel to the west and northwest, and a better tone eastward on all except the export trade, the situation at the mines of West Virginia, Maryland and Pennsylvania is tightening. Real scarcity conditions as to the mine labor supply and as to cars are developing. Labor leaders in the mining districts agree with operating interests that a labor famine is in prospect if the drain of the call of war and to various war-boom industries keeps up at mining centers.

Locally the industrial situation here is steadily improving. All classes of iron and steel works here are now working to the limit, shipbuilding yards are deluged with work and various other industries are reflecting a better feeling. More business is going on the books of local coal men for deliveries here than for months past.

Better prices are beginning to prevail at the mines, although more improvements in that line would be acceptable to operating interests. Shippers and middlemen are now better satisfied with conditions, as more customers finding fuel really necessary are coming to the front and profits in that way are better.

Prices to the trade may be quoted about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.95 @ 1.00	\$2.38 @ 2.43
Run of mine .....	.85	2.28
Slack .....	.65 @ .70	2.08 @ 2.13
Somerset—		
Best	1.35	2.53
Good	1.20	2.38
W. M. R. R.—		
Freeport .....	.85 @ .90	2.03 @ 2.08
B. & O.—		
Freeport .....	.85 @ .90	2.03 @ 2.08
P. R. R.—		
Best South Fork	1.40	2.48
Miller vein	1.15 @ 1.20	2.83 @ 2.88
Ordinary .....	.85 @ .95	2.03 @ 2.13

In an endeavor to provide for needs of miners for homes, the Brothers Valley Coal Company, with operations in Somerset county, Pennsylvania, who have headquarters at No. 90 West street, New York, are erecting eighteen more new dwellings at their mines at MacDonaldton. They are also improving their mining section by increasing the capacity of their lighting plant and are making many other improvements that make for better living on the part of the miners. The mines have been working full for some time and the company has every prospect for an active business throughout the coming winter.

New England Trade

BOSTON, September 30.—(Special Correspondence.)—Today, the last day of the month, finds the local wholesale and retail anthracite dealers more cheerful than they have been before in months. The wholesale bituminous dealers, while not crowding over current sales, appear extremely hopeful regarding the immediate future.

With very few exceptions, local wholesale anthracite houses report the best past week's business that has been recorded in a very long period. And the best part of the news is that the buying of cargo lots has been fully as active as car-lot bookings. A good-sized tonnage in cargo lots has been booked for delivery at Boston, Providence, Lynn, Beverly, Portsmouth and Portland. New Haven and Boston and Albany all-rail point distributors seem to have been a little more aggressive in buying than those at Boston and Maine points. The demand has embraced all prepared sizes and lapped over into some of the other grades. Buckwheats, for instance, have been in excellent demand, especially from sound ports, but local dealers in a number of cases have been obliged to turn down business, owing to their inability to deliver the goods. Some houses claim that certain grades of buckwheats are really scarce and intimate that an advance in prices for them would be justifiable.

The working schedules of mines has not been increased noticeably, but probably will be beginning tomorrow. Stocks at tidewater shipping points are not excessive, and as there is no shortage in barges or cars, shipments have been and are made in fairly good time. As the year draws to a close, however, there is bound to be a shortage in cars, and owing to this fact local houses are urging retail dealers and other consumers to cover their requirements before it is too late. Offerings at Mystic Wharf have not been plentiful, nor are they liable to be for some time to come, for a majority of houses report that they will have all they can do to fill contract orders for the next month at least. Some dealers go so far as to predict premium coal at Mystic Wharf before snow flies. Stove and egg find a ready market at \$5.85 per ton, alongside Boston Harbor, and nut at \$6.10. Pea is moving rather slowly, but is unchanged at \$4.05, Boston Harbor. Birdseye buckwheats command \$2 per ton f. o. b. New York and No. 3, \$1.80. Aside from Portland, very little business has been done in Maine, but the provinces trade has improved very satisfactorily since last reports. Not a word has been heard here in regard to possible price reductions in anthracite since the Interstate Commerce Commission announced the extension of effectiveness of their recent ruling on freight rates until December 1.

While no noticeable improvement in the demand for bituminous is noted here, the market is sentimentally firmer. Firmer, because of greater industrial activity throughout New England and because of the general belief that trade conditions will warrant an advance in prices before another month has passed. At Mystic Wharf, for instance, the market for Pocahontas and New River is now quoted at \$3.68 per ton f. o. b. cars, but it is very doubtful if much tonnage has been booked at more than \$3.60. It is a fact, however, that shippers are much more reluctant to accept the lower figure than they were a week ago. The f. o. b. Hampton Roads market for these coals is reported as steadier at \$2.85 per ton. That is, there is less disposition on the part of shippers to cut prices. Supplies of southern coals at Hampton Roads ports are still large, but not to the extent that they have been.

Georges Creek at Mystic Wharf is offered and has been sold at \$3.90 to \$4.00 per ton, mostly the latter price. Pennsylvania bituminous is still quoted on a basis of ninety cents to \$1.50 per ton, and some local houses claim business is slightly better. One house in particular reports that it has been quite successful in bidding against Nova Scotia coals and has secured good prices. The awarding of the Boston & Maine bituminous contract is apparently a dead issue. The company says the award has been postponed indefinitely. No other large orders are in view at the moment.

The marine freight rate market presents few new features. The offerings of bituminous space are larger than requirements, but rates hold up remarkably well. They are generally seventy-five to eighty cents per ton from Hampton Roads to Boston, and seven to ten cents per ton from Baltimore. Anthracite rates from New York to Boston are fifty and fifty-five cents per ton.

Boston Trade Notes.

The Boston Towboat Company, a subsidiary of the Massachusetts Gas Companies, has sold the

tug Orion to Ryan Company of Port Arthur, Texas. The boat was built in 1906, and was one of the largest of the towboat fleet.

The Boston Coal Company's old wharf at Albany street, backing on the South Cove, is being dismantled.

Formal announcement is made that Mr. S. D. Fobes, for many years connected with the New England Coal & Coke Company as sales manager, is now associated with S. P. Burton & Co., No. 50 Congress street, as manager of sales.

The John J. McCarthy Company of Easton has been granted a Massachusetts charter. The company has a capital of \$25,000, and is to engage in a coal and wood business. The incorporators are Mary V. McCarthy, Mary M. Kelleher and Alice L. McCarthy.

The local receipts of anthracite from April 1 to August 31, inclusive, were 747,685 tons, or 178,218 tons less than those for the same period last year and 68,467 less than those for the same time in 1913. The receipts of anthracite were 2,018,359 tons, a decrease of 178,193 and 239,935 tons, respectively.

Six men, riding in a jitney bus, recently ran into a truck of the Edison Electric Illuminating Company of Brockton standing at the side of a road. The bus was quite badly wrecked and the six men more or less damaged. The Brockton jokers are saying it does not pay to run up against the Illuminating company.

Two men, Arthur Given and Ollie Murray, while at work in the coal pocket of the Exford Paper Mill, at Rumford, Me., were buried by falling bituminous. Given lived but a short time after being dug out from the huge heap. Murray received but slight injuries. A man engaged in digging out the men was struck on the head by a large lump of coal and rendered unconscious for some time.

Michael Capollo, who runs a coal, wood and ice store in Roxbury, was recently robbed about midnight of about \$400 by two men, according to his story to the Boston police. Michael closed his store at 11:30 p. m.; the two men asked him for a drink of water, took it, then his money and locked him up in the ice chest. Coal dealers should take notice and not keep their places of business open so late at night.

The combined net earnings available for dividends of the Massachusetts Gas Companies for August were \$188,548, or \$31,154 more than those for the corresponding month last year. The subsidiary companies and the parent company have declared the usual quarterly dividends. Following are the earnings of the coal department for August, with comparisons (in tons):

N. E. C. and Coke.....	\$32,488	\$53,405	\$ 58,709
N. E. Coal.....	56,090	22,774	42,956
Federal Coal.....	8,748	6,565	3,273
Boston Towboat.....	2,318	4,801	3,710
Total.....	\$99,645	\$87,547	\$108,651

Buffalo Trade.

BUFFALO, N. Y., September 30.—The anthracite shipments by lake for the past week showed some improvement, the total reaching 100,750 tons, which cleared as follows: Duluth-Superior, 36,800 tons; Milwaukee, 32,100; Chicago, 26,400; Lake Linden, 2,800; Green Bay, 1,350; Depere, 1,300. The docks at the other end of the lakes are reported by shippers to be well supplied with coal and further shipments are being held up to a large extent for lack of dock room. Large vessels are now leaving here light in many instances. The shippers say there is a scarcity of small tonnage, so that it is not an easy matter to supply coal to some of the smaller ports. For this reason the freight rates are expected to be on a higher level this fall.

Not much is being done in selling anthracite to dealers. Many of them have little or no shed room to take the coal. They find their customers are making but few demands upon them, but an increase in trade is looked for this coming month. The weather has been favorable to coal selling for the past few days, and stocks in dealers' bins have been reduced somewhat. Independent companies are expecting a good month and say that business has picked up with them during the past two weeks.

The bituminous trade continues on a steady basis and prices are tending toward more strength. Operators are raising their prices from 5 to 10 cents per ton, regarding the outlook for business for the remainder of the year as much improved. This additional strength in the market is leading to a larger amount of buying, and there is a better demand for the different sizes than a short time ago, when a large part of the

inquiry was for slack. There is still a pretty good business doing in slack, with very little surplus offered at any time. The largest concerns which frequently have plenty of slack to sell are now well sold up on it.

It is noted that some stocking up is being done by purchasers in anticipation of a further shortage of cars and a slower movement of coal. The outlook is for a considerable car scarcity this winter and already small gondolas are reported to be hard to get. Railroad movement of coal is somewhat slower than it has been, largely because the roads now have a large quantity of freight of all kinds to handle. Men are none too plentiful at the mines and increasing difficulty in getting miners is expected.

Buffalo Trade Briefs.

Fred J. Durdan, sales agent of the B. S. Ham-mill Fuel Company, has returned from a business trip of several days to Pittsburgh and vicinity.

C. J. Renwick, sales agent of the Keystone Coal & Coke Company, has returned from a business trip to New York and other eastern cities.

E. S. Keay, sales agent of the Skeeel Coal Company, has returned from a business trip to Chicago, where he accompanied President E. J. Skeeel.

Grant H. Jones, vice-president of the Shawmut Coal & Coke Company, is spending two weeks on an automobile trip through the state, accompanied by his family.

The Lackawanna Steel Company is reported to be working very close to capacity, having received a large rail order for foreign shipment, as well as one for war supplies.

A new wholesale coal office is to be started in the downtown district by W. J. O'Shanecy, who for some time past has been on the sales force of Thorne, Neale & Co. in this territory.

F. L. Garrison has resigned his position as sales agent here for the Pittsburgh-Westmoreland Coal Company, which he has held for the past year, and has gone to Fostoria, O., where he will enter into the packing business.

The Horace A. Noble memorial chapel is to be dedicated by the Knights Templar of this section of the state on October 30th, at which time a grand commandery dinner will take place. The building was erected in memory of the former head of the coal firm of Frank Williams & Co., who was a prominent member of the Masonic fraternity.

The Lehigh Valley Railroad Company has about completed the new coal-handling plant which has been in process of construction for some time. It is a modern steel and concrete ground-level plant for handling coal into vessels and is operated by electricity. It consists of two rocking cradles for unloading box cars and four fixed hoppers for unloading open cars. The coal will be conveyed by apron flights to a telescopic chute in the boat which is being loaded. It is expected that 500 cars can be unloaded in ten hours. Besides quick handling for vessels, the plant insures freedom from breakage of coal. The first car is likely to be unloaded this week.

Omaha Trade.

OMAHA, NEB., September 30.—(Special Correspondence.)—The market has been firm with a good demand for domestic coal, very little coal of any kind being offered in transit. Shipments have been heavy with the exception of Kansas nut coal.

General business conditions are slightly improved on account of weather conditions being more or less favorable to the corn crop.

The following market prices prevailing:

	Mines	Omaha
Southern Kansas—		
Nut	\$2.00	.....
Slack	1.35	.....
Franklin County—		
Lump	1.60@1.75	4.00@4.15
Egg	1.60@1.75	4.00@4.15
Nut	1.60@1.75	4.00@4.15
Williamson County—		
Lump	1.45@1.60	3.85@4.00
Egg	1.45@1.60	3.85@4.00
Rock Springs—		
Lump	2.15	5.85
Nut	1.60	5.35
Arkansas Anthracite—		
Lump	3.70	6.60
Broken sizes	3.95	6.85
Routt County, Colo.—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00
Walsenburg District, Colo.—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00

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Rockefeller's Social Plan for Colorado Mines.

The trip of John D. Rockefeller, Jr., to the coal mines of Colorado came to a conclusion on Saturday of last week. The closing incident of it was a meeting presided over by the capitalist himself and attended by the officers of the Colorado Fuel & Iron Company and representatives of the miners.

The concrete result of this meeting was the presentation by Mr. Rockefeller of a plan for regulating in future the relations between the company and its employees. Appended to that plan was a form of agreement, of which the following is a copy:

The Proposed Agreement.

"It is mutually understood and agreed that, in addition to the rights and privileges guaranteed the employees and the company in the industrial representation plan herewith, the following stipulations respecting employment, living and working conditions shall govern the parties hereto from the date of their signatures hereon to Jan. 1, 1918, and shall continue thereafter subject to revision upon ninety days' notice by either of the parties.

"The charge to employees for dwellings without bath shall not exceed \$2 per room per month.

"The present uniform charge of 40 cents per electric light per month, with free light on porches, shall not be increased.

"There shall be no charge for domestic water except in cases where the company is obliged to purchase the same; in such cases the charges shall be substantially the cost to the company.

"The rates to be charged employees for powder and domestic coal shall be substantially their cost to the company.

"To encourage employees to cultivate flower and vegetable gardens, the company agrees to fence free of charge each house lot owned by it.

"The company will continue its practice of removing garbage free of charge.

"As the need becomes manifest, the company will continue its present policy of providing as rapidly as possible suitable bathhouses and social centers in the nature of clubhouses for the employees at the several mining camps.

"Eight hours shall constitute a day's work for all underground employees. This shall mean eight hours exclusive of the noon and the time required to go and come from the mine opening to the place of employment.

"Nine hours shall constitute a day's work for all outside labor, except firemen and engineers.

"All employees shall be paid semi-monthly by check.

"No deductions shall be made from earnings, except where authorized by employees.

"No change affecting conditions of employment, with respect to wages or hours, shall be made without giving thirty days' notice, as provided by statute.

"The schedule of wages and the working conditions now in force in the several districts shall continue without reduction, but if prior to Jan. 1, 1918, a general increase shall be granted in competitive districts in which the company does not conduct operations, a proportional increase shall be made.

"For this purpose a joint meeting of the miners' representatives and proper officers of the company shall be called within thirty days after the increase in competitive districts is effective to discuss and determine a method for fixing the schedule in the new districts affected."

The Bigger Plan.

Ahead of this proposed agreement was an elaborate document, referred to by Samuel Gompers as "the constitution of Mr. Rockefeller's union." It is something more, however, than merely a union plan. It takes into consideration not only wages and the forcing of the operator to surrender to the miners.

It Blocks Out the Unions, But Automatically Increases Wages to Equal Those in Competitive Fields—A Tactical Mistake or Two.

It touches on every phase of life in the mining camp. For example, there is to be a general organization which is to be subdivided four or five ways.

One subdivision is a joint committee which shall work all the while on industrial co-operation and conciliation.

Another subdivision is the joint committee on safety and accidents.

A third subdivision is a committee on sanitation, health, and housing.

The fourth subdivision is a joint committee on recreation and education.

The sub-committees, of course, are appointed by the general organization. This latter is gotten together on the representation plan. That is, there is to be elected to the "general assembly" one miner representing each 150 wage earners. It is assumed that these wage earners shall be employees of the Colorado Fuel & Iron Company. One man who has studied the plan very carefully made this week the following statement:

"The big features in Rockefeller's substitute for the United Mine Workers of America are the contractual rights of the men and the right to belong to any union they choose.

"They also have final appeal from all of the elaborate courts provided by Mr. Rockefeller to the Colorado State Industrial Commission. The findings of this body are not reviewable and consequently are binding on both the employer and employees.

"The contract, if approved by the referendum vote, will run for two years from the first of next January and will then run indefinitely unless terminated, after notice of thirty days, by either side of the contract.

"The men receive, by the terms of the contract, practically all the demands made by the United Mine Workers of America, except the recognition of the union. The men are assured against a reduction of wages for the term of two years. But they are not limited to those wages, because if a competitive field gets an advance, the men also will get an advance."

Attitude of the Miners.

The referendum vote which is being taken this week indicates that the miners are voting for the plan almost unanimously. For example, up until Monday night the following votes had been taken: Berwind—for, 140; against, 9; Tobasco—for, 138; against, 25; Rouse—for, 139; against, 6; Lester—for, 97; against, 9. The vote is all the more striking in view of the fact that in many of these camps there are some members of the United Mine Workers.

The attitude of the union is particularly interesting in view of two clauses that are in the statement which precedes the agreement. One of those clauses says:

"There shall be no discrimination by the company or by any of its employees on account of membership or non-membership in any society, fraternity, or union."

The peculiar phrasing of this paragraph—"no discrimination on account of membership or non-membership"—commits the company and the whole plan to an open shop. Another clause in the preamble says:

"The right to hire and discharge the managers of the properties and the directors of the working forces shall be vested exclusively in the company and, as especially restricted, this right shall not be abridged by anything contained therein."

The clause is rather clumsily worded, but it means that the company intends to manage its own business.

Regardless of these two things which put a fence around the mine workers' union and tell exactly what it can and cannot do, the vote, as indicated in camp so far, is overwhelmingly in favor of the plan. As might be supposed, the officers of the United Mine Workers are very bitter against the whole idea. They do not want to see anything put into effect which does not pre-suppose the complete mastery of the mines by the union. Perhaps the best expression of the union notion is contained in the sarcastic comment by Samuel Gompers, which is as follows:

"So Mr. Rockefeller has formed a union—a union of his employees of his Colorado Fuel & Iron Company—and perhaps imagines he has solved the problem of just relations between himself and his employees. But with all his wealth and all his brains, and the brains that he could buy and suborn, he has missed his mark.

"Imagine an organization of miners formed by the richest man in the world, who employs its members. What influence can such a pseudo union have to insist upon remedying of a grievous wrong or the attainment of a real right?

"And what about the representatives of the men 'sitting around the table' with Mr. Rockefeller and his angelic representatives out in Colorado, should the miners' spokesman have temerity of insistence in the rightful demands of the miners?"

What the Union Says.

Also a committee representing the miners' union issued a statement on last Sunday. It said that "a certain degree of social betterment" was included in the program, but held that it was "a poor substitute for the privileges that can only be secured through industrial democracy and collective action on the part of the wage workers." The committee then claimed credit for "forcing" Mr. Rockefeller to adopt this program and then went on to say:

"Exposed in their nakedness by the disclosures of a federal investigation," continued the committee's statement, "discredited in the eyes of every fair-minded man and woman, stained by the awful crime of Ludlow, it finally dawned upon the coal operators that an effort must be made to redeem themselves in the public mind.

"The document arbitrarily fixes living and working conditions until January, 1918, with a proviso that for any increase in wages granted in competitive districts a proportional increase shall be made; no doubt with the end in view of safeguarding the competitive advantage the company now has over the Wyoming, Montana and other adjacent union fields, where the union scale is much higher than in Colorado.

"The evils that are fundamental will be eradicated only when the men are represented by a labor organization powerful enough to compel recognition of the industrial, political and civic rights of its members, and capable of writing these principles into the joint agreement along with the rights claimed by the employer."

As further evidencing the "paternal" control the company exercised over the plan, the committee pointed out that the plan as drawn up by the officials was printed several days before this afternoon's Pueblo meeting and that the approval of the miners' representatives was merely a matter of form.

In unfolding details of his new scheme to the miners' delegates Rockefeller denounced certain labor leaders, without mentioning their names, as "wicked and vicious" and the "worst enemies of the laboring man in this country."

"Because of the misrepresentation," he said, "that certain untruthful leaders spread over this country, men marched by my office in

(Concluded on page 289.)



Members of the American Mining Congress.

American Mining Congress Plans an Exposition.

The American Mining Congress will hold its convention next year in Chicago. The principal feature of that convention will be a mining show, or exposition which will exceed in scope anything of the sort that has ever been attempted in the mining industry. This was decided at the meeting in San Francisco on September 23.

The story of how this decision happened to be made, is decidedly interesting and important. Two years ago, the American Mining Congress was to hold a convention in Philadelphia. It had under consideration some mighty important things and wanted to get the mining men there so that the proposed programs could be discussed and mapped out. It was recognized from the start that it is difficult to get the mining men together at any central point for discussion alone; they may like to talk but they will not travel far to indulge their taste. So, it was realized that there must be some other attraction. The question was: What shall it be?

Just about the time, this discussion was up. The New England Coal Association held a convention at Boston. One of the biggest drawing cards of that convention was the machinery exhibit.

This not only pleased the exhibitors immensely, but it attracted quite a number of retailers to the convention. This indicated to mining congress men the attractive power of an exhibition.

Even prior to that time, or in 1911, the Mining Congress in Chicago had put a machinery exhibit at the Hotel La Salle. This also had proved both attractive and popular. Still, it was on a very small scale.

With these things in mind, it was suggested to the officers of the Mining Congress that a representative mining exposition would be a mighty good thing. They tried it out in Philadelphia, but the plan was successful only in part. This was due to the fact that not enough time was given the exhibitors to get together anything like a representative exhibit of their goods. Also, the mining men generally knew very little about it.

Along this summer, the future of the Mining Congress was discussed very seriously by the officers. The idea of an old-fashioned convention did not seem to appeal to them as strongly as it once had. They thought they saw a growing lack of popular interest in discussions of economic and technical sub-

Its Convention at Chicago Next Year Will Center in a Show Never Equaled by the Mining Industry—Scholz Re-elected President.

jects. After discussing the question broadly, they believed that instead of merely inviting the people interested in the mining business to get together and discuss their troubles, the gathering should take on a more spectacular character. They decided it would be well to invite the public into the meetings so that, by a spectacle, they could come to understand something of the intricacies and difficulties of the mining business.

It was seen then that the best plan would probably be to hold a great mining show. This would give an opportunity for manufacturers of all kinds of machinery to put their devices on display, and thus call the attention of the mining men to the various stages of mechanical progress. Also it would be an attractive thing if some exhibit could be gotten up to tell the people themselves how mining is being done; how coal is handled at various stages and, particularly, how coal is burned.

With this point in mind, the question arose as to where was the best place for holding such a show. It was concluded that since Chicago is centrally situated and is admirably served by transportation lines, and since it is a natural point of interest to people from all over the country, that was the place to hold the exposition. This plan was suggested by secretary Callbreath, and was put up to president Scholz for decision.

However, Mr. Scholz had been through the meeting of the Congress in Chicago in 1911, and had done a great deal towards making that the best convention the Congress had ever held. He knew the amount of work that was involved and the expense incident to such an exhibition. Naturally he did not want to go into this undertaking unless he was convinced that Chicago wanted the show and that those who would be asked to patronize the exhibit were in accord with the movement. He decided, therefore, to make some inquiries and, in a way, to sound out Chicago's sentiment on that question.

The first man to whom he appealed was

C. L. Dering, president of the Chicago Association of Commerce. Mr. Dering was convinced that the association would be perfectly willing to go behind a big exhibition of this kind. Then it was suggested that the best way to do would be to sound out the manufacturers of mining machinery. In accordance, the Association of Commerce wrote a number of letters to these concerns asking them their attitude on such an effort. They responded almost unanimously saying that they were in favor of it and that they would support it.

With this data in hand, President Scholz laid the whole matter before the Mining Congress convention in San Francisco, and asked an expression from every man in the room. No objections were offered, but on the contrary quite a great many approved of the whole plan. In consequence, it was unanimously decided that the next meeting should be at Chicago and the principal features should be a mining exposition.

The meeting which has just closed at San Francisco was tremendously interesting on a number of accounts. One of the questions which had come up for discussion was as to how the Congress stood on the question of what is known in the west as the apex law.

That law, in substance, is that if a vein of mineral outcrops on the surface of a man's land, he owns the vein wherever it may lead. That is, it may start on his surface claim, but it may very soon cross his lateral lines and go over on a claim controlled by someone else. Still if the vein outcrops within his lines, he owns it and can follow it wherever it leads. The Mining Congress made its position perfectly clear by saying that it was against the apex law. On the contrary, it is in favor of the law which applies to all other mineral districts; that is, a man owns what is found only within his own lateral lines. This stand by the Congress brought to its support a great many western mining men who have been fighting the apex law. As a matter of fact, this stand was the one thing which has solidified the support of the metal mining men behind the Mining Congress.

Another question which came up for consideration was the matter of "safety first." The discussion on this was quite lively. For example, some of the insurance companies and some of the men representing the Bureau of



Members of the American Mining Congress Attending a Banquet Given to Van H. Manning, New Director of the Bureau of Mines.



Photographed at the San Francisco Meeting, September 21, 1915.

Mines were disposed to take the stand that many industrial accidents are due to negligence on the part of the company or its officers. They were not opposing the mining men, but were really pleading for more equipment to assure safety. The practical mining men jumped to their own defense by saying that mine accidents could be limited very materially if the men would only do a little by way of protecting themselves. That is, they held that safety appliances are useless unless the men are keen to look out for themselves. For example, a very strong statement was made by John P. Reese, that sixty per cent of the so-called inevitable accidents could be prevented if the men would subject themselves to discipline and would heed the advice and the warning of the officers and look out for their own welfare.

One of the most affecting things at the whole meeting of the Congress was the memorial service given to Dr. Holmes. It will be remembered that the plan was to set aside one session as such a memorial. It was intended that addresses should be made by each member of the Holmes Memorial Committee. It was the intention also, to hold a meeting of this Memorial Committee after the service and there to decide upon the character of some permanent testimonial to Dr. Holmes.

At the memorial service, Van H. Manning read a historical sketch of the late director of the mines. Also several extremely impressive addresses were made, one of the most so being made by Mr. Callbreath, the secretary of the Congress, who had worked with Dr. Holmes so long and so intimately.

At the conclusion of the meeting, it was decided that instead of taking action right there on the character of the permanent memorial, the committee should leave that mat-

ter with a sub-committee which was appointed.

At the conclusion of the session of the Mining Congress, there came the election of officers for the ensuing year. Carl Scholz was elected president over his protest. He said, in the first, that he had given more of his time than he thought he should to this kind of work. He asked to be relieved from this office, not because he was not interested in the work, but because he thought a change would be good for the organization and because he did not feel justified in devoting more of his time to it.

However, the Congress out of consideration of the other matters decided to overrule Mr. Scholz and elected him for the third year. The principal consideration of the Congress was: The decision had already been reached

to hold the next meeting at Chicago, and to stage a great mining show. Mr. Scholz, living in Chicago, and having done so much to arrange for this exposition, would naturally be the man to carry out the plan. Also he would be relieved from a certain amount of work by the fact that Mr. Callbreath expects to spend quite a lot of time in Chicago in the next year, and by the further fact that C. M. Moderwell has been made a director and will naturally do quite a good deal of work to assist Mr. Scholz and Mr. Callbreath in preparing for the next convention.

Mr. Scholz finally consented because he said Chicago has so many earnest coal men, who would be glad to help him out. Therefore, he felt that the work for the next year would not take up too much of his time.

A City Without Hope.

ALLENTOWN, PA., October 4.—(*Special Correspondence.*)—"Every town has its retailing problem. Some are serious, some insignificant, but those hardest to efface or erase are those caused by a condition for which no one seems responsible."

This is taken as a quotation from a recent article in one of the leading magazines, and by one of the foremost business writers of the country. Allentown folks have been laboring under a condition that was thrust upon them a matter of ten years ago, their coal merchants have awakened to the fact that they in particular have had to battle a long time with the condition, and while no particular effort was made to combat it, it is gradually extinguishing itself.

About ten years ago, the Lehigh Valley

railroad built a loop line that encircled the good city. Now a loop line under ordinary conditions is one of the neatest little assets that any city can have.

But loop lines have to earn their own bread and butter and to bring in revenue there must be revenue producers. Today Allentown has a population of about 50,000 souls. Ten years ago, the town folks were not so numerous. But the advent of the loop line brought on the scene an extra number of coal dealers. Anybody could sell coal, seemed to be an accepted axiom. And a contributing cause was a representative of the railway, who encouraged as many persons as wanted to get in the game to "set up a yard."

Well, to make a long story short, about five years ago there were forty-five coal dealers supplying the wants of this city of fifty thousand—about fifteen too many according to ordinary calculations. Some made a living and some "wished" their yards on to successors for about five years. Then there came a pause and a disposition to analyze the condition. Since that time there has been a reduction in the number of retail dealers to about thirty-five in all.

The man who thinks that retailing coal in Allentown is an open and shut cinch, if he is cautious in any way, may find that he is due for an eye-opener, when he goes inquiring as to prospects of success. He is told of the hard task that the ten who fell by the wayside have tried to surmount and failed.

Allentown retailers have many times looked at other cities and wondered why their volume of business per firm has not appreciably increased. Someone found the answer about five years ago, and it is no trade secret among those who have inquired.

Incidentally in Easton, Pa., the city dads thought it was good sport to place the retail coal dealers on the carpet some few weeks ago, and demand to know why the price per ton for summer deliveries were higher in that town than in Allentown. When the matter was sifted to the bottom, one Allentown dealer was invited to come to Easton and tell how it was that he could deliver coal to the householders at such a price as it was alleged in Easton that he was doing.

The Allentown dealer accepted the invitation and it is said that his principal explanation was that he was cutting the price of coal as a matter of advertisement. Business conditions were so keen, he said, he had sold coal without a profit with the hope of realizing on future orders.



The New York coal merchants annually hold a clambake at some point on the shore. The regular outing was held this year at Tallapoosa Inn on Pelham Bay, Long Island, on September 23d. This is a reproduction of a photograph taken at that time.

Eastern Ohio Operators Want Lower Rates.

CLEVELAND, OHIO, October 7.—(*Special Correspondence*.)—At a conference in the *Leader-News* building last Monday officials of the New York Central, Pennsylvania, Wheeling & Lake Erie and Baltimore & Ohio Railroads were informed by the operators of the eastern Ohio field that if the differential between the Ohio and West Virginia fields is not increased by next Monday, the matter will be taken to the state public utilities commission at once for adjustment. For some months negotiations have been in progress between the operators and the railroad officials on this point, but one delay after another has taken place and nothing has ever come of them. Now the operators have come to a point where they feel that something must be done.

The rate on all-rail coal between the eastern Ohio field and Cleveland is ninety cents, while the rate from the Fairmont field to Cleveland is \$1.15, a difference which the Ohio operators claim is not in proportion to the difference in distance. On a mileage basis they assert that the eastern Ohio rate should be around seventy cents.

Eastern Ohio operators feel that the roads should make a reduction to a basis equivalent to that allowed the Hocking Valley operators on coal shipped to Toledo. They secured a reduction of fifteen cents from the old rate of \$1 through the public utilities commission, and the new rate has been in force for some time, having been sustained by a decision of the supreme court.

The lower cost of mining and other favorable

conditions in the Fairmont field very much more than offsets the difference of twenty-five cents in the freight rate, it is claimed, and makes it impossible to market the eastern Ohio coal at a price that will pay the high mining rate and yield even a small profit.

Since the roads reaching this market receive the coal from roads operating through West Virginia, representatives of the latter attended the conference. They objected to either an increase in the rate from Fairmont or a reduction in the rate from the Ohio field, especially to the latter, if they are asked to maintain the West Virginia rate.

The operators have employed Judge O. P. Gothlin, formerly a member of the public utilities commission, to secure data and prepare a petition to be submitted to the commission. This will be ready and in case the railroads do not make a satisfactory adjustment of the matter, it is altogether probable that it will be presented next Monday. The railroad representatives asked for more time, because of a meeting of their executive officials scheduled to take place in New York on Tuesday of this week.

It is said the operators were given to understand that a reduction would be made in their rates at the time the Hocking Valley case was decided, but nothing was ever done about it, although the field has suffered from competition with West Virginia because of the favorable conditions under which the operators in that state are doing business.

The Latest Chapter in Price-Fixing Litigation.

Another most interesting chapter has been added to the already copious legal literature on price-fixing, particularly as to the right of the manufacturer to tell the trade what they shall sell his product for. It comes through the case of the American Graphophone Company vs. the Boston Store of Chicago, a cut-price department store, which has just been decided. One of the counsel in the case has been kind enough to send me a copy of the decision, and I feel like discussing it briefly, for I want the readers of these articles to be up to date on this most important question.

The point of the case was whether a manufacturer, selling a patented article to a retailer direct, could legally contract with that retailer, before he sold him, to resell only at a fixed price, and, if the retailer broke the agreement, could the manufacturer enforce it by getting an injunction (the only really effective way) or must he sue for damages, or was the contract wholly unenforceable because in restraint of competition?

The American Graphophone Company makes patented talking machines, or controls the patents on them, I don't know which, and it matters not which. This company sold its graphophones to the Boston Store, a typical cut-price department store, but before it did so it made the Boston Store agree to resell only at certain prices which the American Company had fixed. The Boston Store signed the written agreement, got the goods, and then cut the life out of them. Application for injunction was promptly filed by the American Graphophone Company, on the legal theory that the American Company has a legal patented monopoly of its talking machines, and therefore had a right to sell dealers on its own terms. Where a dealer agreed to those terms and got the goods on the strength of its agreement, it could not fairly be allowed to break its agreement and disorganize the manufacturer's business.

The Boston Store defended on the ground laid down (on different facts) in some of the United States Supreme Court decisions, viz., that the American Graphophone Company when it sold its machines, parted with title to them, and with title went all power to control the price. Therefore the price-fixing agreement was illegal, and the Boston Store could make such an agreement, get merchandise on the strength of having made it, and then do as it liked.

If this doctrine should be upheld, the manufacturer would be at the absolute mercy of every cutter. The only thing he could do would be to refuse to sell at all.

But the United States Court for the Northern Illinois District did not uphold this doc-

trine. In fact it scotched it forever unless it is reversed on appeal. The court in this case decided that a manufacturer owning a patented (and by the same token a trade-marked or a copyrighted) article, can tie up the jobber or the retailer to whom he sells, to resell it at a fixed price, and if the dealer violates the agreement, he can be stopped by injunction. The price-fixing agreement, however, cannot be made by any notice, pasted on the package. It must be done by regular contract, signed and agreed to by both parties.

The court's final conclusion, which really contains the gist of the decision, is:

"That an agent or vendee of a patentee (that is, any one who buys patented merchandise from the owner of the patent), may, by direct covenant or agreement, be bound to the observance of price restriction, imposed as a condition on which exclusive right of sale by the patentee is being exercised."

At first glance this seems in conflict with certain well known decisions of the United States Supreme Court, but the Illinois United States Court shows clearly that it is not. The United States Supreme Court decided in several recent cases, the most notable of which was *Bauer vs. O'Donnell* (the Sanatogen case), that owning a patent or trade-mark or copyright did not alone give the right to fix the resale price, and it said further that the resale price could not be controlled merely by the printing of a notice on the package. The notice scheme was a favorite with manufacturers until the Supreme Court said it was worthless. There was nothing in any of the decisions referred to which even impliedly denied a manufacturer's right to tie up a buyer to resale at a certain figure, *provided it was done properly*. The court in the graphophone case says it is done properly and legally when the seller and the buyer make a formal contract to that effect, and it further says that such a contract is legal and will be enforced.

The effect of this decision on the sale of articles which are not patented, though protected by trade-marking the brand or by copyrighting, is exceedingly interesting. The court's theory is that the owner of a patented article has been given a monopoly, and he can sell all or a part of it. If he sells a restricted right of sale under it, the restriction may be an agreement to resell at a certain price.

Now this, it seems to me, lets in any article to which the seller has a legal monopoly whether a patented monopoly or not. It lets in Kellogg's Toasted Corn Flakes, because the manufacturer has an absolute monopoly in Kellogg's Toasted Corn Flakes. It lets in any trade-marked or proprietary article, because the seller of it has an absolute monopoly

in it, just as the New York Court recently said the Cream of Wheat Company had in Cream of Wheat—not in the article so much as in the brand. Therefore, if the seller of a patented article can legally bind his buyer to resell at a fixed price, as this United States Court says he can, I am unable to escape the conclusion that any seller who, for any reason, has a proper monopoly in his product, can do likewise.

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New York State Association.

The annual meeting of the New York State & Western Pennsylvania Coal Merchants' Association will be held at Syracuse, N. Y., on October 22d and 23d. The meetings will be held in the ball room of the hotel Onondaga. It was originally announced that they would be held at the Onondaga County Court House.

A very interesting preliminary notice of the meeting has been mailed to coal dealers throughout the state, and the program will be announced on the 10th. In the circular announcing the meeting the coal dealer is asked eight questions as follows:

No. 1.—Will YOU be interested? If an arrangement can be made to absorb the product of the independent operators so that both operator and dealer will be treated with fairness, thus eliminating much of the present disturbing element in the trade, would YOU be interested?

No. 2.—Will YOU be interested if this organization can furnish YOU a sound protective insurance giving you every advantage offered by any compensation insurance, and at half the cost of present state or old line rates, would you be interested?

No. 3.—Will YOU be interested if a system for accurately determining coal costs—costs to sell, costs of maintenance, costs of doing business—can be worked out, giving each dealer an exact basis for figuring your selling price, would YOU be interested?

No. 4.—Will YOU be interested if the collection of slow accounts can be handled by the organization at the exact cost of collection, would YOU be interested?

No. 5.—Will YOU be interested if a research bureau can be established, keeping you in touch with legislation affecting dealers, and having power to combat bills which are unjust, a bureau which at all times stands ready to protect dealers' interests from UNFAIR treatment, would YOU be interested?

No. 6.—If collective buying of yard or office equipment can be made practical, would YOU be interested?

No. 7.—If the organization can have a diplomatic traveling secretary or commissioner who will periodically visit different localities in the interest of harmony, would YOU be interested?

The circular continues: "We can as an organization." (That's the slogan.) If we can have a strong body working as a unit for the betterment of conditions pertaining to retail coal selling, we can as an organization accomplish all of these and other desired things."

The first meeting will be held on the afternoon of the 22d. A session will be held that evening and one the next morning. About one o'clock on the 23d a dinner will be served on the roof garden of the Onondaga, which is enclosed and steam heated, and at this dinner there will probably be a vaudeville entertainment. It is aimed to conclude the sessions about five p. m. on the 23d, so those attending the meeting can return to their homes that evening.

Hon. M. N. Clement, former excise commissioner of the state of New York and now general manager of the Merchants' Mutual Insurance Company, has, in addition to his many other activities, agreed to act as commissioner for the association. The association has also employed Mr. James T. Ringueberg as field secretary. Mr. Ringueberg will commence his duties in that position on October 15th. It is intended that he shall visit as soon as possible every city or hamlet in the state where anthracite coal is sold, get in touch with the dealers and to aid them in every way possible. These appointments will relieve the elected officers of the association of duties which they have not been properly able to perform because of their business interests.



Smithing Business Getting Away.

The writer recently ran across an advertisement of a flour and feed dealer in a Kentucky town, who also announced that he had a stock of smithing coal. The town is big enough to support a coal-yard, and probably has one; and the moral, if there is any, is that some coal dealers in that territory have gone to sleep on the smithing coal deal and have allowed a chap in an entirely different line to take hold of it and create a business in that line.

Of course, there is nothing to prevent anybody who wants to from going into the coal business, but the natural place to look for coal of any kind, from the standpoint of the buyer, is in a coal-yard. When the time comes that a consumer of smithing coal must go to a feed store for his supply, it is evident, in the words of our friend Hamlet, that something is rotten in Denmark. The subject of smithing coal and its possibilities has been discussed in this department heretofore, and it might be worth while for dealers who doubt the advisability of pushing and featuring this important specialty to refer to those particular paragraphs, which may throw some light on the proposition.

Ownership of 'Phone Numbers.

Most telephone companies publish in their directories something to the effect that the numbers are the property of the companies, and that the subscriber should not advertise them, as they are subject to change without notice. This was probably inserted, however, for the purpose of establishing a good "alibi" in case a change was made and the user of the phone attempted to claim damages for it. In practice, the average telephone company is anxious to take as good care of its subscribers as possible, and taking care of business phone users include protecting them in the use and enjoyment of a particular number.

The coal dealer who gets most of his retail business over the telephone is vitally interested in having this number given as much publicity as possible, and there is no reason why he should be deterred from printing it in all his advertisements, on his billheads, on his wagons, etc. When a consumer can think of a certain telephone number without effort it is almost a cinch that that is the number which will be called when he is in the market for the product sold by the concern in that line. Of course, familiarity with phone numbers is acquired chiefly by practice in calling them, but there is nothing like featuring them in advertising also.

Incidentally, it would be a good idea to emphasize the fact that the coal dealer has "plenty of phones," so that the consumer will realize that the coal office can be reached without much danger of delay.

The Combination That Counts.

Reference has been made frequently by students of the coal business to the fact that the use of mechanical equipment for handling coal in the yard is a good thing. Coal dealers have also heard many times that it is profitable to use motor trucks. But the point has not always been properly emphasized that it is the combination of these two general classes of equipment that produces really the most effective results for the coalman.

The yard which has elevators or loading hoppers, by means of which the long delay which is ordinarily suffered in filling the wagons is eliminated almost entirely, has taken one step in the right direction; but if it is still using horse or mule-drawn wagons, it is really discounting the capacity of the business. The extent to which business can be done with the number of teams in use has been increased by the use of the loading equipment, but it is still far from the maximum.

Now, on the other hand, a dealer who must load his wagons by hand can hardly afford to substitute motor trucks for them, for the time required to fill a truck in that fashion is almost prohibitive. The average truck is an expensive piece of machinery, and the only way to get returns on the investment is to keep that machinery in motion. While the truck is in the yard or at the point of delivery, it is doing nothing more than could be done with a wagon; it is in transit that it must make good, by means of reducing the time of delivery. Therefore the dealer who has no advanced means of loading his delivery equipment is not in an advantageous position to use trucks. He might be able to put them in and make a better showing than if he continued to use animal power, but it is certain that the results would be far from brilliant, compared with the possibilities.

The greatest opportunity lies in combining these two classes of equipment. Mechanical loading and unloading facilities in the yard reduce the time of handling the coal there, while the truck reduces the time of getting it into the hands of the consumer. Working together they supplement each other. Alone, they are unable to show to the best advantage.

The dealer who has one without the other should consider the merits of bringing these two features into close proximity, for his profits through the operation of each kind of equipment will be greatly increased by the use of the other kind.

The Trade Representatives.

When you send out a salesman or a collector or anybody else employed by your concern, do you fully realize that he is your accredited representative, your ambassador extraordinary to the court of Business? Do you appreciate the importance which attaches to his job, simply because of that one fundamental fact, that he is speaking for you to your customers?

Sometimes one sees salesmen and other coal company employees out on the street talking to customers, and the impression that they are making is 'way below par. Either they lack personality, or their general appearance is unprepossessing. In that event, the card which they carry is of no value in raising them in the estimation of the customer; rather, it is the other way—the company is lowered in his estimation.

The dealer who is looking for "cheap help" in the form of people to do the routine work involved in running the business is going to get cheap help. It will be cheap in every sense of the word. And the results will be just about what might have been expected.

In this connection readers of THE BLACK DIAMOND may be interested in the remarks of a dealer in women's garments in a large city of the middle west. This dealer, who has

made a great success after having been in business for only a few years, said that he had carried along the best members of his selling organization, making few changes in the staff, but training each employee as to just how to do the work he wanted done.

"I have a force of selling stars," he said. "There isn't a cheap girl in the lot. My payroll is bigger than that of any other store in town, number of salespeople considered—but so are my sales. Cheap help on the floor is the biggest handicap any merchant can have."

Of course, that's the women's garment business, and the coal business is—you know, different!

How much different?

Keeping Coal Under Sheds.

Some retailers have sheds under which their coal is stored, as a protection from the weather. The cost of the sheds varies with their size, of course, but the expense of erecting coverage for a rather large tonnage of coal probably would not be over \$4,000 or \$5,000, on which interest would be \$20 or \$25 a month. In other words, the cost would not be prohibitive, if the results were worth while. The biggest advantage in having sheds is that the coal may be handled conveniently in wet weather. Of course, when the dealer's drivers are handling it, it may not make much difference whether they like to have it wet or not. But how about the dealer's customer? If the coal gets into his bins with the dust sticking to the lumps in the form of mud, it is not going to look as good to him as if it were clean and bright, and it is not going to be as clean to handle.

Another thing, in most cities there is a fair call for coal from farmers and others who live in the country, and who have their own teams. Farmers can often come to town on wet days, when they would have work to do at home if it were clear and dry. With a shed, a dealer can furnish comfortable facilities for loading the farmers' wagons, and the latter can load up without getting wet, and without getting unreasonably dirty from handling wet coal. And this advantage would probably be sufficient to determine which of two dealers similarly situated would get the business. Taken altogether, it looks as if there are a number of advantages to be found in keeping coal covered, and if sheds are the best way to manage this, the expense should not seem beyond reason.

Are the Drivers Hopeless?

In a good many towns, especially in the Ohio valley and cities further south, coal delivery wagons are driven almost exclusively by negroes. This also applies to the handling of trucks, where they are used. In most cases the negroes are absolutely ignorant, many of them being unable to read or write, and they are compelled to rely on chance passersby for help in interpreting the delivery tickets which they receive from the office. These men, naturally, do not know much about the broad field of salesmanship, and their idea of handling their work is to get the coal into the bin and get back to the yard just as fast as possible, in order to get another load, as they are usually paid so much a ton. Of course, it is desirable that the drivers cut down the time involved in making a delivery, but there are other things—such as the way the coal is put in—that are important.

Many dealers regard their drivers as hopeless, as far as improving their methods are concerned. But perhaps they have never been appealed to along the right lines. One retailer is thinking of trying to develop "company spirit" and esprit de corps among his dusky helpers by furnishing them with uniforms consisting of khaki one-piece overalls and caps of the same material. The uniforms would be emblazoned across the back with the name of the company and its leading brand of coal, and the caps would also help to advertise the business. Such a plan is used successfully, even with negroes, in other lines, and might have possibilities in the coal trade. The driver would at least get the suggestion that he had to live up to his uniform, and to make it a badge of honor by giving every customer the best possible treatment.

And it is evident that the dealer who made a better organization out of his drivers would have an asset instead of a liability, which his men often are under present conditions.

Choosing the Christmas Remembrancer.

Now with the coming of the holiday season and the usual distribution of Christmas compliments by merchants, those retail dealers who have not yet selected their remembrance are searching for some novelty to distribute among their regular and prospective customers. The man who conducts this department wants to say a word or two to the retailers about the proper selection of these novelties.

The Christmas compliment is an advertisement pure and simple, and the coal dealer must keep this fact before him in making his choice. He must secure some novelty that will keep his name and his coal before the regular and prospective customer for a long time to come. He must choose some novelty that will be valued by the coal buyer; something he will keep and not throw away or give to some one of his friends.

Suppose we—you and I—look over the different novelties on the market, and see which of the types would be the more advantageous and effective one for the dealer to use.

The Calendar.

The calendar being so appropriate and so opportune has become one of the most common forms of Christmas compliments, and just because it is so common I prefer something different. Wouldn't you?

Unless the calendar is sent out at the first of the year it will not be kept. Consequently, all those merchants giving away calendars distribute them during the holidays, with the result that the customer usually receives from five to ten of them, hanging up one or two of the most attractive ones and throwing the rest away.

Then why not an attractive calendar? Just this: You are a coal dealer and your object in giving away any novelty is to keep your name before the coal buyer. Who does the most buying in your community, the housewife or the husband? If the housewife does, then the pretty calendar may remind her to buy coal from you whenever in need of it. But, we doubt very much whether she will be looking at your calendar when phoning or mailing in her order. If the husband does the buying, then the calendar hanging in his office, workshop or barn may bring your name to his mind when ordering coal, but investigation will prove to you that out of the two or three calendars hanging upon his walls he does not know the name of the firm or any one of them without referring to them.

No, I do not favor the calendar for the retail coal dealer.

The Memorandum Book.

The memorandum book, because it is useful and carried in the pocket of the recipient, is another common form of a Christmas compliment, and like the calendar, because of its commonness, we would prefer to get away from the customary novelty.

Your experience in the retail coal business has taught you that the woman does a large percentage of the coal buying, but what need would a woman have for a memorandum book? Thus in giving away memorandum books you may keep your name before the men, but you are overlooking probably your biggest coal buyer—the housewife.

No, the memorandum book does not meet with my approval.

The Pocket Book.

The pocket book, because of the assumption that every time the owner buys anything he opens his purse, has become another of the usual forms of Christmas compliments. But like the calendar and memorandum book it is too common, and like the memorandum book it does not appeal to the housewife.

Pencils.

I believe pencils impossible as Christmas compliments because of their short life, and because of the tendency to create a wrong impression because of their cheapness.

There are many other novelties on the market such as paper weights, pocket mirrors, letter openers, small combs, etc., which would not do at all because they are not valued by the type of man or woman who does the coal buying.

We have spent quite a little time in discussing those novelties which do not seem satisfactory ones for the retail dealer, now let us look at those which might be more effectively used.

The Kitchen Match Safe.

Unless kitchen match safes have already been distributed in your community by some merchant, we would be willing to wager that the dealer dis-

tributing a good one would find ninety-five per cent of those distributed hanging over the kitchen range.

What is more appropriate than an article to contain something that is used every time a fire is made with your coal? How many times a day does the housewife go to her match safe? How many times during the evening does the husband light his pipe or cigar? Just enough times to make your name on that match safe a most productive advertisement and effective reminder of your name.

I like the match safe idea.

The Whisk Broom.

How many times does the housewife or husband wish he had a whisk broom after seeing to the fire or taking the ashes out? Of course, the fact that a whisk broom is necessary in tending to a fire where your coal is being burned does not create a favorable impression, but I believe that the average man or woman would be of a most critical turn of mind to consider any such a con-

nection. Yes, I think the whisk broom an excellent idea.

The Daily Reminder.

There are several daily reminders on the market which are designed to help the housewife to remember those articles of which she may be in need. Some of these reminders consist of a long list of household needs, such as groceries, fruits, vegetables, etc., which can be checked in some way when needed. Coal could be advantageously added to this list. Then there is another form which is several sheets of memo paper, or an ordinary piece of slate, upon which the housewife writes her daily needs. Coal could also be brought to her mind every time she went to the reminder.

What does the husband usually do when he finds his supply of coal almost gone? He almost invariably tells his wife to order some more coal. Though he may attend to the fires, she does the actual buying. What does the housewife do when she sees that more coal must be bought? She makes a mental note of the item and informs her husband of the fact upon his return home.

Of all the forms of Christmas novelties on the market, I much prefer the daily reminder for the retail coal dealer.

THE AD CRITIC.

A New Rescreener at Rend City, Ill.

Coal operators getting a large percentage of small coal under present mining methods have found it necessary to install rescreening plants which will enable them to secure better prices for their fine coal. One of the most modern types of rescreening plants was found recently by the writer at the No. 2 Mine of W. P. Rend Coal & Coke Company, located at Rend City, Ill.

The plant is designed for making four sizes of coal as follows: No. 1 nut, or 3x2 inches; No. 2 nut, or 2x1½ inches; No. 3 nut, or 1½x¾ inches; No. 4 and No. 5 nut, or ¾ inch and under.

The coal is taken from the main screens and carried by gravity into the boot of a large continuous discharge elevator located immediately over the nut track. This elevator is fully enclosed and vertical, elevates the coal into a bifurcated chute, and delivers it as may be desired to either or both of the large rotary screens.

The elevator buckets are 24x18x42 inches. The screens are six feet in diameter, and twenty-four feet long, and are jacketed for about three-fourths of their length.

The screens are located in the head house of the rescreener and are cut off by a corrugated iron partition from the picking shed, which extends over the bins. From the rotary screens the No. 1 nut is carried directly onto two rubber picking belts, which move at a slow speed and carry the coal into the No. 1 bin. The coal is thoroughly cleaned on these belts and is lowered, with a minimum amount of breakage, into the bin by means of a Humphrey ladder with steel frame and wooden treads.

The No. 2 coal is delivered onto a short belt

beneath the floor and taken directly to the No. 2 bin. No. 3 coal is delivered to No. 3 bin through a gravity chute.

No. 4 and No. 5 are stored immediately under the screens and the walls of the bin are built up so as to afford considerable additional storage capacity. The plant is operated by independent motors of the enclosed ventilated type. One motor operates the elevator and another motor the screens, picking tables and belts. The bins are of the well known circular type with conical bottoms. The bins for the Nos. 1, 2 and 3 coal will hold about 150 tons of coal, and bin for No. 4 and No. 5 coal will hold about 220 tons.

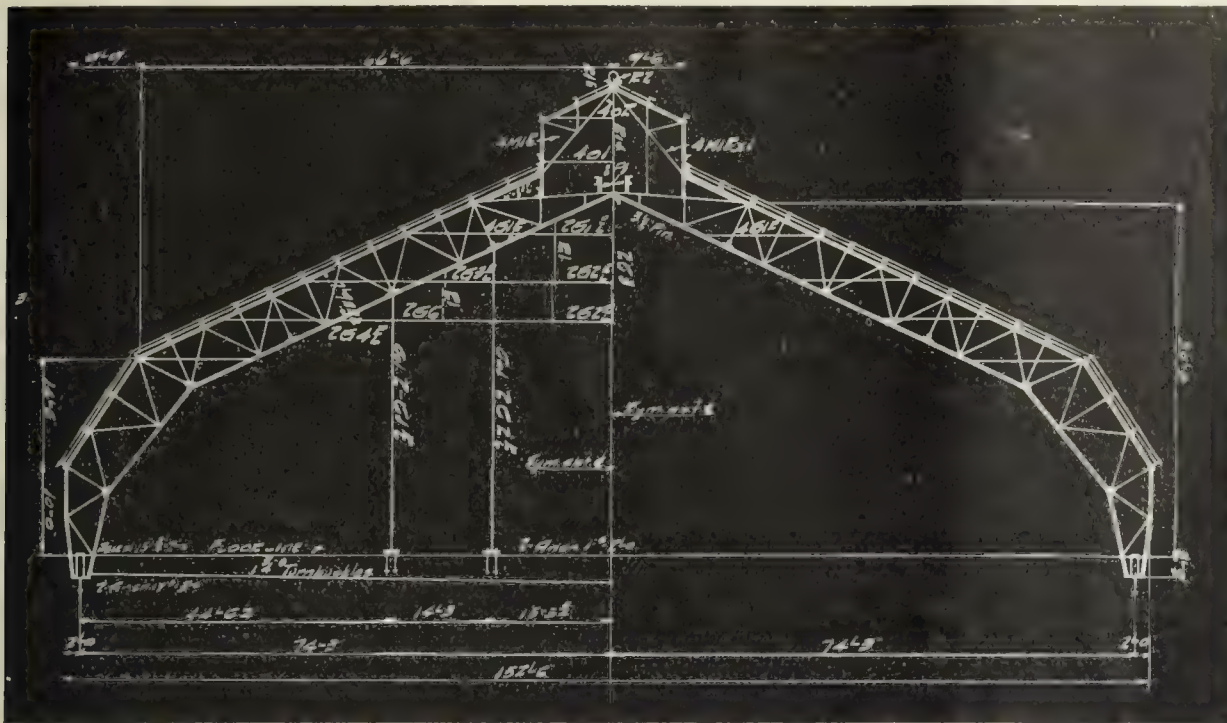
The arrangements for loading the coal are complete in every respect. The coal is drawn out of the bins by means of slide gates and in the case of No. 1, No. 2 and No. 3 the coal is passed over lip screens of appropriate size, and the under-size and degradation removed by separate screen conveyors operated by 1 H. P. motors.

The degradation is carried by means of a flight conveyor to the elevator boot, and this conveyor is also arranged so that it can take coal from any of the bins, in addition to the degradation, and deliver it to the boiler house conveyor, which crosses it at right angles next to the elevator boot.

The floors in the rescreener are of concrete. The entire structure is steel and corrugated iron. The plant, which was designed and constructed by the Allen & Garcia Company, Chicago, has been in operation only a few months, but has already made an excellent reputation for its product.



The new rescreening plant built for the Rend Coal & Coke Company.



Outline Plan of the Manitowoc Land & Fuel Company's Plant.

Anthracite Plant of the Manitowoc Land & Fuel Co.

The Manitowoc Land & Fuel Company at Manitowoc, Wis., has recently completed a steel storage building for anthracite coal, with a capacity of 20,000 tons.

The wooden building that was already on the property has a capacity of 10,000 tons. The screen house was enlarged, and the screening capacity increased last fall so that now the company can rescreen and load out for retail and car business at the rate of 600 tons a day.

With 30,000 tons covered storage, a modern screening plant, and good loading accommodations, the company is in first class shape to take care of its customers promptly and satisfactorily.

The coal is unloaded from the boats by means of three unloading rigs and is distributed in the old building in cars moved by hand. These same rigs unload the coal for the new building. There is a thirty inch belt conveyor running over the car platform in the old building at a height of thirty feet from the ground, up an incline to a height of fifty feet in the new building and then horizontally, discharging the coal through a movable tripper at any desired point.

For reclaiming or picking up the coal from the new storage there is a twenty-four inch belt conveyor running in a wooden tunnel lengthwise of the building, discharging into a Harrison conveyor in the old building and thence up into the screen house to be resized by a revolving screen before being sold.

The new building, the trusses of which com-

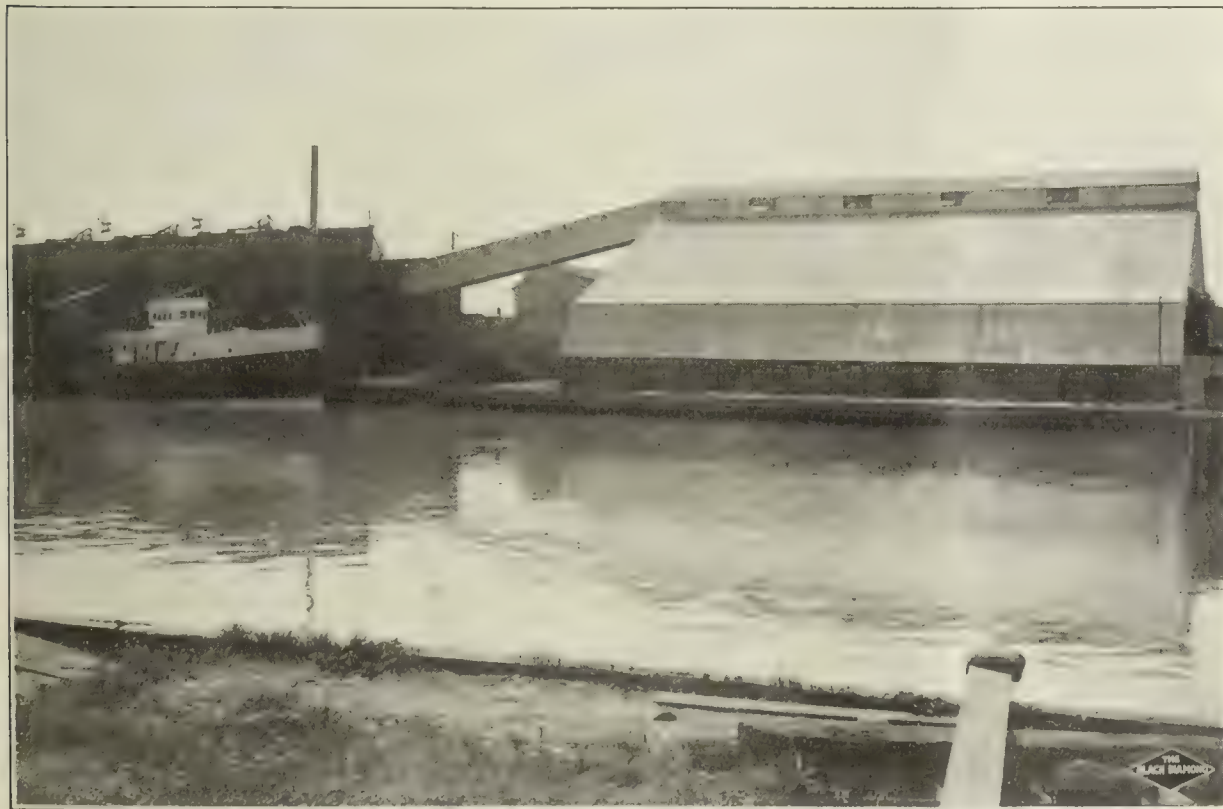
pletely span the coal pile with no posts or other obstructions in the coal, is considered the best type of construction for an anthracite storage plant. The roof is on a slope of approximately twenty-seven degrees, which is the angle of repose of the prepared sizes of anthracite, so that the coal fills the building as it flows from the tripper with no trimming required.

After the natural run off, for handling the coal to the belt conveyor in the tunnel, a scraping outfit is used. The motor and scraper drums are on a platform suspended from the trusses over the coal pile in the center of the building.

In getting up the preliminary plans and estimates for this new plant various types of construction and machinery were considered. It was rather interesting as well as surprising to find that a flat shed, all wood construction, with an elevated cable car system for distributing the coal, would have been very little cheaper than the plan adopted.

A cost of \$1.50 to \$2 a ton for a complete plant of this kind is considered good, and the cost of this new storage of the Manitowoc Land & Fuel Company is well within the latter figure, with a first class job in every respect.

The contracts were let on a competitive basis. The Lackawanna Bridge Company of Buffalo, the Link-Belt Company of Chicago, and Wales-Campbell Company of Minneapolis furnishing and erecting the building, machinery and lumber work respectively.



View of Dock Showing Old Wooden Structure and New Building Completed.

Death of Captain Menges.

CINCINNATI, OHIO, October 7.—(*Special Correspondence.*)—The report of the death of Captain Charles J. Menges, one of the ablest and best known river men in this section of the United States, came as a terrible shock to the coal men of the city and especially to members of the Cincinnati Coal Exchange, of which he was a member.

Captain Menges was harbormaster for years in this city for the Monongahela River Consolidated Coal & Coke Company, and later general manager of transportation, and was well known and well liked by a large circle of business men outside the river and coal and coke business. He had a fine home in Kentucky, just across the river from Cincinnati. He was a member of the Chamber of Commerce and also held affiliation with several secret orders. His ability in the management of river boats and men was such that when the European war broke out and it became apparent that there would be a big export demand and the New Orleans properties of the company would come into large use, the Pittsburgh company decided to send Captain Menges to New Orleans to straighten out their affairs in that port and get everything in shipshape position to take care of any demand. If Captain Menges should like the position, he would have a permanent place there, but if he should not, he was to return to his home in Cincinnati.

When the big storm came which devastated Galveston, Captain Menges was in Cincinnati. Big shipping had been borne inward onto land and other vessels, including the government transport McClellan, went to the bottom. But one man in the country was known who could restore the shipping and raise the transport. Captain Menges was called to the task and the raising of the transport occupied fifty-eight hours, a record achievement, and the vessels were brought from inland and restored to the waters in a very short space of time.

Captain Menges had just returned to New Orleans where it was fated that he should encounter another storm, more violent than that which had devastated Galveston.

The pathetic part of the story, aside from his death, was that he had accomplished all that had been asked of him and that, for reasons of his own, he desired to return to Cincinnati, and his return was planned for Sunday, October 2d, four days after his untimely taking away. For several days confirmation of the report of his death was anxiously awaited by his family and friends in Cincinnati, hope remaining that perhaps he had escaped, somehow. Hope has been abandoned and this week notice of his death was posted in the Chamber of Commerce and the company he served offered a reward of \$50 for the recovery of the body.

The Coal Exchange took action this week on the death, and President E. J. Howe appointed a committee consisting of Thomas H. Richardson, chairman, and Joe Tuohy and David T. Evans. The committee drafted resolutions which will be sent to the family and also placed on the records of the Exchange. The resolutions follow:

"It is indeed a sad duty allotted us to spread upon the minutes of the Cincinnati Coal Exchange, affiliated with the Cincinnati Chamber of Commerce, the untimely death of one of our Directors and foremost Members, Charles J. Menges.

"Since the formation of the Coal Exchange, Charles J. Menges had been a most active and earnest worker in the promotion and welfare of our association. It was ever a pleasure to meet with him in the executive capacity he occupied with us, as his counsel and judgment were always sane and sound, and we will miss him from our midst more than we can express. Ever genial of disposition, he surrounded himself in life with friends, in whose hearts, he instilled affection and admiration that will last, eternally.

"It is, however, a source of consolation to his many friends to feel that they enjoyed the friendship of such a man while he lived, and when he was called it was in the heroic discharge of his duties. He never knew what it was to shrink from duty, no matter how perilous its nature, and it was amidst these surroundings, that he gave up his life.

"We, the members of this committee, and the Cincinnati Coal Exchange, extend to his family our heartfelt sympathy in this great bereavement. 'Long linger the memory of him, friend of our better days,

'None knew him but to love him, none loved him but to praise.'"

New York Golf Tournament.

The New York Coal Trade Golf Association has sent out announcement to its members of the dates of the fall tournament, viz.: October 16th and 17th. The place of the meeting is the Seaview Golf Club at Absecon, N. J., about ten miles this side of Atlantic City.

The way by motor is across Staten Island ferry to Perth Amboy, then to West Keyport, thence through Freeport, Lakewood and Toms River to Absecon, approximately 110 miles from New York.

Those going by rail are requested to take the Pennsylvania Railroad to Absecon, where a club bus will meet the train on request to the committee.

The rates at the Seaview Golf Club will be \$2 and \$3 a day for single rooms; meals will be a-la-carte. Suitable accommodations may be had at the Seaview club house for members' families.

The events will be as follows: Saturday morning, 18-hole qualifying round medal play, handicap for medal. Contestants will be divided into flights of eight based on gross score.

Saturday afternoon—First round match play. Contestants will be given three-quarters of the difference of their handicaps.

Sunday morning—Second round match play. Sunday afternoon—Final round match play. Also 18-hole handicap any time Sunday for all but finalists.

New Coal Carrying Boats.

A newspaper special from Bangor, Me., to the *Boston Transcript* is of interest to the shipping companies and especially to the coal trade who are interested in colliers. This dispatch reads:

"Just as shipowners had made up their minds that the new heavy-carrying, self-trimming steam colliers, that Atlantic coast yards have been turning out during the last few years, were the last word in cargo-carrying, and that this type of vessel would dominate the coastwise trade, word comes that the shipbuilders of the Great Lakes have devised a craft that will have distinct advantages over both the modern steamer and the big schooner which the steamer is rapidly displacing.

"This lake type, of which Atlantic coast interests have ordered a considerable number, is a steel-built five-masted schooner with a full spread of sail and also a powerful engine of the Swedish crude oil pattern, so that she will be able to make fair speed in almost any sort of weather and also save towage bills, which latter item amounts to thousands of dollars yearly for high vessels. These auxiliary five-masters will be of about 3,000 tons, fit for off-shore as well as coastwise business, and are figured to be the most economical craft yet devised for general freighting.

"When the boom in off-shore freights occasioned by the war is over, and the big schooners get back to the coast again, they will meet their new rivals. There can be but one result of the contest between sail and science—the disappearance of the overgrown sailing schooner, or, as the old salts call them, ships in disguise. That this is the expectation of shipowners is indicated by the fact that only three schooners are now in process of construction in Maine, none of them large, and that there are few, if any, orders in sight for sailing cargo carriers of any size or rig."

Communications.

Editor THE BLACK DIAMOND:

Your editorial, "A Charge to Keep," in today's issue of THE BLACK DIAMOND is indeed refreshing in that it points in a direction hitherto unnoticed by the conservative trade press. Passing by the academic question as to whether an individual in the short span of a lifetime can accumulate a million dollars honestly, it is well to be reminded that any aggregation of capital in single hands cannot very much longer be regarded as absolute possession. Even the law forbids the owner of money to destroy it. Recognizing thereby the principle that the possession of wealth by the individual is rather a trusteeship which has gravitated to the possessor through natural selection.

It appears then that society is beginning to recognize these laws and will not permit the legal owner to waste the wealth selfishly for

his individual gain or pleasure. Therefore, the thought suggested in the editorial is a gentle reminder that all human activity is inter-related and that the individual, of necessity, is compelled to be interested in society just as much as society is interested in the welfare of the individual. Yours truly,

L. ROMANSKI,

President of the Atlas Coal & Coke Company, Old Colony building, Chicago.

Chas. Horning Dead.

Charles Horning, Jr., one of the pioneer salesmen in the New York anthracite trade, and up to the time of his death connected with the Susquehanna Coal Company, of No. 1 Broadway, died at his home, No. 2 Glenada place, Brooklyn, on Sunday, at the age of fifty-one. Mr. Horning had been in poor health for about six months, and had been absent from his office for at least four months. Recently he was so much improved that he was able to make one or two trips to No. 1 Broadway, and it was hoped by his many friends that his improvement was permanent.

When quite a boy, Mr. Horning entered the coal firm of W. M. Davidson & Co., at No. 111 Broadway. Some years later he left this company to go with Percy Heilner & Son, leaving the Heilner firm in 1892 to go with Stickney & Conyngham, who at that time were selling the anthracite coal from the Pennsylvania Railroad's mines. In 1904 when the Susquehanna Coal Company was formed, it took over the Stickney & Conyngham coals, and Mr. Horning continued his connection with the new company. In 1908 he was appointed office manager of the Susquehanna, which position he filled until ill-health made it necessary for him to retire from active business.

The funeral services were held on Tuesday evening at his late home in Brooklyn, being attended by many of his close associates in the coal trade.

Peace in Colorado.

DENVER, October 7th.—(Special Correspondence.)—Since the acceptance Monday by the directors of the Colorado Fuel & Iron Company of the Rockefeller industrial plan and its probable adoption by the company's miners through a referendum vote, the all-absorbing topic of discussion is the probable action of the governor in ordering the dismissal of almost 400 criminal cases against the former coal mine strikers. Governor Carlson has made no official announcement, but he is expected to do so soon.

Developments of the last two weeks have pointed to the possibility of such action. At that time it was known that the United Mine Workers were considering the advisability of seeking the indictment of state officials and coal company officers with the avowed intention of using them to secure the dismissal of certain cases against union officers and members. It is believed that if the governor decides to yield to the demand of prominent citizens, his action will result in quashing of all indictments, the dismissal of all pending cases and probable pardon of the five men already convicted, including John Lawson.

It is believed that permanent peace can not be expected unless the state's industrial slate is wiped clean, and that now is the opportune time for such action.

Bermudan Coal Trade.

Carl R. Loop, American consul at Hamilton, Bermuda, writes THE BLACK DIAMOND under date of September 23.

"The most obvious effect of the war has been the increase of freight rates and consequently increased prices of coal. The consumption of coal has not decreased, but on the contrary, has increased slightly over that consumed in 1913, as may be seen by reference to the table of imports set out below."

Mr. Loop goes on to state that general business conditions in Bermuda are more favorable than during the early part of last year. The dock authorities and the British Admiralty have spent more money in Bermuda than has hitherto been the case. The tourist trade fell off considerably during the last season, but for the past few months has been almost normal. What the prospects are for a good winter tourist trade depends upon the steamship facilities. The present accommodation is certainly not sufficient for a normal tourist season, and the colony is now

negotiating with steamship companies with a view of securing more adequate service during the winter months.

American coal has been imported since the outbreak of the war, when the government took over all the Welsh coals in Bermuda. The predominant American coal consumed is Pocahontas, and a small quantity of anthracite is imported every year and sold for use in homes and to the Bermuda Electric Light, Power and Traction Company. When war was declared, Pocahontas coal was landed in Bermuda at \$5 per ton; this price increasing in varying amounts until now it stands at from \$6.50 to \$6.75 per ton. During February the price reached as high as \$7.25 and \$7.50. These figures were due almost entirely to the increase in freight rates and the difficulty in obtaining transportation. It is estimated that about seventy-five per cent of the coal imported into Bermuda is sold to ships. In normal times the price of coal delivered on board ship is about \$8.40, but during the past winter the price was increased to as much as \$11.28 per ton. Now it stands at about \$10.08 per ton.

Importations for the years 1913 and 1914 were as follows:

Countries.	1913		1914	
	Gross tons.	Value.	Gross tons.	Value.
United States.	11,951	\$44,991	12,163	\$40,499
United Kingdom.	33	190	1,000	6,886

Trade News.

Mr. W. E. Hardy has recently been appointed sales manager of the Boston Belting Company, Boston, Mass. Mr. Hardy was formerly connected with the Diamond Rubber Company and the B. F. Goodrich Company.

The Kenova Mine Car Company, Huntington, W. Va., has recently been incorporated with a capital of \$100,000, all of which will be paid in as needed. Officers of the company are C. K. Myers, president and general manager; T. F. Bailey, Jr., vice-president, and W. T. Green, secretary and treasurer.

The company is now occupying the plant formerly owned by the Independent Steel Company, which covers nine acres of ground, with side tracks from the B. & O., C. & O. and N. & W. railways on the property. They expect to commence operation about October 15.

The Golden-Anderson Valve Specialty Company, Pittsburgh, Pa., are distributing blue prints describing their new Automatic Double Cushioned Type "B" Non-Return Valve. This valve is perfectly cushioned in both the opening and closing to prevent hammering or shattering, and is simple in design. Further particulars will be furnished any reader of this paper upon request to the above company.

The Gardner Governor Company, Quincy, Ill., are distributing circulars and catalogues describing this company's air lift pumps, steam separators, air compressors and vacuum pumps and governors. This literature will be sent any reader of THE BLACK DIAMOND upon application to this company.

A "Safety First" manual has just been issued by the Colonial Supply Company, Pittsburgh, Pa., describing this company's "first aid" equipment, safety lamps, fire prevention apparatus, warning signs, meters, recorders and other mine supplies. Every mine operator should send for a copy of this manual unless he has already received one.

Coal Land Transfer.

DENVER, October 7th.—(Special Correspondence.)—Deeds were recorded at Steamboat Springs this week for the transfer of 480 acres of undeveloped coal land two miles northwest of the Harris mine, for a consideration of \$48,000. The land is located near the Moffat railroad, and adjoins the property recently sold by John F. Campion of Leadville to the International Fuel Company, which is now opening a large mine on it. Wolf Campion is the purchaser and it is said that it is his intention to further add to his coal land investments in Routt county. The coal produced in that section is of an almost unsurpassed quality.

Hampton Roads Exports.

During September railroads terminating at Hampton Roads dumped bituminous coal as follows: Norfolk & Western, at Lamberts Point, 722,670 tons. Chesapeake & Ohio, at Newport News, 373,880 tons. Virginian Railway, at Sewalls Point, 311,674 tons. This makes a total of 1,408,194 tons for the month.

Of this amount approximately 582,943 tons went into export.

Rockefeller's Social Plan.

(Concluded from page 281.)

New York shouting, "If you see John D. Rockefeller, Jr., shoot him down like a dog."

Following a preliminary statement by J. F. Welborn, president of the Colorado Fuel & Iron Company, who expressed the hope that there never will be a recurrence of the recent "disturbance," Mr. Rockefeller said:

"This is a red letter day in my life. For the first time in my life I have been given the opportunity to meet face to face the representatives of workers employed by the company."

"I shall remember this day until my dying day. I have met the men working in the mines, have met your families. I have gone into your homes and talked to your wives. I have tried to see for myself everything there is to see in this camp that would aid us to a better understanding of the whole situation."

"We meet here today as friends to discuss our common interests. It is by your courtesy that I am here. I am neither a representative of the employees nor an officer of this splendid company, but I represent the stockholders—the men who furnish the money to make the things go."

"There are four things that constitute a company or corporation. They are:

"First, the stockholders. They furnish the capital with which the enterprise may be carried on. They also name the directors."

"Second, the directors. Their duty is to see that the chief officers are carefully and wisely selected to plan out the larger policies and play the financial side."

"Third, the officers, who supervise the current operations on the ground."

"Fourth, the employees, who contribute their skill to the advancement of the common interests. And no one interest of the four can be advanced to the sacrifice of the other three without destroying the whole structure."

"When any one of these four selfishly consider their own interests alone, sooner or later disaster will follow."

He then placed a small table before him. This table was supposed to be square and level and supported by four legs of equal importance. With this he illustrated his views on the relation of capital to labor, and labor to capital. He also took a handful of small coins from his pocket and placed them on the table.

"You will observe, men," he continued, "this table is square. Every corporation, to be successful, must be on the square. You also will notice the table is level, being equally supported by each of the four legs—the stockholders, directors, officers and employees."

"No corporation ought to succeed that is not on the level and if all four of the interests are on the level then we begin to pile up earnings."

And he rattled the coins on the little table.

Wages the First Dividend.

"Now," he went on, "who has the first crack at the earnings? The employees, of course. You come ahead of all others. You take out of this pile what belongs to you first, and I want to impress this upon you—that there has never been a two weeks since my father and I have been connected with this company that you have not received your wages."

"After you, the officers are given their share of the earnings, then the directors get their fees, and lastly come the stockholders. You see the men who furnish the capital are the last to be counted in when the profits are divided up."

He had skillfully manipulated the little table so that by the time he had paid off the directors there was nothing left for the stockholders. The top of the table was bare.

"Why, he exclaimed, 'there is nothing left in this corporation for the stockholders. This must be the Colorado Fuel & Iron Company."

"Men, in all the fourteen years that father and I have been connected with this corporation, it has not paid one cent on the common stock investment. Our common stock has not had one cent of return."

"Now, you men have not been told that, have you? You have not been used to hearing that side of the case, have you? No. As many of you who have heard that raise your hands."

About six out the thirty held up their hands.

"Not many, for sure," he observed.

"What you have been told," he continued, "is that the Rockefellers are the biggest scoundrels who ever lived, that they have been sweeping into their strong boxes millions in earnings from the Colorado Fuel & Iron Company, while they have been oppressing you."

"All over this country from ocean to ocean, it has been heralded that we have been making great profits while trying to grind you down. That's the kind of dope they have been giving you. They spread this talk so widely that men marched by my office in New York and shouted: 'If you see John D. Rockefeller, Jr., shoot him down like a dog.'"

"And all this time, in all these fourteen years, the Rockefellers have not received a cent of income on the \$34,000,000 of common stock. Put that in your pipe and smoke it, men."

The Rockefeller Trip.

Perhaps nothing that has occurred recently in America has caused or will cause as much discussion as this act of Mr. Rockefeller. In the first place, the mere fact that he went to Colorado aroused criticism. On that score, there is this to be said.

The west is the one place remaining in effete and flabby America where physical and moral courage is appreciated. In fact, the men there have no respect for anything else. The western man has not much use for a man who fights from ambush; perhaps they had a trifle too much of that from the Indians. More than likely the bitterness during and after the fighting around Ludlow, nearly two years ago, can be traced to the fact that the western men could not stomach the fighting method of the imported miners who hid behind women during the battle and mutilated dead bodies of the wounded afterwards.

Seeing the temper of the western people and the fact that western public opinion had to be won, the physical bravery of Mr. Rockefeller in going into the mining districts after his life had been threatened was the best thing possible for his cause. Indeed, men familiar with the western mining conditions say that lack of intimate contact between the officers of the company and the working force was one real cause of the labor difficulty. It is too late to talk about such things now, but the notion does emphasize the fact that Mr. Rockefeller did the right thing when he went into the mining camp.

As to whether he did the right thing when he put out the "plan" is open to dispute. He had said many times that he was represented in Colorado by men who were perfectly capable of handling the situation and that he did not propose to go over their heads. His later statement says that the stockholders are, in effect, subordinate first to the directors and second to the officers of the company. At the opening of last Saturday's meeting he said that he represented the stockholders only.

It would have been in keeping with his previous stand, therefore, if the plan for betterment of local conditions had originated with the officers of the company, and had been supported by the directors and the stockholders. Mr. Rockefeller could have originated the idea just the same. Also, he could have used a better way than he did of putting it out.

It was clearly a tactical mistake to reverse this process, and for the principal stockholder to outline a plan in a public meeting, which the directors and officers had to adopt whether they liked it or not. The mistake was not in the fact that the major stockholder outlined the plan; he is in control and may do as he pleases. It was in the fact that he substituted himself for his officers, who were under fire, and that he presided over the meeting, which in a sense reversed them.

This grave mistake in tactics is no doubt traceable to a man by the name of C. J. Hicks. He is something of a welfare worker, who was loaned to the Rockefellers by the International Harvester Company. Mr. Hicks is apparently the man who conceived Mr. Rockefeller's plan.

Mr. Rockefeller, carried away by enthusiasm of a plan which seems so fair, has probably embarrassed his officers and directors for all time by giving his approval of Mr. Hicks' idea in the way he did. He gave the people of Colorado the impression that those officers are mere figureheads and that Mr. Rockefeller after all, is the dominating force, even in matters of detail. Such a situation—even

though a blunder of a well-meaning faddist—gives point to the accusations of Frank Walsh and others that Rockefeller, after all, is the man responsible for the Colorado war.

We wish to be understood in this matter. There is nothing but good in the plan itself. It is a perfectly splendid idea, and is all right. The plan does not, as it may seem, acknowledge the accusations of any of the enemies of the company. It does not acknowledge that the hopelessly selfish plan of the mine workers union had any merit in it. It doesn't give, even anything, which Colorado mines didn't have before. No one can quarrel with the plan.

But with the manner of putting out that new plan, no one except Mr. Rockefeller's enemies can agree. It was the manner of announcing it that to the mind of the unthinking will give the impression that the miners won, and that Mr. Rockefeller, in person after an inspection, confesses that he has been wrong all along.

The grave danger is that the mere manner of putting the new plan into effect will teach the miners that they can go over the heads of even the presidents of the Rockefeller companies, directly back to Mr. Rockefeller in New York.

While the plan, therefore, may be quite satisfactory in every particular, the manner of putting it out was, in a sense, unfortunate.

Rates on Coal to River Points.

The possibilities of the Warrior river coal trade were further emphasized recently, when the state public utilities commission, sitting in Tuscaloosa, granted the Frisco Railroad the right to establish a proportionate rate of eighteen cents on coal from points along its line to points on the river. The order is to go in effect in ten days.

The application for this rate on the part of the road means that it has taken cognizance of the importance of the river traffic and intends to cooperate with the mines along its route in furthering the business. A tippie is already being built at Cordova for handling the river business of Walker county mines. These and numerous other collieries in a position to cater to the river trade, are on the Frisco system, and the road would earn a considerable revenue in handling the coal from mine to river.

It is deemed probable that other railroads plying in the same territory will join the Frisco in putting on the lower rates.

The railroads operating from Alabama coal mines to New Orleans are "up in the air" as to the increase in the freight rate on coal from \$1.25 to \$1.40, and although October 1st (Friday) was originally scheduled as the day for the new rates to go into effect, tariffs containing the advanced rates have not been issued. And according to local industrial men, the railroads are not likely to issue the new tariffs.

Two of the largest plants at New Orleans that consume coal, anticipating the higher rail rate on coal, contracted for several years' supply of crude oil for fuel in place of coal.

Facing this heavy loss in coal traffic, and much heavier prospective losses, together with the inevitable loss of rail-hauled bunker coal traffic from Alabama mines to New Orleans, the railroads are uncertain what to do, and the rates were not placed in effect October 1st, as was originally planned and so announced.

Alabama mines now get a proportion of the huge bunker coal business at New Orleans. With the opening up of the Warrior river to Birmingham, Alabama was enabled to ship bunker coal to New Orleans in even greater volume. Most of the bunker coal at New Orleans, however, comes from Pittsburgh by river.

What bunker coal traffic is handled into New Orleans from Alabama by the railroads would be lost if the rate were raised fifteen cents a ton. The commission's order, granting the increase, stated specifically that the railroads could not discriminate as between bunker and land delivery coal, and if the rate were raised on land delivery coal it would also have to be raised on bunker coal.

When the commission granted the increase, two of the largest coal consuming plants at New Orleans immediately entered into long-term contracts for a supply of crude oil for fuel. The firing system at the plants was changed.

Local industrial men feel certain that the railroads will not raise the rate.



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John D. Rockefeller, Jr.

John D. Rockefeller, Jr., is an interesting young man, made so, first, by the fact that he inherits his father's great wealth, and second, by the fact that he is proving that the mere possession of money can be no substitute for experience.

The recent visit of the young man to Colorado is a case in point. Some months ago Mr. Rockefeller said in effect:

"We have such large amounts of money invested, we must naturally place it in many industries at many places. We cannot know all about everything in detail; in fact, money alone is not concerned with the details of management. All we in New York can do is to look out for the larger policies. We must leave to the men at the mines the carrying out of our plans.

"In Colorado we are well and ably represented by skilled men. They must manage the mining properties and answer to us by their results. We in New York cannot interfere with their acts unless we want to substitute ourselves for them and become responsible for the success or failure of their plans."

That boiled down, in substance, is what Mr. Rockefeller said in his various statements. It was in fact, the only stand which mere money can take. But having done his plain duty, Mr. Rockefeller went on a trip of inspection to his Colorado

mines. Before he went, his representatives had been all powerful. When the dispute arose these vigorous managers said to the miners in substance:

"Only three issues are involved in this labor dispute. One is: 'Has the law been obeyed?' We have not been elected by the state to enforce the law. But we have done more than the law demands or ever will demand. If there is any criticism of our acts we cannot condemn and punish ourselves; the state officials must do that. They have not acted against us, so we assume that no charge against us exists.

"The second issue is: 'Are we paying our men a fair wage?' We have studied the average wage of Colorado. We find that we are paying more than any one in the state, and, therefore, cannot pay still more now.

"The third issue is: 'Shall we continue to manage the properties, or shall we turn the management over to the United Mine Workers of America.' Our contention is that a great many people have invested a great deal of money in these Colorado coal mines. They have selected us to manage the properties. They have not empowered us to relinquish that management. The union officials have failed to show us any authority from the stockholders for the transfer of control which they propose. They do not try to prove that their management would be in the interest to the stockholders; rather, they clearly indicate that it would be of interest only to the miners' union. Therefore, we must resist that claim."

This was a logical conclusion for the managers. It is inconceivable that they should take any other.

Mr. Rockefeller's statement of last Saturday, taken in conjunction with what the managers previously had said and what Mr. Rockefeller had said, made the manager appear in an embarrassing position to say the least.

If this thing had been done properly, the only new program in the Colorado coal mines would have been mapped out by the managers. If the program was to be changed, they were the ones to change it.

In doing otherwise the youth and inexperience of Mr. Rockefeller, Jr., displayed itself. He went into Colorado on a spectacular trip. This he had a perfect right to do; in fact, it was all right. He carried along with him a theoretical fellow who is interested in welfare work. This also he had a perfect right to do. Having looked over the whole situation, Mr. Rockefeller's companion had a great idea. We suspect he had it all mapped out ahead of time. This idea was a complete scheme by which the relations between the miners and the company should be regulated in future. Incidentally it was a good plan. Also Mr. Rockefeller thought it was good because he adopted it on the spot.

Acting under an impulse, evidently, a meeting was called. On one side sat the officers of the company; on the other side sat the miners. Mr. Rockefeller, the principal stockholder, outlined the plan which had been given him by his companion. The officers accepted it because there was nothing else to do. It was advantageous to them and, naturally, the miners accepted it.

By that simple act Mr. Rockefeller did two things which must end in mischief:

First, he stripped the officers of the mining company of their authority and incidentally reversed himself completely on the position he had taken when, in New York, he passed on the same matter. When he gave out that plan, he no longer represented mere money, but instead inserted himself into the detailed management of the mine. That act was a blunder. We can call it nothing else.

Second, Mr. Rockefeller made a decision for his own companies which must embarrass the managers of all other properties in that field. In other words, he set an extravagant pace for them. This is a thing which any man with money would hesitate to do especially when he had said that the common stock of his own company had never paid a dollar in dividends. What he did was, in effect, to deprive other stockholders of a hope of getting a dividend.

Everyone believes that Mr. Rockefeller is a sincere young man. His record throughout has been that of one who wants to do the right thing. At the same time his recent act discloses him as a man of no experience and far from being skilled in the practical workings of business. When he has lived a little longer he will have had more experience. Then, with his good intentions, he will turn out to be a very useful citizen. Right now he should move slowly because his judgment isn't ripe.

Getting Real Safety.

Some recent discussions indicate that those interested in "safety first" are talking to cross purposes and may unintentionally slow down the process of getting safety. The point of dispute is about this.

Theoretical men say that, regardless of cost, the coal operator should put safety appliances in the mines.

Practical men say that there is not enough money to do this and besides it is a waste of money until the miners learn to look out for themselves.

As a matter of fact these two things are complementary, rather than antagonistic. However, the practical men are right in so far as they go. That is, they are right in saying that safety begins with the individual. No man can disregard his own safety and hope to escape injury no matter by how many appliances he is surrounded. If he is a free agent at all and if he moves about, he must use his eyes and brains to protect himself. So, unless the man protects himself there is no chance that he can by using machinery escape accident.

Also the theoretical men are right when they say that the mines need devices to promote safety. That is, a man may be the most artful dodger on earth and may be the most cautious man alive, but dodging and cautiousness will not save him if the mine explodes because of dust or because the gas has not been brushed away. Also no amount of precaution can save a man who is compelled to work in a mine where the roof is on the point of falling.

Both sides are right in the positions they take, though neither side is right if it assumes that what it proposes is the only thing that should be done.

Coal's Red School House.

Someone said just the other day, in speaking about the associations of operators which are now being formed all over the country, that such things are not an ultimate and therefore are not permanent, nor a final solution of coal's difficulties.

We might go very much further than that. We might say to the gentleman who made that comment that nothing in this world is permanent, nor is anything a solution of anything. Life itself is a mighty uncertain thing. San Francisco found out a short time ago, that the thing we call terra firma can be the most unstable thing imaginable. We are accustomed to look on banks as sturdy and strong, only to have that idea blasted out of our minds when something happens which makes the banks seem as unstable as quicksilver. As a matter of fact, we are in a whirlpool of transition and change. Nothing is ever the ultimate of anything. We are living a life composed of a series of temporary expedients, each of which serves our purpose for a little while and then passes on to give place to something that will serve us through the next emergency. That much for the broader view of the subject.

The coal association is undoubtedly not an ultimate for the trade. It probably will not prove permanent. We would all feel sad if it did. But the coal associations are filling a tremendously important gap in coal trade affairs. They are bridging the distance between ignorance and wisdom in coal production and sale. They are practically the "little red school houses" which are lifting the coal trade out of that stupid period when nobody knew the cost of anything, into that period when everybody knows the cost of everything.

As these associations fulfill their mission of educating the trade, undoubtedly they will pass out of existence and give place to something that is better. In the meanwhile, they are indispensable and are proving their intrinsic worth every day.

The Value of a Customer.

All customers have two values. One is that which he places upon himself. The other is that which the merchant places upon him as a buyer. If you rate a customer at his own value, you must rate him rather highly. If you rate him according to the merchant's estimate, you usually find that his value is the amount that it cost to put him on the merchant's books, plus the amount which his business is likely to return in the course of a year.

Under some modern conditions, both of these estimates of the value of a customer are disregarded because the estimate is made by neither principal, but by the office force of the merchant. That is, the modern office has been card indexed, and cross card indexed until the customer ceases to be a personality. Instead, he has become a red, pink, yellow or some other colored card. About the only thing the office knows about him is that he buys or does not buy and pays or does not pay. That information is told by the color of the card.

That is all very fine from the stand-

point of office system, and perhaps it simplifies details a lot. But, it does not take care of a matter which is sacred to the customer—his individuality. Nor does it assure the man who ordered his clerks to install the card index that he is going to get back the price that he paid to get that man's name on that card.

The owner of the business, of course, is interested in the customer from the standpoint of revenue only. This makes him keen for something besides a card record. For example, one retail concern in Chicago found out a few years ago that it cost about ten dollars to get a new account on the books. This merchant's instructions to his clerks were to hold that customer until his business had paid that cost or more.

The customers of a wholesale house, perhaps, cost that merchant a great deal more than \$10.00. Therefore the customers who are embalmed in cards represent to a business an outlay of a great deal of money. The operator's interest in those cards is in seeing, first, that he gets back what it cost him to get those names on his books and, second, that that card—or the man behind it—helps to support the organization in the way it—or he—should.

It occurs to us that the way to do both things is to cease to consider the customer as merely a card of a certain color. Instead, it would be well to consider him according to something of his own estimate of his value. That restores at once the personal relation between the buyer and seller, and therefore vitalizes the card index system.

The Money Situation.

For a matter of several months the reserves in the banks have shown such relation to loans as to indicate to bankers that America was not using, as it should, its credit for the purpose of carrying on ordinary business. In other words, the banks stood ready to accommodate borrowers to much larger extent than they were, and even were anxious to do so. This situation is not explained solely by the fact that the banks wanted the business. Rather the bankers took that attitude because the country needed the industry which the borrowed money would stir up.

Then came the commissioners of the allies from Europe and proposed to borrow \$500,000,000 from this country. They proposed to spend it here for food, supplies, etc., for the army of the allies. This promised to give American finance precisely the thing that it was looking for, but which the bankers could not get through the borrowing of money by individuals. That is, the banks increased their loans and all of that money went to increase the merchandising business of American concerns. It was simply the employment of the loaning power of banks to encourage American business. The bankers therefore were fully justified in extending the foreign loan if only to increase the business of the country. That, we understand, was their main purpose in making the loan.

However, the banks did not go into this loan particularly as a banking venture, but more as an underwriting proposition. That is, they wanted to lend the

money to Europe, but they wanted the American people to take it off their hands, buying the notes as an investment. The banks consequently made the loan and crippled their lending power to do it. But the people did not respond as they should. Instead, those who had the money were somewhat more inclined to speculate in the stocks of the companies that were going to sell the stuff to Europe than they were to put up their share of this half-billion of dollars.

The bankers were consequently facing the proposition that the people were about to abandon the European loan to the banks, while the money which should have gone to take up the loan was thrown upon the stock market in a wild speculative campaign that was doing no one any good. As a consequence, the board of governors of the stock exchange, early this week, decided to quash the wild speculation in certain stocks. To that end they asked the brokers to double the margins that they were exacting on these shares.

With the stock market returning to normal under this influence, the patriotism of the American people will very soon express itself. Also their good judgment will help them decide. The result will be that the foreign loans will be subscribed for and taken off the hands of the bankers, who will then have their resources in liquid form again so they can extend aid to reviving business at home.

Coal for the Navy.

Our geographical location has a material influence upon the construction of our vessels of war. The factors in our geographical position that make for this difference are our isolation and the long stretches between the literal of the United States and the ports of its insular possessions. Our comparatively few and widely separated coaling stations, coupled with this isolation, have made it necessary for our naval constructors to devote especial attention to affording ships the greatest possible coal carrying capacity.

To permit the necessary weight of coal to be carried our builders have been compelled to limit to the utmost the weight of the armor and of machinery, thereby sacrificing, to some extent, the vital qualities of protection and speed. The necessity of limiting the weight of, and space occupied by the boilers, has forced the installation of boilers of light weight and compact design with limited combustion space. The want of coaling stations also makes it imperative that the coal of the United States navy should be of the best kind, so that the coal burning vessels will have the maximum steaming radius.

In explaining this Lieut. Comander J. O. Richardson, U. S. N., in the Journal of the American Society of Naval Engineers, argues against training men to burn western coal to the exclusion of eastern coal, for such men would have to forget what they now know about the use of navy standard steaming coal, and it would result in reduced naval preparedness, because in time of war the best obtainable coal must be used and the men must be qualified to produce the maximum efficiency with this coal.

—*Army and Navy Journal*.

News Local to Chicago.

Travelers now in the west send back reports from north and south that collections are improving.

W. J. Carney, president of the Carney Coal Company, will be in Wyoming for two weeks looking after his operations in that section.

The Mueller Coal Company, with a yard on the northwest side, filed this week a petition in bankruptcy. It scheduled assets of \$9,530.66 and liabilities of \$47,902.66.

C. A. Winne, formerly a member of the firm of Eljah & Winne, Cedar Rapids, Iowa, has returned to Chicago, where he will re-enter the coal business.

W. J. Walsh, general manager of the Spring Creek Coal Company of Springfield, Ill., was visiting the trade this week. Mr. Walsh reports that the Sangamon county operators are holding to prices quoted unusually well.

Secretary I. L. Runyan spent a portion of the week in Louisville, Ky. Mr. Runyan termed this visit his vacation, which, by the way, is the first one he has enjoyed in his three years as secretary of the Illinois & Wisconsin Retail Dealers' Association.

Carl Scholz, president of the Rock Island Coal Company, and incidentally of the American Mining Congress, returned to Chicago on Sunday morning from his western trip. He took the northern route home via the Canadian Pacific from San Francisco, where he had been attending the convention.

According to reports from Washington, members of the Interstate Commerce Commission are having a hard time to decide what they will do about granting a rehearing on rates in the west. They do not seem to want another hearing. At the same time they do not just like to come out and say that the incident is closed. The question was to have been decided on October 4th, but it wasn't.

Geo. W. Reed of the Lincoln-Springfield Coal Company notified his friends last week that he had bought two season tickets for the city baseball series and consequently would be on the job this week only in the mornings. True to his promise, he disappeared from his office on Wednesday afternoon and anyone desiring a critical report of the games can be accommodated.

Van. H. Manning, director of the Bureau of Mines, was a visitor to the Chicago trade on Wednesday of this week. He stopped off on his way back to Washington from San Francisco, where he attended several mining meetings. He announces rather important changes of policy in connection with the bureau in this particular: The bureau heads of departments will be located hereafter in Washington instead of being located in different parts of the country as they have heretofore. They will form sort of a cabinet for the director and thus the work of the bureau will be simplified by being centralized. Mr. Manning left on Wednesday night for the east intending to stop in Pittsburgh on his way home.

Roy Makemson gives it as his opinion after a recent trip over the big territory in the middle west that not more than twenty-five per cent of the normal volume of retail coal business has been done for this year. He says that seventy-five per cent of it is still to be done. This means that the trade is going to have a lively demand all through the remainder of this year. What helps this impression along is the fact that a great many of the retailers have not obtained their money for coal which they sold and delivered last year. As a consequence, the dealers are not selling the coal on credit this year, unless they see some ready money. This promises to result in a peddling coal business all winter, and incidentally a steady demand from the retailers on the wholesale market.

Frank Nelson, Jr., president of the Bryan Coal Corporation and of the Empire Coal Company, with headquarters at Birmingham, Ala., was in New York last week. Mr. Nelson is quoted by the *Times* as saying: "The business situation now is excellent. You see the furnaces, foundries, and steel mills are the biggest users of coal, and they had been skimping for a long time. They and the railroads had really led a sort of hand-to-mouth existence. But when they began to get orders, that started the demand for our product. General business in Alabama is good, and the people are optimistic."

Small Activities in Many Coal Centers.

Detroit Local News.

W. T. Roberts, western sales manager of Williams & Peters, with headquarters in Buffalo, visited Detroit coal men a few days ago.

Highland Park, suburb of Detroit, has passed an ordinance prohibiting sale of wet coke, the penalty being a fine of \$10 to \$100 for violation of the rule.

Ford Motor Company, Detroit, is receiving proposals on about 14,000 tons of nut, pea and slack and on about 25,000 tons of mine run, to be delivered at the company's plant in Highland Park.

Two additions recently were made to the sales force of the Southland Coal Company, Detroit. E. A. Phelps, formerly with the Michigan Coal Company, has been assigned to the state territory, and W. W. Clements of Cincinnati is now covering Kentucky, southern Ohio and Indiana for the company.

Jacob Borin of Borin Bros., retail coal dealers at Westminster avenue and the Grand Trunk Railroad, Detroit, faced a 44-caliber automatic in the hand of a would-be robber, who entered the office Monday. Seizing the weapon, Borin called his brother. They obtained the revolver, but the hold-up man escaped.

Cleveland News Notes.

Robert Kline, well known in the coal business here, is now with the Myers Coal Company.

B. W. Wistar, northern sales agent of the Bader Coal Company, Buffalo, was in the city early this week.

J. K. Barber, manager of the local department of G. P. Bassett, Jr., Pittsburgh, was in the city a few days ago.

W. J. Houston of the Mercer Iron & Coal Company, Stoneboro, Pa., called on the local dealers this week.

It is said that quite a little West Virginia slack has been shipped in box cars during the past week, wherever customers could handle it in this way. Had this not been done, it is probable that the coal could not have been shipped at all.

Joseph Good, for some years manager of the Cleveland branch of the Pittsburgh-Buffalo Company, has become general sales agent of the National Coal Company, whose offices are on the fifteenth floor of the Rockefeller building.

The Van Epps Coal Company reports a materially increased activity in the anthracite market, with some difficulty in securing prompt shipment, because of the car shortage. This company has also had a heavy demand for the domestic coals handled.

Buffalo Trade Briefs.

H. G. O'Brien has succeeded F. L. Garrison, resigned, as sales agent of the Pittsburgh-Westmoreland Coal Company, coming here from the company's home office.

C. J. Renwick, manager of the Keystone Coal & Coke Company's office, has gone to the Panama-Pacific Exposition. He will return by way of New Orleans, taking the ocean route to New York from there.

Irving S. Underhill, president of the Underhill Coal Company, is this week in charge of the campaign of Knowlton Mixer, who is running in next Tuesday's primaries for councilman. Mr. Underhill is a member of the Municipal League, which has endorsed several candidates in the coming election.

A meeting of the Western New York Canal Referendum Association was held at the Chamber of Commerce on Wednesday. Various Buffalo organizations of business men attended. One of those appointed by the mayor to represent this city was D. L. Tuttle, sales agent of the Philadelphia & Reading Coal & Iron Company. The purpose of the meeting was to start a campaign for a canal bond issue.

The new Cadogan mines of the Allegheny River Mining Company, a branch of the Shawmut Company, were opened this month. When fully developed the mines will turn out about 5,000 tons a day. They are located on the Allegheny river, six miles below Kittanning. The town of Cadogan now has eighty houses and a superintendent's residence, doctor's office, hotel, etc., have been completed on a commanding site overlooking the river. Schools, churches and playgrounds will be provided and about fifty more dwellings will be added as soon as the

mines approach full capacity. The entire equipment is of the latest type, operated by electricity.

William H. Hufstader, vice-president and general manager of the J. B. Jenkins Coal & Coke Company, died at his home here on October 4th, after an illness of several months. He was forty-eight years old and leaves a wife and four sons, Thomas, William, Orton and Robert, besides a sister, Mrs. George N. Finch, of Maybie, W. Va. Mr. Hufstader had been in the coal trade for a number of years, with the Shawmut-Pittsburgh-Buffalo and Jenkins companies. Previously he had been superintendent of the P., S. & N. Railroad with headquarters at Hornell. He was a faithful, conscientious worker for the various companies with which he was engaged and had steadily risen in a business way, winning not only the respect and good will of all his associates but the friendship of many, both in and out of the coal trade.

A number of additional appointments have been made by the Ohio mining department, which is one of the departments under the Ohio Industrial Commission. Only two of the deputy inspectors in the various sub-districts in Ohio have been retained. They are Robert Wheatley in District No. 12 and L. D. Devore in District No. 10. Recent appointees are: Daniel Jones of Coal, succeeding John Burke in District No. 1; James Dugan of Murray City, succeeding Morris Allbaugh in District No. 2; John S. Cox of Glouster, succeeding Andrew Ginnan in District No. 5; J. P. Davis of Alliance, succeeding Evan Lewis in District No. 7; Lot Jenkins of Martins Ferry, succeeding William H. Werker in District No. 8; B. S. Smith of Byesville, succeeding J. A. Collins in District No. 4, and Samuel James of Magnolia, succeeding Dennis Sullivan in District No. 6.

All the coal interests of West Virginia are said to be up in arms against the proposed increase from twenty-five to forty cents differential in rate on shipments of coal from West Virginia to western markets. Coal mine owners and the miners themselves are said to be aroused to what they deem an unjust and unfair discrimination against one of the state's important industries. Commercial and civic bodies have taken up the matter and meetings are being held to stir public opinion. Funds have been subscribed to fight the proposed tariff which the carriers of West Virginia will ask the Interstate Commerce Commission to approve.

There is a labor shortage throughout the anthracite fields, says the *Mahanoy America*. The companies are hiring men just now for whom they had no places six months ago. Some aged workers who had trouble in getting jobs because of their advanced years, are being taken on at many of the collieries. One of the companies has given work to a man who believed that he had been blacklisted forever. Never before has labor been so scarce in the hard coal belt. The European war is given as one cause, immigration being almost completely shut off since the struggle began and thousands of men have returned to fight for their native lands.

The Keystone Consolidated Publishing Company, of Pittsburgh, Pa., has just issued the second edition of its coal field directory and mining catalogue. The publication gives the coal operator a condensed description of all classes and types of machinery and equipment used in and about coal mines. The directory section contains a list of mining operations and officials with addresses.

Hugh Munro of St. Paul, secretary-treasurer of the Clarkson Coal & Dock Company, who died at his St. Paul home a few days ago, was formerly a resident of Duluth, and was in the coal business here up to fifteen years ago. He was very well known and quite a number of coal men and others from Duluth attended his funeral.

Anthracite Shipments.

NEW YORK, October 8.—(*Special Telegram*).—Anthracite shipments for September were 5,518,771 as compared with 6,246,192 for September last year. For nine months they show a decrease of 2,688,470 tons as compared with the corresponding months of last year.

Facts Which Determine Our Export Prospects.

The Export Situation.

The shortage of vessels for taking export coal cargoes is likely to bring about a very radical curtailment of exports of American coals during the next few months, unless relief is received from sources that shippers do not anticipate at the moment.

So far the exports for the month of September are incomplete, but they are expected to show a total of about 830,000 tons exported through Hampton Roads, Baltimore and Philadelphia, as compared with 692,408 tons for the same month of last year. It will be recalled that September of 1914 was a record month for exports, as it was the second month following the commencement of the great European war, and a great deal of business was placed in this country because of the fact that the shipping from England was during the first few months of the war greatly demoralized. The present shortage of vessels for carrying coal is due to the fact that a great many vessels are being required for handling the munitions that are going to the warring countries, as witnessed by the movement of a great deal of munitions through New York harbor to Vladivostock, which voyage is so very long that it ties up a ship for months. Furthermore, the grain movement is on, as is also the cotton movement, and these commodities pay handsome rates that naturally influence tonnage.

Export from Hampton Roads ports for September ran around 582,943 tons, as compared with 432,685 tons for September, 1914. Incomplete reports from Baltimore show exports of September of 200,000, as compared with 128,178 tons in September, 1914. Philadelphia exports are estimated as 150,000 tons for this year, as compared with 58,545 tons for September last year.

Some of the coal exporting companies that have Greek steamers under charter, have had several cancellations of steamers that were to report during October, due to the fact that the Greek government has called in a great many of its merchant steamers to be used no doubt as transport and munition ships. The cables last week announced that the withdrawing of Greek cargo steamers from the Cardiff-Mediterranean service had meant an increase of about ten shillings a ton on coal freight rates from Cardiff to the Mediterranean. Tuesday's cables stated that Greek ships at Italian ports had been recalled. Notwithstanding these withdrawals, some of the large export companies report that they have enough steamers under charter to arrive for loading during October to make their October business show considerably larger than their September business.

A diagnosis of the exports for September shows that Italy continues to receive a very large percentage of the coal that is going from this country, especially heavy loads going from Baltimore and Hampton Roads. Argentine and Brazil are also receiving good quantities. Shipments have increased very radically to Chile, which took 30,193 tons from Hampton Roads. Shipments continue in good volume to France, Sweden, Spain, Azores and Egypt. One cargo of 3,464 tons was shipped from Baltimore to Russia, which is unusual.

Portuguese interests are said to be inquiring in this country for considerable tonnage.

Hampton Roads September Exports.

Exports of bituminous coal from the three Hampton Roads ports for September, 1915, with comparisons for September, 1914, are as follows:

Country—	1914		1915	
	Lambert's Point.	Newport News.	Sewall's Point.	
Augusta, Italy.....				
Antofagasta, Chile.....				
Barbados, B. W. I.....	3,049	5,442		
Buenos Aires, Argentine.....	22,820	4,520		
Bahia, Brazil.....				
Caleta Colosa, Chile.....				
Colon, Panama.....				
Curacao, D. W. I.....	9,145	4,593		
Cienfuegos, Cuba.....				
Dakar, F. W. A.....	5,162			
Genoa, Italy.....	34,276		6,657	
Guayamas, Mexico.....				
Havana, Cuba.....	8,107	14,274	3,125	
Kingston, Jamaica.....	12,463			
Italian port.....				
Lisbon, Portugal.....				
Leghorn, Italy.....				
Naples, Italy.....	25,990	18,870		
Magdalena, Italy.....				
Marseilles, France.....				
Montevideo, Uruguay.....	4,929			
Palermo, Sicily.....	6,746			
Port Said, Egypt.....	4,878			

Piræus, Greece.....	48,167		
Ponto Delgada, Azores.....			
Porto Cabello, Venezuela.....			
Port of Spain, Trinidad.....	4,500	7,545	
Pernambuco, Brazil.....			
Puerto Ferrajo, Italy.....			
Para, Brazil.....		6,691	3,300
Rio Grande du Sol, Brazil.....			
Rio de Janeiro, Brazil.....	25,295	5,636	
Savona, Italy.....	5,006		
Spezia, Italy.....		7,004	
St. Thomas, D. W. I.....		4,545	
St. Georges, Bermuda.....			
St. Michaels, Azores.....			
Stockholm, Sweden.....			
Ceara, Brazil.....		680	
Sagua, Cuba.....			
Syracuse, Italy.....		3,209	
Santiago, Cuba.....		4,677	
San Juan, Porto Rico.....		3,236	
St. Lucia, B. W. I.....		4,543	
Gaeta, Italy.....		4,967	
Taltal, Chile.....			
Boma, Congo.....			
Torre Annunziata, Italy.....			
Bergen, Norway.....		3,467	
Vera Cruz, Mexico.....		6,443	
Quebec, Canada.....	2,100		
Valparaiso, Chile.....	6,011		
Manila, P. I.....	7,005		
La Plata, Argentine.....			
Demerara, B. G.....		1,988	
Cristobal, Canal Zone.....	16,540	6,621	
Campana, Argentine.....	4,008		
Gibraltar.....	6,000		
Gothenburg, Sweden.....	11,625		
Cagliari, Italy.....	7,194		
Huelva, Spain.....	5,161		
Mazatlan, Mexico.....	5,948		
Totals.....	292,396	126,707	13,762

Country—	1915		1915	
	Lambert's Point.	Newport News.	Sewall's Point.	
Augusta, Italy.....		6,400		
Antofagasta, Chile.....	6,305			
Barbados, B. W. I.....	4,607	4,502		
Buenos Aires, Argentine.....	16,048		13,277	
Bahia, Brazil.....	4,117			
Caleta Colosa, Chile.....	6,477			
Colon, Panama.....	57,020			
Curacao, D. W. I.....	5,486			
Cienfuegos, Cuba.....	4,308	6,164		
Dakar, F. W. A.....	18,666			
Genoa, Italy.....	56,166	7,520		
Guayamas, Mexico.....	2,013			
Havana, Cuba.....	13,717	25,793		
Kingston, Jamaica.....	1,978			
Italian port.....	16,450	6,627	3,620	
Lisbon, Portugal.....	6,023			
Leghorn, Italy.....	18,724			
Naples, Italy.....	26,551	12,069	2,175	
Magdalena, Italy.....		2,960	9,749	
Marseilles, France.....		11,690		
Montevideo, Uruguay.....		4,275		
Palermo, Sicily.....	4,768			
Port Said, Egypt.....	8,897			
Piræus, Greece.....	9,600			
Ponto Delgada, Azores.....	1,446			
Porto Cabello, Venezuela.....	2,296			
Port of Spain, Trinidad.....	4,707	5,992		
Pernambuco, Brazil.....	4,113			
Puerto Ferrajo, Italy.....	13,350			
Para, Brazil.....			1,912	
Rio Grande du Sol, Brazil.....	8,414			
Rio de Janeiro, Brazil.....	12,423	8,810	8,788	
Savona, Italy.....	10,585			
Spezia, Italy.....	4,432	27,766	7,018	
St. Thomas, D. W. I.....	1,000			
St. Georges, Bermuda.....	961			
St. Michaels, Azores.....	1,636			
Stockholm, Sweden.....	6,707			
Caera, Brazil.....				
Sagua, Cuba.....			984	
Syracuse, Italy.....				
Santiago, Cuba.....		6,195		
San Juan, Porto Rico.....				
St. Lucia, B. W. I.....		5,451		
Gaeta, Italy.....				
Taltal, Chile.....	6,432			
Boma, Congo.....		3,742		
Torre Annunziata, Italy.....	5,850			
Bergen, Norway.....				

Vera Cruz, Mexico.....	3,215		
Quebec, Canada.....			
Valparaiso, Chile.....	2,571	3,005	5,353
Manila, P. I.....			
La Plata, Argentine.....			4,327
Demerara, B. G.....			
Cristobal, Canal Zone.....			
Campana, Argentine.....			
Gibraltar.....			
Gothenburg, Sweden.....			
Cagliari, Italy.....			
Huelva, Spain.....			
Mazatlan, Mexico.....			
Totals.....	373,801	149,739	57,203

Destinations of exports of bituminous coal from Hampton Roads ports for September, were as follows:

Country—	Tonnage.
Italy.....	236,063
Panama.....	57,020
Cuba.....	52,653
Argentine.....	45,460
Brazil.....	41,289
Chile.....	30,193
French West Africa.....	18,666
France.....	11,690
Trinidad.....	10,699
Greece.....	9,600
Egypt.....	8,897
Sweden.....	6,707
Danish West Indies.....	6,486
Portugal.....	6,023
St. Lucia, B. W. I.....	5,451
Mexico.....	5,228
Barbados, B. W. I.....	5,109
Uruguay.....	4,275
Azores.....	3,082
Venezuela.....	2,296
Jamaica, B. W. I.....	1,978
Bermuda.....	961

Baltimore September Exports.

In complete statement of exports of bituminous coal from Baltimore for the month of September, 1915, show destinations and tonnage as follows:

Country—	Tonnage.
Italy.....	72,825
Sweden.....	38,666
France.....	17,499
Cuba.....	16,405
Spain.....	10,330
Egypt.....	7,031
Costa Rica.....	6,882
Argentine.....	9,499
Brazil.....	6,858
Peru.....	4,000
Russia.....	3,464
Panama.....	2,949
Martinique.....	919
Venezuela.....	337
Total.....	197,664

Recent Coal Freight Charters.

Schooner Melbourne P. Smith, Philadelphia to Cay Francis, coal, p. t.

Schooner Fanny C. Bowen, Philadelphia to Calais, coal, \$1.35.

Schooner William Booth, Philadelphia to Calais, coal, \$1.30.

Steamer Monkstone (Br.), Virginia to Montevideo, coal, 36s, option Buenos Aires, 37s, October.

Steamers Kaupanger (Nor.), and Hano Jensen (Dan.), Baltimore to Gothenburg, coal, p. t.

Steamer Sangstad (Nor.), Baltimore to Port Limon, coal, p. t.

Schooner Clara E. Randall, Philadelphia to Fajardo, P. R., coal, p. t.

Schooner Phineas M. Sprague, Philadelphia to Manzanilla, coal, \$3.75.

Steamer Chasehill (Br.), Baltimore to Genoa, coal, p. t.

Steamer Muskegon, Atlantic Range to Port Milton, coal, p. t.

Steamer Tryn (Nor.), Philadelphia to Cienfuegos, coal, p. t.

Steamer San Guiseppe (Ital.), Baltimore to Italy, coal, p. t.

General Review.

The Buying of Domestic Coal Generally Is Heavier—Steam Coal Is Fair and Cars Are Scarce.

Some of the abnormal features of the market that have been bothersome for the last month have toned down a little. If the trade were dependent upon that, as heretofore, the situation would be easier. However, as an offset, there has come a very much bigger demand for domestic coal in all parts of the country. Thus the operators have gained in the latter direction far more than they lost in the former and the whole market as a consequence is decidedly stronger.

Also, it is true that while the trade has lost some tonnage in the matter of exports, it has gained at home more than it lost abroad. Thus in the steam department, the operators have had a net increase in business.

In the matter of price, the situation pretty generally has strengthened up. In the first place, the danger of a shortage of anthracite has strengthened the market there. The home demand has removed all suggestion of price wars from the smokeless field. In the east the improvement in the domestic demand has so strengthened that situation, even the operators who were cutting prices are now standing out for circular figure or asking premiums.

The car situation, especially in the east, is becoming quite bothersome. A short time ago the Baltimore & Ohio Railroad, for one example, gave notice that the car allotment plan for this fall was going into effect. This announcement is never made until the car situation becomes threatening. At the same time, this week that and other railroads have notified the operators that they would have to be content with only a percentage of the cars instead of a full allotment. This means the danger zone has been entered. In some places in West Virginia, the report is that some of the railroads are only able to furnish enough cars to keep the mines running about forty per cent of the time. In the west the car shortage is not serious so far, but the railroads are beginning to appeal to the operators to load cars to full capacity, to move them quickly, and to give as direct billing as possible in order to avoid the congestion of equipment and later a shortage of cars. That is, even in the west, the pinch is beginning to be felt. The reason for this undoubtedly is that while the crop movement was held up for quite a while on account of wet weather, the roads now being in good condition, the grain movement is started. This tightens the engine and car situation.

Admittedly, the movement of the coal to the lakes is, for this year, below normal and there was some belief that the coal operators would try to amend affairs toward the end of the season of navigation. If that were the intention of the operators, the movement would now be under way, as the season has only six weeks to run. Some operators are indeed disposed to ship coal and some of the docks are inclined to buy it. The difficulty now is to get boats. This is the season when the grain movement is heaviest and since upper lake shippers are paying six cents a bushel for transportation, the boats are going into that trade, rather than stop to take coal on the up-bound trip.

After all, the determining factor in the whole market has been the weather. From east to west the temperature has been rather low or enough to make a fire necessary. The lower temperature has been accompanied mainly by high winds, which increased the consumption of coal. Everything considered, the operators are having a good market at prices which are more than fair.

A. H. Coolidge, sales manager of the Imperial Coal Sales Company, severed his connection October 1st, instead of November 1st, the condition of his wife making it necessary that he should be at her bedside in Dayton, Ohio. She underwent an operation this week at a Dayton hospital and the latest information is to the effect that the operation is successful and that the patient is improving. Due to the retirement of Mr. Coolidge from the offices of the Imperial Coal Sales Company, Quinn Morton, president of the company and of the Imperial Coal Company, of Burnwell, W. Va., was at the Cincinnati offices last week. Mr. Morton was an invalid for a month in the Sinton Hotel of Cincinnati in August, but has recovered and will divide his time between the Burnwell offices and Cincinnati.

Chicago Market.

Buying Has Eased Up a Little After the Rate Changes, But Prices Are Firm.

Office of THE BLACK DIAMOND,
CHICAGO, October 7th.

The position of the Chicago market is almost exactly the reverse of what it was two weeks ago. Then the strength was in the western coals and the weakness was in the eastern coals. Today the eastern coals are quite stronger and the western coals are not quite so strong. As a matter of fact, the demand all told, has increased considerably, but western buying is not quite so heavy as it was because the freight rates have now gone into effect. Up until the first of October the retailers were buying to get advantage of the low freight rate. For the first couple of weeks of this month they are moving out their stocks instead of buying new supplies. That gives the eastern coal on which no freight rate changes have been made a slight call on the market for the time being.

Anthracite coal has begun to pick up quite a good deal. The operators have reported a progressive shortage of production at the mines until now the output is two and one-half million tons behind what it was this time last year. With the first of October the buying movement started in real earnest and not only are prices firmer, but sales are very much heavier.

The smokeless coal is back to the point where it is again practically a one-priced coal. The cold weather of the last week caused the real estate agents to buy coal for their flat buildings and this threw the retailers upon the market for fresh supplies. This took up the relatively small supply of free coal and as a consequence, the market is today firm at circular price of \$1.40 on mine run. Lump and egg are still a little easy but the price has not broken below \$2.00 a ton for the last week. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run	\$3.45	\$1.40
Lump and egg	4.05@4.30	2.00@2.25

Somerset county coal is pretty firm. Even the smaller concerns are now getting \$1.25 and the larger operators who happen to control the better grades of coal, are getting a minimum of \$1.40. On lump and egg, the larger operators are holding for \$2.10 or better, although here and there some sales are made for \$2.00. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run	\$3.30@3.40	\$1.25@1.40
Lump and egg	3.80@4.30	1.75@2.25

Owing to a curious custom among the retailers in Chicago, the Hocking market has not been quite so strong this week. They change from summer to winter circular price on the first of October, the difference being fifty cents a ton. Prior to the change, the buying was quite heavy. After that change the market eased off a little. For three-inch lump the price for last week has been in the main \$1.75, although some operators are taking less occasionally, the price going down to \$1.60. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
Domestic lump	\$3.15@3.40	\$1.50@1.75

The splint situation is just a little mixed. The operators have recently had a very extraordinary demand for coal which warrants them in holding for \$1.50 a ton at the mines as a minimum on splint coal in box cars. Most of this coal of course is for shipment through Chicago to the west. There the all-rail coal is encountering dock coal which was sold by the same mines to the docks during the summer at very much lower prices. In consequence, the dock prices are fifteen to twenty-five cents a ton below the all-rail price. Even so, a fair volume of business has been done. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1½-inch lump	\$3.15@3.40	\$1.25@1.50

Eastern Kentucky coal shows a very good demand for the better grades but the same variability of price as heretofore, has been noted. Some of the off-grade coals are selling for \$1.65, usually such coals are inferior preparations. Better prepared and best known coals are commanding \$2, while the leader of the market is commanding \$2.25. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump	\$3.65@4.15	\$1.75@2.25
Egg	3.25@3.75	1.35@1.85

The Franklin county situation under any normal condition of production would be considered exceptionally strong. As a matter of fact, an appalling volume of that coal has been moving to market lately, at prices that are considered more than fair. The only handicap under which the market is suffering is not one of normal growth of demand, but an abnormal growth of production. The doubling of productive capacity in places and a steady increase in productive capacity in other places has given the market a mighty task to absorb the output. Even so, lump and number one nut are firm in the country at \$1.75 and egg here and there is sold at \$1.60, but in the main is firm at \$1.75. The number two nut is in most places about firm. Screenings after a period of weakness a short time ago, have strengthened up, selling at fifty cents a ton in the city and sixty cents in the country. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.80	\$1.75
Egg	2.80	1.75
No. 1 nut	2.80	1.75
No. 2 nut	2.45	1.40
Mine run	2.15@2.20	1.10@1.15
2-inch screenings	1.55@1.65	.50@.60

Williamson county coal has had a better demand within the last week. A few of the mines are running to capacity, but of course the field cannot do that because we are not in any such extraordinary times as would warrant keeping all the mines busy. The better operators have held firmly to circular of \$1.75 and a few of the mines which might be said to be in the second division have switched over from the \$1.60 circular to the higher one of \$1.75. Even the smaller operators are not reported as getting below \$1.60. The smaller sizes are not moving quite so well, due to slowness of the steam trade. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed	2.80	1.75
No. 2 washed	2.45	1.40

Saline county continues to devote itself mainly to steam coal with most emphasis on steam lump at \$1.20 to \$1.30 and screenings about fifty cents. There has been a steady increase in demand for lump coal with the prices strengthening up to \$1.75. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.65@2.80	\$1.60@1.75
Mine run	2.20	1.15
Screenings	1.55@1.65	.50@.60
1¼-inch lump	2.35	1.30

The market on Sangamon county lump coal is firm at \$1.75. The egg is not moving quite so well, but the nut coal is firm. Screenings have strengthened up somewhat within the last week, going to forty-five cents in most places and to fifty cents in some. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Central Illinois—		
Lump	\$2.47	\$1.65
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run	1.87	1.05
Screenings	1.22	.40

Knox county coal continues to be devoted to the steam coal, namely with screenings at sixty-five to seventy cents and mine run not firm at \$1.05 to \$1.10. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run	1.87	1.05
Screenings	1.52	.65

The demand for the number four coal from the Clinton field by the domestic trade has increased perceptibly within the last week, the best indication of the market is the increasing demand for the number five and six coal for domestic purposes. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
No. 4 domestic lump	\$2.42@2.57	\$1.65@1.75
No. 4 egg	2.12	1.35
Nut	2.12	1.35
No. 5 and 6 mine run	1.87	1.10
No. 5 and 6 screenings	1.37@1.42	.60@.65

The coke market is stronger. The Connells-ville foundry coke is now selling at \$2.25 to \$2.40, and furnace coke \$1.90 to \$2.00. By-product coke is firm at \$5, while the domestic sizes of by-product are just a trifle easy at \$4.65 to \$4.75. Gas house is reported a little stronger than last week. The prices up to Thursday were:

	F. O. B. Chicago.
Coke—	
Connellsville	\$4.85@5.00
By-product, foundry	4.90@5.10
By-product, egg and stove	4.65@4.75
By-product nut	4.65@4.75
Gas house	3.90@4.00

Pittsburgh Trade.

Shipments on Contracts Are Heavy and
Some Good Spot Sales Have
Just Been Made.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., October 6, 1915.

While there has been no pronounced general activity in the Pittsburgh coal market the past week, some very good business has been done in spot coal, and decidedly larger deliveries on contracts. Prices have not varied greatly from quotations of some weeks past, but producers are not anxious to book orders at current figures. In a number of instances coal operators will not consider 1916 business except at sharp advances, the larger concerns quoting \$1.25 to \$1.30 for mine run, \$1.35 to \$1.40 for three-quarters, and \$1.40 to \$1.50 for five-quarters lump coal, slack bringing eighty cents to eighty-five cents when it can be had, but a decided scarcity is felt.

There is a general and emphatic complaint of car shortage, and scarcity of labor in both coal and coke, and with slow but steadily advancing prices in both lines the situation may be likened to that of the war in Europe—with the producer representing the Allies and deciding to turn the tide a little from the way it has been running.

Generally the war products business is still the dominating factor, and the rush of business is confined to the manufacture of war supplies and related products, the merchant producers of both coal and coke as yet not feeling to any great extent the boom or the demand for domestic industrial consumption. Foreign inquiry holds up well, but there seems to be less general publicity in connection with this class of buying.

Railroads have been more pronounced buyers and the stocking process seems to be continuing. The car shortage is explained in various ways, but the most generally expressed opinion is that large numbers of cars of all types have been laid up for months past, out of repair, and no effort apparently on the part of the railroads being made to put them in commission, though it is said considerably increased orders for general supplies and equipment indicate that something is to be done.

Lake coal trade continues very light though ore shipments are reported as exceptionally heavy—another explanation of car scarcity.

Heavy rains over the water sheds the past week placed the Ohio river at a coal shipping stage, the first time in months, and the river shipping coal companies started something over a million bushels of coal toward southern markets last Sunday and Monday on the crest of the rise.

The Monongahela River Consolidated Coal & Coke Company started a fleet composed of the towboats Tom Dodsworth, Charlie Brown and Harry Brown, with thirty-five barges of coal, ten steel barges and fifteen fuel boats, which carried approximately 750,000 bushels of coal. The Diamond Coal & Coke Company started the towboat A. R. Budd with seventeen barges of coal, amounting to about 255,000 bushels.

A barge in tow of the towboat Volcano of the Diamond Coal & Coke Company was swept against the wall of Lock No. 5 at Brownsville, Pa., and 7,000 bushels of coal were lost last Friday, a fleet of eleven barges being towed by the steamer at that time. The Monongahela river rose about one foot an hour at Brownsville. These fleets have met with much trouble since their departure from the Pittsburgh harbor. Only the fact that the wickets were down, due to the high water in the Ohio river, saved the towboat A. R. Budd from damage or destruction Sunday afternoon, when it was swept over three dams, with its tow of ten barges and two flats of coal, after becoming helpless through the breaking of its wheelshaft. As it was, extreme difficulty was encountered by three other towboats, the Iron City, Sam Barnum and Twilight, who joined in a thrilling race from Pittsburgh harbor to Sewickley to save the helpless craft.

Several tows of coal sent out of this harbor on the present rise have been forced to tie up at Dam No. 14, near Woodlawn, where the pass is now too narrow to permit the tows to pass through, according to reports reaching

here today. Officials of the transportation departments of the shipping coal companies here, together with Government officials, started immediately for No. 14. The channel here is now available only near the lock wall on the Ohio shore, the abutment, weir and bear traps being surrounded by cofferdams. It is possible that the trouble may be remedied before the rise passes, as heavy rains over the watersheds of the Allegheny checked the falling of the rivers.

Many rumors have been current for two weeks past coupling the name of the Pittsburgh Coal Company with the Midvale Steel and Bethlehem Steel Company, implying that the coal interests would be controlled by the new steel organization. These reports seem to have no reliable source, and a call at the offices of the coal company resulted in the statement that if such movement was contemplated or under way, they had absolutely no knowledge of it, and that if any stock transactions to that end were being manipulated they were not aware of the circumstances. To accomplish anything of this kind would mean the absorption of a very large amount of Pittsburgh coal stock, by any syndicate or interests that would be interested, and while no one seems to be in a position to affirm or deny rumors, they are given little credence in coal circles. Other coal interests have also been mentioned in connection with the new steel organization, but the location of their holdings precludes the possibility of such a consummation.

The coke market continues to show increasing strength, though no new figures have been advanced as yet on 1915. Reports are plentiful that additional furnaces, both east and west, are to be blown in soon, but no definite action seems to be taken, though some new inquiry for furnace coke is out. Operators have cleaned up all surplus or accumulated coke that has been on hand, and the same labor and car troubles that apply to coal will have a tendency to continue to stiffen coke prices. One producer informs us that last week only a trifle over one-half of their car demand was met by certain railroads.

Personal and News Items.

The plant of the Echard Coal & Coke Company, at Star Junction, near Connellsville, has been put in operation after having been idle for about two years.

John M. Jamison, president of the Jamison Coal & Coke Company, who has been spending several weeks in France in the interests of his company, returned home on Thursday of last week.

The Central Fairmont Coal Company of West Virginia has just closed a yearly contract with a railroad company for the latter's entire requirements of coal and is now hiring about 100 additional miners.

The coal operations in the Hilliard district, Butler county, Pa., is improving over the summer months, a number of good contracts having been secured during the past several weeks, and present possibilities are that more miners will be employed in this district during the winter season than ever before.

The Bannock Coal Company of Bellaire, Ohio, has incorporated with a capital stock of \$75,000. The incorporators are A. J. Morgan, W. J. Morgan, Herbert McVay, Alma Dittrich and Fred Spriggs. The company has leased a number of acres of coal at Bannock on the Cleveland, Lorain and Wheeling division of the B. & O. and work of mining coal will start in a few weeks. The principal owner is A. J. Morgan of this city, proprietor of the Edgehill mine.

Indianapolis Trade.

INDIANAPOLIS, IND., October 7.—(Special Correspondence.)—The demand for domestic coal in Indiana is very good but the demand for steam is poor. The retailers here advanced the price of all domestic coal 25 cents a ton. Steam coal is selling at summer prices and very little more is being moved than was the case several weeks ago.

Operators say that the trade in steam coal is very disappointing. They had anticipated better business by this time of the year, but it has failed to materialize. The stories they tell about the movement of steam coal do not tally with the big reports of prosperity in the east-

ern markets where there is a bulge in business because of the war orders. There are a few factories in Indiana with war orders but it appears that they are not sufficient to bring the demand for steam coal up to normal.

The demand for domestic coal, however, is as good or better than it was at this time a year ago. All of the operating companies are busy filling their orders for domestic. There is the usual amount of free coal on the market but the prices are steady, being about the same as they were this time last year. Best No. 4 domestic is selling as high as \$1.65 a ton at the mines. Other grades range from \$1.40 a ton at the mines to \$1.50 and \$1.60. The demand for screenings is a disappointment. Some No. 4 screenings are selling around seventy cents a ton at the mines, with Nos. 5 and 6 about ten cents lower. Some very inferior grades of screenings have been sold on the open market lately as low as forty cents a ton.

Inch and a quarter steam lump is weak. In fact all broken coal is weak. Operators say, however, that the outlook for all lines is improving and that business is bound to improve within a short time. The retailers here are having difficulty in getting Pocahontas and other eastern coals and the indications are that there will be further advances soon in these grades.

The wholesalers in Indiana are offering coal at the following prices:

	F. O. B. Mines	F. O. B. Indianapolis
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1¼-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.70@.75	1.20@1.25
Nos. 5 and 6 screenings.....	.55@.65	1.05@1.15
2½-inch domestic No. 4.....	1.50@1.55	2.00@2.05
No. 4 domestic.....	1.60@1.65	2.10@2.15
Nos. 5 and 6 domestic.....	1.40@1.60	1.90@2.10
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15

Southern Indiana Field—
No. 5 mine run..... 1.05@1.10
Domestic lump..... 1.40@1.50

The Indianapolis retail dealers this week posted the following schedule of prices:

	Per Ton.
Linton No. 4 forked.....	\$3.25
Indiana lump forked.....	3.00
Indiana lump and egg, screened.....	2.75
Kanawha lump, forked.....	4.25
Ohio Hocking, lump	4.25
Ohio Hocking, washed egg.....	4.50
Kentucky lump.....	4.50
Ohio Jackson lump, forked.....	5.00
Blossburg smithing.....	5.50
Cannel lump.....	6.00
Pocahontas forked lump.....	6.00
Pocahontas shoveled lump.....	5.50
Pocahontas mine run.....	4.50
Pocahontas, nut and slack.....	3.75
Anthracite, chestnut.....	8.25
Anthracite, stove and egg.....	8.00
Anthracite, grate.....	7.75
Connellsville coke.....	6.00
Indianapolis by-product coke, egg and nut.....	6.00
Pea coke.....	5.00

EXTRA DELIVERY CHARGE.
Bags, 50c a ton extra, ground floor or dumped in cellar.
Bags, 75c a ton extra, carried into cellar.
Charge for chute or wheelbarrow, 25c a ton.
Coke, bags, 60c; bags in cellar, 80c.

Omaha Trade.

OMAHA, NEB., October 7th.—(Special Correspondence.)—There is not very much demand for coal this week, the condition undoubtedly resulting from the rush to get in ahead of the advance in freight rates the latter part of September. It is clear and warm, which has had the effect of easing up the demand for steam coal.

General business conditions are slightly improved on account of weather conditions being favorable for the corn crop.

The following market prices prevail:

	Mines	Omaha
Southern Kansas—		
Nut	\$2.00	\$3.45
Slack	1.35	2.80
Franklin County—		
Lump	1.60@1.75	4.10@4.25
Egg	1.60@1.75	4.10@4.25
Nut	1.60@1.75	4.10@4.25
Williamson County—		
Lump	1.45@1.60	3.95@4.10
Egg	1.45@1.60	3.95@4.10
Rock Springs—		
Lump	2.10	5.85
Nut	1.60	5.35
Arkansas Anthracite—		
Lump	3.70	6.60
Broken sizes	3.95	6.85
Routt County, Colo.—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00
Walsenburg District, Colo.—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00

Cincinnati Trade.

The Demand for All Domestic Coals Is Stronger But the Steam Trade Is Easy.

CINCINNATI, OHIO, October 7th.—(*Special Correspondence.*)—The week has seen the fuel situation becoming brighter with improving prices and better demand. The car situation, however, is becoming very tight in some districts. The labor situation has united with the car situation to hold production down. There is just enough working force to supply the labor to fill the cars allotted in a run of half to three-fourths day, all week, or three and four days, all day, in the week.

The smokeless situation is fair and satisfying to the operators, the only change being an advance in the schedule of prices for October, of Pocahontas and New River slack to \$1.15. The September price was \$1 and it was believed that the October price would remain at that figure. The list holds fairly well but a little digression was reported from outside the city, in which it was charged that lump and egg had been shaded in price by a prominent producing firm. However that may be, the shading was not general and the firm reports that there is no foundation for the suspicion. There is a disposition, on the other hand, to advance prices all around after October 15, by the smokeless producers.

The splint producers of the better grade of coal are talking of an advance on and after October 10th. The splint situation would be very much more satisfactory were it not for a few jobbers who are after the brokerage only.

West Virginia operators are having more trouble to hold the market steady, than are the Kentucky operators. In some of the West Virginia fields it is found that the quotations of \$1.40 and \$1.50 for lump are still in force. In Kentucky the situation is so much better that the quotations look really well in print. Along the L. & N. Railway, block for October, when it can be had, is generally sold at \$2 in all the high grade coals. Washed egg is quoted at \$1.75; washed nut, \$1.60; washed nut and slack, spot, eighty and eighty-five cents, but most of it is under contract at these prices. All high grade coals are bringing these prices without trouble this week, principally because most of the block and egg is sold up to about December 15. The demand for slack is loosening more and more block and egg. In the Harlan and Hazard districts the following prices obtain, this week: Block, \$1.75 to \$1.90; egg, \$1.50; nut and slack, spot, seventy cents. The tendency in these districts is to advance next week from five to ten cents per ton all around.

In West Virginia, Fairmont coal is quoted as follows: 1½-inch lump, \$1.40; mine run, \$1; nut and slack sold up. Millers Creek coal is quoted: Four-inch block, \$2.35 for October; 1½-inch, \$2.20; egg, \$1.95; nut, \$1.60; and nut and slack, eighty cents. These quotations are representative quotations for most of the fields, the Logan county product being about as quoted last week. These quotations are all f. o. b. the mines.

Cincinnati Trade News.

The Hamilton, Ohio, waterworks contract has been awarded to the Reliance Coal & Coke Company, the price being \$1.84 per ton for nut and slack, delivered. The tonnage is around 11,000 tons and the conditions entered into, are a percentage of seven in ash and a B. T. U. of 13,500, under value to be penalized and overvalue to be awarded a premium. There were but six bids, the Reliance Coal Company being the only outside bidder, the others being local concerns.

Captain W. S. Howell, formerly treasurer of the Halmar Coal Mining Company, is very much worried about his son, W. Lyle Howell, a chemist in the government offices at New Orleans. Captain Howell has been trying for ten days to get into communication with his son, or some friend of his, in New Orleans, but all his efforts have been futile. He fears that perhaps he might have been on the street during the storm, which carried Captain Menges to his death, and may have been killed or severely injured.

The Seco mines of the Middle West Coal Company have just started shipment of product, having opened with the latest and most modern equipment, loading booms and other labor savers being included. The mines are at Seco, and are managed by the subsidiary company, the South

Eastern Coal Company, from which the mines and the town take their name. The coal is a fine gas and coking product and is gaining a reputation in those lines. It was the aim of the company to get started October 1st, but little had been done on that date but cutting out some coal for loading.

The Campbell's Creek Coal Company, J. T. Hatfield Company, and the Otto Marmet Company have been busy this week towing down coal from the Kanawha river district on the present rise in the Kanawha extending to the lower Ohio. The river companies have a large stored production which would carry them a long way into the winter were there no other rise in the river for some weeks. The storm at New Orleans, however, greatly depleted the stores of coal there, many barges going down and something over \$1,500,000 loss being sustained by the great river companies. It is the plan of the Pittsburgh and Kanawha companies to restore the supply in that port, if possible, before the rivers close to navigation this winter. The Louisville supply is to be replenished, also, much of the product there having been distributed.

Cleveland Trade.

CLEVELAND, OHIO, October 7.—(*Special Correspondence.*)—The shortage of cars on the various railroads between this city and the coal fields has resulted in lightening up the market quite perceptibly. It is doubtful whether there has been a real change in the demand for any of the steam coals for the past two weeks, but possibly there is not so much stock in the market and this, of course, has its effect on prices, which show more firmness than for some time past.

There is no tendency upon the part of lake shippers to rush their output into the northwestern market, although reports indicate that the receipts up to this time are far short of what might be considered normal. However, coal is coming forward to the loading ports in about the same volume as for the past several weeks. There may be some little trouble in securing boats, but complaints are few and far between.

Local jobbers are complaining of a rather severe car shortage on all roads reaching this city. This was predicted some time ago, and from prospects at present little improvement may be expected until the demand from grain shippers subsides quite materially. Steel and iron products are making demands on some of the roads also. The greater activity of the railroads, however, may be expected to produce an increase in the consumption of railroad fuel, and this offers some compensation.

With the exception of slack, no change has been noted in the demand for No. 8 coal within the past week or two. Slack, however, has shown considerable strength. Quotations are as follows:

No. 8 District—	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$1.00	\$1.90
Run of mine .....	.90	1.80
Slack .....	.80	1.70

But little Pittsburgh slack is now coming into the market, and practically none of the larger sizes is seen. The demand from the lake and the east is taking up the car supply. Slack prices have stiffened materially.

Pittsburgh District—	F. O. B. Mines.	F. O. B. Cleveland.
Slack	\$0.70	\$1.70

Youghiogeny slack is very firm at eighty cents at the mines and is scarce in this market.

The demand for Pocahontas coal has continued to increase with the advance of the season, and as a result of the cool weather which has prevailed for several days. Prices, however, are not far different from the figures given some time ago.

Smokeless—	F. O. B. Mines.	F. O. B. Cleveland.
Lump	\$2.25	\$3.70
Egg	2.25	3.70
Run of mine	1.40	1.50

Massillon coal has been in heavy demand, both because of the anxiety of dealers for additional supplies and the scarcity of cars:

Massillon—	F. O. B. Mines.	F. O. B. Cleveland.
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack .....	.80	1.50

Goshen coal has enjoyed a demand proportionate to that of other fuels, with an increase in the price of slack from \$1.50 to \$1.60 f. o. b. city.

Quotations on Cambridge coal showed an increase on all the sizes:

Cambridge—	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$1.05	\$1.95
Run of mine .....	.95	1.85
Slack .....	.80	1.70

But little Fairmont slack is finding its way into

this market at the present time, because of the demand from the east. Quotations were firm the past week at sixty-five to seventy cents at the mines, or \$1.70 to \$1.85 on track here.

Anthracite coal showed considerable of a scarcity the past week, with an increased demand. It is probable that the producers will have all they can do to take care of the late business, if retailers in other sections have delayed placing their orders as they have in the northern part of this state.

Twin Cities Trade.

MINNEAPOLIS AND ST. PAUL, October 7.—(*Special Correspondence.*)—Drizzling rain in the northwest for a week or more, accompanied by chilly weather has started nearly every stove and furnace to working, with the result that business with both shippers and retailers is very good. In the Twin Cities the demand commenced very suddenly, and many of the dealers were obliged to go into the market for extra teams and teamsters in order to make deliveries promptly. On the other hand the shipping companies have been able to supply a large amount of coal promptly, because the car supply has been good at the docks and at the mines, and have given good service to all their customers.

Various influences are at work which are strengthening the market on dock soft coals and in some quarters, if there is a real old-fashioned winter, the fear is entertained there may not be sufficient coal to meet the demand. The open rate on vessels for soft and hard coal loading at Lake Erie ports has strengthened perceptibly. East bound ore is competing for vessel tonnage, in order to accumulate sufficient ore tonnage to meet the requirements of the steel companies. Vessels not bound by season charters in some instances are returning up the lakes light, on account of the higher rate they can obtain for ore loading as compared with west bound coal. It now looks as if the forwardings of coal the latter part of the season would be less than expectation due to this condition in the carrying trade, and as a result, the shipping companies are holding for a steadier price basis on their product, and are willing to permit highly competitive business to go to the "other fellow." This same influence is extending to the steam trade in the Twin Cities, making the market much steadier and confining quotations to narrower limits.

Collections in the northwest are uniformly reported slow. On account of the downward tendency of grain, farmers are not marketing their crop, but are waiting, hoping the market will strengthen, the consequence being that they are not as able to meet their obligations as they usually are at this season of the year. On account of the crop being held back, however, transportation companies are better able to handle the volume of other business coming to them, and so far there have been no transportation troubles.

Current prices on coal of all grades sold in the Twin Cities are as follows:

	ANTHRACITE.	
	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate	\$6.60	\$7.80
Egg	6.85	8.05
Stove	6.85	8.05
Nut	7.10	8.30
Pea	5.50	6.70
Buckwheat	4.00	5.20

BITUMINOUS.		
Splint, screened lump and stove.	\$3.30@3.40	\$4.26@4.36
Splint, dock run	3.10	4.06
Hocking, screened lump and stove	3.30@3.40	4.26@4.36
Hocking, dock run	3.00	3.96
Youghiogeny, gas, lump and stove	3.30@3.40	4.26@4.36
Youghiogeny, gas, dock run	3.10	4.06
Pittsburgh vein, lump	3.30@3.40	4.26@4.36
Pittsburgh vein, dock run	3.00	3.96
Pocahontas, screened lump or egg	4.75	5.71
Pocahontas, screened lump and egg mixed	4.50	5.46
Pocahontas, mine run	3.25	4.21
Cannel, lump	5.25	6.21
Smithing, bulk	4.25	5.21
Smithing, in 100-lb. sacks	6.00	6.96
Briquets, anthracite	5.00	5.96
Briquets, smokeless	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks	\$1.65@1.75	\$3.95@4.05
Southern Illinois egg	1.65@1.75	3.95@4.05
Southern Illinois No. 1 nut	1.65@1.75	3.95@4.05
Southern Illinois No. 2 nut	1.25@1.40	3.55@3.70
Southern Illinois No. 3 nut	1.10@1.25	3.40@3.55
Southern Illinois run of mine ..	1.15@1.25	3.45@3.55
Southern Illinois 2-in. screenings	.60@.70	3.90@4.00

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

St. Louis Trade.

ST. LOUIS, Mo., October 7.—(*Special Correspondence*).—In spite of the fact that dealers throughout the country have been stocking heavily the last ten days in September owing to the advanced freight rate, there seems to be no let-up in buying on the first of October. On the other hand in order to discount the advance in freight rate operators did not advance their prices as much on the first of October as is the general rule at this time of year.

The Franklin county price remains stationary and a number of other coals in sympathy, either remained the same or advanced only very slightly. It has been the general habit in the past to advance prices about twenty-five cents a ton on October the first. However, business has been coming in a very pleasing manner, and an advance can be looked for about the middle of the month. All the operators report an unusually good run of domestic business, orders for domestic lump are considerably outrunning the supply, and nearly every one is behind in their orders. Egg is also moving better, and nearly every one is looking for the best October we have had in several years.

One of the most pleasing facts is that the steam sizes seem to be holding up remarkably well, which is undoubtedly a sign that industrial activity is much greater than at this time last year. The movement of lump is better than it was at this time last year. The car supply is absolutely full on every road. Consequently the tonnage of steam sizes is greater than at this time last year. Notwithstanding this fact they are being absorbed a great deal more readily, and it is the general opinion that the bottom has now been reached.

Standard coals are moving well. Prices were advanced considerably on October first. Current prices are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal		
6-inch lump	\$1.30	\$1.87½
6x3-inch egg	1.25	1.82½
2-inch lump	1.05	1.62½
Steam egg	.90	1.47½
No. 1 nut	1.15	1.72½
No. 2 nut	.80	1.37½
Mine run	.85	1.42½
Screenings	.40	.97½

Williamson county coals are moving well, on both steam and domestic sizes. Prices on the whole remain about the same. The operators find themselves in a stronger position than they were ten days ago. They have more orders on hand:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg	1.60@1.75	2.22½@2.47½
3x2-inch nut	1.50@1.75	2.32½@2.47½
Screenings	.50	1.22½

Franklin county coals are moving exceedingly well. Operators are from a month to three weeks behind on orders. Egg and nut orders are not quite as numerous as lump, but keep considerably ahead of the production:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut	\$1.75	\$2.47½
No. 2 stove	1.40	2.12½
Screenings	.60	1.32½

Anthracite is in excellent demand, especially chestnut:

	F. O. B. St. Louis.
Anthracite—	
Chestnut	\$7.55
Stove or egg	7.30
Grate	7.05

	F. O. B. Mine.	F. O. B. St. Louis.
Smokeless—		
Lump or egg	\$2.25	\$4.75
Gas House Coke—		
Gas house coke	\$4.25	
By-product coke (all sizes)	4.50	

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

Detroit Trade.

DETROIT, MICH., October 7.—(*Special Correspondence*).—Moderate activity is still a pleasing feature of the Detroit market for steam coal, with demand strongest for the fine sizes. Sales are principally for small amounts, though collectively they represent quite a satisfactory tonnage rather well distributed.

Activity of manufacturing and industrial establishments, which is now, in most instances, well maintained, appears to be creating a steady consumption, while improvement is also reported in the matter of demand from interior towns of the state.

Inquiry for domestic sizes is developing to a larger volume and retail dealers are handling an

increasing number of orders, but the business has not yet arrived at a point where shippers are benefiting materially. Chill temperature at present, with the prospect of colder weather the latter part of the week, lends an encouraging aspect to the situation.

Though not productive of the disturbing conditions which prevailed earlier in the season, when prices were almost wholly unsettled, consignment stock is still present in the market in considerable quantities. It appears, however, to be more readily cleared away and opportunities of obtaining coal at reduced prices are said to be infrequent.

Full winter prices are now effective on anthracite delivered to domestic consumers, the retail dealers' prices having been advanced October 1 to \$8 a ton on stove and egg sizes and \$8.25 a ton on chestnut. Distribution of the season's supply is going forward steadily, but has not brought any considerable volume of business to shippers. Reports of car shortage in the east are causing anxiety to some.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump	\$1.00	\$2.40
Mine run	.90	2.30
Slack	.60@.75	2.00@2.15
West Virginia Splint—		
Four-inch lump	1.50@1.75	1.90@2.15
Two-inch lump	1.25@1.40	2.15@2.30
Three-quarter	1.00	2.40
Mine run	.90	2.30
Nut, pea and slack	.55@.65	1.95@3.05
Smokeless—		
Lump and egg	2.25	3.85
Nut	1.75	3.35
Slack	Open	Open
Mine run	1.40	3.00
Kentucky Splint—		
Lump	1.60@1.75	3.00@3.15
Egg	1.25@1.40	2.65@2.80
Nut, pea and slack	.65	2.05
Fairmount—		
Three-quarter steam lump	.85@.95	2.25@2.35
Mine run	.70@.80	2.10@2.20
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump	1.50	2.65
Shaker egg and nut	1.15	2.30
Domestic lump	1.40	2.55
Three-quarter lump	1.25@1.30	2.40@2.45
Mine run	1.00@1.10	2.15@2.25
Nut, pea and slack	Open	Open
Pittsburgh No. 8—		
Three-quarter lump	1.15	2.30
Mine run	1.05	2.20
Slack	Open	Open
Jackson Hill—		
Domestic lump	2.50	3.65
Cambridge—		
Three-quarter lump	1.20	2.35
Mine run	1.10	2.25
Pomeroy—		
Two and three-inch lump	1.60	2.75
Egg	1.35	2.50
Slack	Open	Open

Louisville Market.

LOUISVILLE, October 7th.—(*Special Correspondence*).—A sudden tightening up of car supply has been manifest in this section during the past week. That is, there has been acute shortage on the Southern Railway and the Middlesboro District for some weeks past. During the past week, however, the Louisville & Nashville Railroad fell down badly in car supply, some of its mines being idle for lack of empties on two and one-half out of the six working days of the week.

While demand for neither domestic nor steam coal is especially heavy at this time, the car situation is naturally inducing higher prices, and making operators wary of entering into long term contracts at low figures. It is felt that with the advent of real winter weather, necessitating the general use of coal for heating purposes that there will be a flurry of belated buying that will be hard to satisfy.

One of the principal matters of interest to the coal trade in this section at the present time is the freight rate battle among the Ohio, Pennsylvania, and West Virginia operators and railroads, the outcome of which will vitally effect the future of eastern Kentucky coals, particularly steam and gas coals, in the markets of Ohio, Michigan and Indiana. When this matter was first broached to eastern Kentucky operators and they were given to understand that the only question involved was a widening of the differential in favor of the Ohio mines, there was little concern felt over the situation, but as soon as it became apparent that the Pittsburgh, Fairmont and Piedmont Districts were to secure a favorable differential, it was at once recognized that this would enable these Ohio and Pennsylvania mines to sweep away the markets that eastern Kentucky coals have been developing principally during the last two or three years, and that such adjustment would be a set-back which the Kentucky industry would be long in recovering from.

For the past several years eastern Kentucky mines having an outlet via the Louisville and Nashville or Southern Railway into southern and southeastern territory have been under pressure of competition from mines in the western corner of Virginia. The recently developed tonnage of the Clinchfield Mining Corporation and other large producers in the "Pocket Section" of Virginia, with their high quality of steam coal and low producing cost, having made life very hard for the operators of the Coal Creek, Jellico and Pineville sections.

It is the fervent hope of eastern Kentucky operators that the Louisville and Nashville Railroad, which apparently is the only one of the railroads involved which has no special interest to serve other than the welfare of its stockholders and its operators, will decline to participate in the adjustment, in which event, there seems to be hope that the publication of the tariff will not be made by the West Virginia carriers, and that the controversy will be kept out of the hands of the Interstate Commerce Commission, at least temporarily.

Prices on domestic block coal for October shipment range all the way from \$1.50 to \$2.25 a ton with a similar variation for nut, egg and lump sizes. Nut and slack coal of high grade is selling from forty to sixty cents f. o. b. mines with low grade coals selling from twenty-five cents a ton down to nothing. In view of the severity of car shortage within the past week, however, it is thought that surplus accumulation of screenings will be quickly cleaned up and that it will not be necessary to sacrifice these grades further, at least until car supply becomes more nearly normal.

Birmingham Trade.

BIRMINGHAM, ALA., October 7.—The fall months have brought better demand for domestic coal. The operator is in better spirits because the yard men are placing orders. The yard man rejoices because the consumer is needing coal and he is filling long-delayed orders. Prices are good and most of mines are running very nearly on full time. Several domestic mines are receiving all the orders they can fill; with others the demand is not so brisk.

Steam coal trade is not so good as the domestic demand. Bunker trade to New Orleans, Mobile and Pensacola has been held up for a few days on account of the hurricane. The loss in coal has been enormous. It is reported that one New Orleans firm in getting most of its steam coal from Pennsylvania, down the Ohio and Mississippi rivers, lost about 800,000 tons which was on barges. For several days, all the railroads to these gulf ports were out of business because of being inundated. The Louisville & Nashville Railroad is again ready for business and shipments of coal will go forward by this road.

The De Bardeleben Coal Company was the only company not losing its barged coal. This company saved about 1,100 tons. It is estimated that the New Orleans Coal Company's losses were close to a million and a half dollars. Much of this large tonnage of steam coal lost will be supplied from Alabama because of quicker facilities, both as to railroads and Warrior river transportation.

Coke is in fairly good demand, with many inquiries coming in for smelter coke, some of which, if placed, will be of large volume. Trade in foundry coke is only fair and companies making this class of coke could supply a large demand. Price is fairly good, ranging from \$3 to \$3.25 f. o. b. cars at point of shipment.

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Red ash Cahaba lump	\$3.00	\$3.30
Red ash Cahaba lump	2.75	3.10
Red Ash steam size	1.20@1.35	Frt. rate 30c
Jefferson County—		
Fancy steam Pratt	1.75	2.00
Run of mine Pratt	1.20@1.25	1.45@1.50
Mary Lee lump	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump	1.75	2.05
Washed nut	1.75	2.05
Washed steam	1.35@1.60	Frt. rate 30c
Mine run	1.35@1.40	Frt. rate 30c
Jefferson Steam Coal—		
Mine run	1.15@1.25	Frt. rate 30c
Walker County Domestic—		
Carbon Hill lump	1.75	2.15
Carbon Hill egg	1.65	2.05
Horse Creek mine run	1.00@1.20	Frt. rate 40c
Genuine Corona—		
Lump	2.00	2.40
Egg	1.90	2.35
Steam sizes	1.25@1.35	Frt. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump	3.00	3.30
Cahaba No. 2 lump	2.75	3.05
Montevallo domestic prices ranging from	\$3.00 to \$3.25	
Blacksmith coal, washed and screened, per ton	\$2.25	
\$2.25 at mines, with different rates to various points.		

New York Trade.

Anthracite So Much Improved Operators Work Full—Bituminous Stronger.

Office of THE BLACK DIAMOND,
NEW YORK, October 7.

This week finds the general anthracite coal trade in good condition. Many producers are working their mines on full time, and judging from the number of orders on hand and the live inquiries coming for tonnage, they anticipate no trouble in working full time throughout the present month. This is interesting in view of the fact that many of the mines worked on short time in September, and as the result produced considerably less coal than during September, 1914.

The weather conditions last week were very favorable towards anthracite buying, and the response that came from the consumers was so very large in all directions as to be reflected very favorably on the wholesale trade.

This week finds the all-rail trade most active, with a very heavy demand from this trade for chestnut coal. It is said that certain producers have all the chestnut that they can mine taken care of by contracts and new orders, so that this size will not be pressing for sale in the near future. Stove coal is of course moving very freely, as this has been the most favored size throughout the summer. Egg is the least active, although this size is not in as free offering as formerly, and what concessions one hears of, are usually very small.

There is a better demand for coal for lake shipment, with shippers finding the vessel situation tightening up considerably due to the large number of American vessels on the lakes that are now engaged in transporting grain for Canadian destinations. Many of the Canadian ships were taken through the Welland canal during the early part of the year, to engage in the Atlantic trade, and this brought about such a shortage of vessels recently that the Canadian government issued an order permitting American owned vessels to take grain from Canadian ports to Canadian ports. This has brought about a shortage of vessels for coal charter.

New York harbor trade is more active, and surplus stocks of the prepared sizes are greatly diminished as compared with several weeks ago. Less individual coal is offering than formerly, and in most instances, individuals are getting their prices up to circular or very near to it. Where one formerly heard of concessions of from thirty to fifty cents a ton, they now range from ten to twenty cents.

As winter approaches, the supplies of steam sizes begin to diminish, that is for spot sale, and certain large consumers of the rice and buckwheat sizes especially, are not finding them offering so freely as formerly, especially at reduced prices. Choice grades of all three of the steam sizes are practically out of the market as these are largely taken upon contract. Medium grades are not so plentiful, while inferior coals are also lacking in abundance. Where one formerly heard of rice coal selling at \$1.80 to \$2, some of the inferior coals cannot be purchased now under \$2.05 and barley coal ranges from \$1.75 up, and No. 1 buckwheat at \$2.40 up. Pea coal is now in very short supply, and about the cheapest one hears at the lower ports is \$3.15 to \$3.25 per ton. The full circular prices are being obtained at all of the upper ports on all of the choice grades.

New York prices:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of red ash and other high grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg ..	\$5.05 and up
Stove ..	5.20 and up
Nut ..	5.20 and up
Pea ..	3.25 and up
Buck ..	2.25 and up
Rice ..	2.00 and up
Barley ..	2.65 and up

The Bituminous Situation.

The eastern bituminous situation has not shown any material changes during this week. In some instances car supply is reported as being much better; on the other hand reports shows that

supplies of cars are insufficient. One operator will report that he has ample cars for two or three days, and then they will run short. On the whole the car supply is believed to be much improved over last week, but how long this situation will last no one cares to predict.

Contract coals are moving very freely, and most of the producers of the good coals are out of the market as far as making new contracts are concerned. Reports as to labor show that it is growing scarcer from week to week. The iron and steel plants are still attracting a great deal of labor, as are the coke furnaces, while the European nations at war are continually calling on reservists in this country, of whom many are found in and around the mines. The entrance of Greece and Bulgaria into the European war activities, will no doubt cause a great many of the former nationality in this country to return to their native country if transportation is provided.

The lack of vessels for taking export cargoes is becoming acute. This will likely bring about a serious let-up in the export activity during the next several months, unless relief comes from an unexpected source. While a great many cargo steamers are coming to this country seeking cargoes, coal shippers have been unable to charter them, for the reason that their owners anticipate such fluctuations in ocean freights by the time the steamer reports at American ports, that grain or cotton charters may prove more attractive than coal.

Export shipments for September were considerably lower than those of August, for the reason that the vessel supply ran short. Bunkering requirements are still very heavy, and are taking a good tonnage of coal at practically all of the American ports at this time. The closing of the Panama Canal for a month, will have some influence on the bunker trade. This influence will mean an increase in bunkers, as a great number of ships who use the canal, will now go around the Horn in entering the Pacific or through the Suez Canal, requiring heavier bunkers.

New York harbor ports supplies of unsold coal are light. One does not hear of so much cheap coal, and while harbor prices are not in keeping with mine prices, which advance from five to ten cents a ton, they are much stronger. This week medium grades of Pennsylvania coals command \$2.65 to \$2.75, with choice grades selling at \$2.85. Slack is strong at seventy to seventy-five cents at the mines, long rate.

The Vessel Situation.

Coastwise vessel rates are some firmer, though prices have not advanced. At the moment there seems to be ample tonnage available for such business as is offering. It is expected that the shortage of steamers for export business will soon bring about a great demand for schooners for off-shore business that may attract some of the schooners that are now engaged in coastwise transportation.

The off-shore vessel situation has grown very acute, and this situation is fully covered on the export page of this issue.

We quote current rates for freight as follows:

From Hampton Roads to Boston, eighty to ninety cents is about the range; to Portland and points east of Boston, from ninety cents to \$1.00. To sound ports, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to Bridgeport or New Haven, thirty cents; to New London and Providence, forty cents; to Fall River and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.85	\$1.30
Ordinary	2.55	1.05
Medium grades.....	2.65	1.15
Cambria County—		
Best Miller vein.....	3.00	1.45
Medium grades	2.70	1.15
Cheaper grades.....	2.60	1.05
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.50	1.00
Indiana County—		
Best grade.....	2.80	1.25
Medium grade	2.55	1.00
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.85
Best 2's, 3/4-inch lump.....	2.65	1.10
Best grade, run of mine.....	2.65	.90
Gas slack		65. @ 75

New York Trade Briefs.

A. W. Callaway, president of the Davis Coal & Coke Company, was up from Baltimore on Tuesday.

Howard S. Bowns, of Pattison & Bowns, No. 1 Broadway, returned on Tuesday from a Canadian hunting and fishing trip.

Frederick E. and Thomas B. Hasler, of Hasler Brothers, Produce Exchange building, are on a hunting trip up in Maine.

A. W. Hillebrand, of A. W. Hillebrand & Co., No. 1 Broadway, returned late last week from a hunting trip in Canada.

A. L. Dickerman, Jr., of Dickerman & Englis, No. 42 Broadway, was out of town several days this week, returning to his desk on Thursday.

J. H. Wheelwright, president of the Consolidation Coal Company, with headquarters in Baltimore, was in the New York offices on Tuesday.

The Seiler-Blanchard Company, of No. 1 Broadway, has moved into much larger quarters on the ninth floor. This move was necessitated by the company's expansion of business.

President E. B. Thomas, of the Lehigh Valley Coal Company, spent several days in the anthracite regions last week, inspecting the various operations of his company.

The Philadelphia & Reading is the first of the anthracite carrying railroads to announce its anthracite tonnage for September, which was about 895,000 tons, as compared with 1,101,000 in September, 1914, a decrease of 206,000 tons.

Charles E. Lester, of Hartwell, Lester & Clitter, Inc., of No. 1 Broadway, who went abroad some six weeks ago, is writing some interesting letters to the members of his company from the European countries that he is visiting.

W. H. Carpenter, of Dexter & Carpenter, No. 12 Broadway, has reached Brazil. Mr. Carpenter went abroad the latter part of May, and spent the summer in Europe. He went direct from France to South America.

Hugh L. Kirby, sales manager of the Vernon Metal & Produce Company, of No. 90 West street, has been spending considerable of his time at his mines in West Virginia during the past several weeks, working on some large tonnage propositions.

F. W. Foedisch, of F. W. Foedisch & Company, Philadelphia, was calling on the trade in New York on Tuesday. Mr. Foedisch's office in Philadelphia will be the mecca for out of town coal men in Philadelphia the latter part of the week to see the world's series ball games. For the past week Mr. Foedisch has been dividing his time between selling coal and securing baseball tickets for his many out of town friends.

George A. McIlroy, of Parrish, Phillips & Co., of No. 1 Broadway, has the sympathy of his many friends in the coal trade over the death of his mother, Mrs. Mary I. McIlroy, which occurred on last Saturday at her home, No. 473 Bramhall avenue, Jersey City. Mrs. McIlroy, who had reached the ripe age of ninety years, had been in very good health until only a few days before her death.

R. C. Hill, of Madeira, Hill & Co., No. 143 Liberty street, left on Thursday morning of this week for British Columbia to hunt mountain sheep. Mr. Hill will be accompanied by Mr. Henry P. Davison, of J. P. Morgan & Company, who is also very fond of hunting. Mr. Hill and Mr. Davison have been very close friends for many years, and there is no financial significance to be attached to their present expedition.

Circulars have been received by the New York coal trade here from the receivers of the Four States Coal & Coke Company, Pittsburgh, Pa., under date of October 1st, announcing that they have appointed Messrs. B. Nicoll & Company of New York as exclusive eastern sales agents for the coal produced by the Annabelle mine of that company in the Fairmont regions of West Virginia. This is one of the most modern mines in the gas coal fields of West Virginia, and its product is well known throughout the east.

W. S. Kies, head of the foreign trade department of the National City Bank, who has directed the organization of numerous branch banks in South America for this large financial institution during the past year, was recently elected one of the vice-presidents of the institution. Mr. Kies since taking up the position of head of the foreign department of the National City has come in contact with many coal men, and the news of his advancement is of course very welcome to them.

Philadelphia Trade.

Cars Are Scarce, Deliveries Are Slow and the Demand for Steam Coal Is Better.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, October 6.

Car supply has been the keystone of conditions that has at last proved out the hopes of the coal men of this section that prices were due and bound to rise. The shortage in various of the districts shipping bituminous coal to this city as a tidewater point, has become acute. From Somerset county operators on the Baltimore & Ohio lines have reported that even the percentage allotment of cars to their mines had been cut down. The average distribution for the past ten days has only been about seventy-five per cent of the number promised. Monday is supposed to be "banner day" so far as empties are concerned and this week the delivery of empties fell way below usual. The result has been that a rise of ten to fifteen cents a ton has followed at this point, with quotations generally firm and inclined to further up-turns.

The pier situation, which is always a criterion of the condition of the soft coal market, has been virtually cleared of free coal. There are odd blocks of coal standing there but are being held firmly at prices that the buyers are not disposed to pay, rather than any inability to sell. One peculiar phase to this rise in price is that New England, so far, has not been a heavy contender in this market. A betterment in price is usually followed by activity from that direction, but this has not been notable up to the present writing.

Gondola and small tonnage cars are hard to get by the shippers. A railroad man of authority stated that the sex were being placed in the steel trade and with the present situation to face promises of deliveries in either of this size cars should be made with this in view.

Fairmont slack has been up to its old capers and the price has jumped above the seventy-five cent a ton mark. In the face of suspension of some of the large mills in the cement district, demand from other sources has taken all of this coal that has been offered at increased prices. Coupled with the fact that the mines are not "making" this grade, local dealers look for a further advance. Westmoreland gas slack has been on an upturn also. Fifteen to twenty cents a ton over the prices of a month ago have been registered on top grades.

Spot sales from the following districts were about this range at mid-week. Greensburg, \$1.25 to \$1.35 for mine run, \$1.40 for screened. Reynoldsville-Punxsutawney, slack eighty-five to ninety-five cents; run of mine, \$1.20 to \$1.25; three-quarter screened lump, \$1.30; smithing, \$1.30 to \$1.35. Western Maryland coals, ninety cents to \$1.05. Clearfield, run of mine, \$1.30 and up. Somerset, ordinary \$1, fair \$1.25 to \$1.30, best \$1.40 and up.

Anthracite Situation.

With the first of October come and gone, the increase in pea-size coal is still in the balance. The warm weather in September stepped in to wreck the plans that had been made. Some of the independent dealers are asking \$2.10 and \$2.15 for pea coal but up to the present time there has been no change from the \$2 price made by the companies. One feature that stands out to bar the way to raising the price on pea coal is in the form of sales that have been made even below the \$2 mark by the independents, and on which deliveries have not been completed. The demand for this size has shown considerable increase during the past week and deliveries have been heavier than for any individual week since last June.

Stove coal continues to be the leader, with nut and chestnut also well to the forefront. The only size that has not been well taken has been egg and this is controlled by a seasonable reason.

The mines are all working full time and shipments over the piers to coast points north has been up to the volume usual to this part of the year.

Philadelphia News Notes.

Arnold Gersettle, sales manager for Percy Heilner & Son, is away on a trip to the west this week.

Robert P. Magee, local manager of sales for the Knickerbocker Fuel Company, spent the fore part of the week on a visit to the mines of the company in Somerset county.

I. A. Boucher, superintendent of the Beaver Run mines at Beaverdale, in Somerset county, paid a visit to the headquarters of that corporation in the Pennsylvania building.

Murray B. Courtright and H. B. Cornog of the Cortright Coal Company were in West Virginia this week on a tour of inspection of the mining properties which the local company is sales agent for.

Next Monday the annual meeting of the Philadelphia & Reading Coal & Iron Company will be held in its offices in the Terminal building in this city. The president and six directors to serve for the ensuing year will be elected at this session.

Abraham Mayer died at his home, 3211 Fountain street, at the ripe old age of eighty-three. He was a pioneer in the coal business in this city, but retired from actual participation in it several years ago. He was greatly interested in Austrian emigration and was one of the founders of the Austro-Hungarian Beneficial Association. He was buried Tuesday.

Considerable interest is being shown in the meeting called by the Ko-Koals at the Hotel Roosevelt on October 21. Some of the stalwarts of the old organization are still of the belief that more can be accomplished and more interest created by clinging to the social end that has been one of the fundamentals of Ko-Koal. There promises to be a lively argument as to the best course to pursue in the future.

George E. Coughlin, city and southern sales agent for the Philadelphia & Reading Coal & Iron Company, thought that his birthdate was a deep, dark secret and as for the number of his years, every one of them are years young. But somewhere some of his good friends discovered the day and date and to celebrate they swooped down on Mr. Coughlin's home and declared a birthday party. Some of the Philadelphia coal men who were in the "secret" were Frank W. Kennedy, Walter C. Shipley, Andrew McKee and Walter Mason.

Henry Wharton, who has been connected with the Westmoreland Coal Company for the past thirty-one years, resigned his position, effective the first of this month. Mr. Wharton over ten years ago was elected secretary of the Westmoreland Company and those properties allied with it. In this capacity he was also the sales manager of the company. The change that has been made will also result in a change in the sales force. C. B. Nichol, who was Mr. Wharton's assistant for many years, will take charge of this department. Mr. Wharton is the president of the Montrose-Pocahontas Coal Company, with holdings in McDonnell county, West Virginia. He has taken offices at 265 Drexel building and will devote the most of his time to directing these properties. He also contemplates connections that will give him the sale of gas coal in this territory.

Political botheration that comes of the mayor being of one stripe and the council of another political faith, resulted in the appropriation for fuel for city plans being allotted insufficient funds to care for the coal to be used for the year. To care for supplies for the rest of the year bids were opened at the city hall on Tuesday. The largest deliveries were of bituminous, of which 6,400 tons were to go to Lardner's Point and 3,400 tons to the Torresdale pumping station. The following is a compilation of the prices that were offered in the bids:

Bidder—	Lardner's Point.		Torresdale—	
	Rail.	Water.	Rail.	Water.
Emmons C. M. Co.....	2.63	2.18	2.63	2.48
B. Nicoll & Co.....	2.90	2.75	2.90	2.76
Swayne & Co.....	2.95	2.80	2.65	2.50
Pennsylvania C. & C. Co..	2.95	2.80	2.95	2.81
W. H. B. & Co.....	2.80	2.55	2.85	2.55
Weston-Dodson Co.....	3.09	2.94	3.14	2.94
Greensburg C. & C. Co...	2.89	2.89	2.74	...
J. Pierpont & Sons.....	2.90	2.75	2.90	2.75
S. M. Martin & Co.....	2.90	2.53	2.95	2.53
George B. Newton & Co...	3.23	...	3.23	...
Rogers-Corr Coal Co....	2.64	2.49	2.64	2.49

The following were the low bids on the principal anthracite deliveries: 200 tons pea

coal to Mingo Creek pumping station, \$4.70 a ton, Emmons Coal Mining Company; 100 tons washed pea, No. 3 grade, to Belmont filters, \$4.10, Emmons Coal Mining Company; 100 tons pea, washed, No. 3 grade, Queen Lane Filters, \$4.19, Philadelphia & Reading Coal & Iron Company; 1,500 tons pea, washed, No. 3 grade, Belmont Pumping Station, \$3.56, Emmons Coal Mining Company; 200 tons No. 3 buckwheat, Queens Lane, \$2.68, Emmons Coal Mining Company, and 500 tons to Roxborough Auxiliary at \$3.09, Emmons Coal Mining Company.

Baltimore Trade.

BALTIMORE, MD., October 7th.—(*Special Correspondence.*)—The coal trade here in all its branches is fast settling down to a typical fall condition. As orders begin to come in for fuel of all grades, the trade begins to grumble more and more at short car supply, shortage of labor at the mines, etc., etc.

Business is undoubtedly improving. Considering the poor summer just put behind it may be said to be quite satisfactory at present. Anthracite dealers here report that a pretty good fall trade is now being done and that with the first touch of real cold weather that they will undoubtedly be almost swamped with immediate delivery business, as more cellars are empty at this time than for a like period for a number of years past.

The highest winter schedule has been put in effect here. This is a little earlier than in some past seasons, and covers the twenty-five cents added each winter to cover increase cost of hauling in heavy weather. This new schedule, to which twenty-five cents is also added where deliveries are by basket or bags, is as follows:

No. 1 hard, \$7.35; No. 2, \$7.60; No. 3, \$7.85; nut, \$8.10; pea, \$5.85, and buckwheat, \$4.50. Sunbury, No. 2, \$7.85; No. 3, \$8.10; nut, \$8.35. Lykens Valley, No. 2, \$8.60; No. 3, \$8.85; nut, \$8.85.

From a bituminous viewpoint things grow daily more satisfactory. Demand is such now that the mines are having difficulty in keeping up with business in the face of the poor car movement. Prices are slowly stiffening. From now on the upward movement is expected to continue.

Prices to the trade may be quoted about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.95@1.00	\$2.38@2.43
Run of mine .....	.85	2.28
Slack .....	.65@ .75	2.08@2.18
Somerset—		
Best	1.35	2.53
Good	1.20	2.35
W. M. R. R.—		
Freeport .....	.85@ .90	2.03@2.08
B. & O.—		
Freeport .....	.85@ .90	2.03@2.03
P. R. R.—		
Best South Fork.....	1.40	2.58
Miller vein.....	1.20@1.25	2.88@2.93
Ordinary .....	.85@ .95	2.03@2.13

While the closing weeks of September were not so satisfactory in the matter of export movement from Baltimore, a pretty good record was made for the month, as a total of 202,287 tons was shipped on foreign account. The last week of the month saw a movement of but 20,287 tons. Italy again took the largest amount of coal sent out on export.

Some Trade Events.

The Western Maryland Railroad has received bids on 1,000 steel hopper cars of seventy-ton capacity to take care of its increasing coal haulage.

The Maryland Steel Company is now very busy. An order for 12,000 tons of ninety-pound rails for the Charleston Southern Railroad was received last week.

A big coal tippie has been built by the Baltimore & Ohio Railroad at the Huntingdon yards in this city. The improvement cost about \$150,000. The coal goes into a compartment arrangement, from which it is released as needed, thus avoiding double handling.

A well known anthracite operator who came down from the regions this week, augmented the evidence that the anthracite companies were inclined to store stocks of steam coals especially, in anticipation of labor trouble next April 1st. This is rather difficult at this time because of the much better demand for steam sizes that has sprung up in all directions. At the same time it must be appreciated that the companies have got to carry reserve stocks of these sizes on hand at the mines especially, to keep their pumps going should a suspension occur early in the spring.

New England Trade

BOSTON, October 7.—(*Special Correspondence*)—The long expected price war in bituminous has started. Just where it will end and the number of bituminous operators that will be obliged to abandon this field is of course a matter of guesswork. The first gun has been fired by the newly reorganized Darrow-Mann Company, who have announced their 1916 prices as on a basis of \$3.60 per ton f. o. b. Mystic Wharf. This is based on a \$2.85 price f. o. b. Hampton Roads ports.

On this basis New River and Pocahontas should sell at \$3.37 per ton alongside Boston Harbor, for it costs twenty-three cents per ton to carry coal from the Harbor to Mystic Wharf and unload it. The difference between the \$3.60 Mystic Wharf price and the \$2.80 f. o. b. Hampton Roads ports is eighty cents. Subtracting the twenty-three cents—the Mystic Wharf unloading charges—from the eighty cents, leaves fifty-seven, which represents Darrow-Mann's freight rate basis. Inasmuch as it is difficult to get space from Hampton Roads ports to Boston for less than seventy-five cents, many of the local selling firms are wondering where they are going to get off. The announcement by Darrow-Mann is reported to have been followed by one from the New England Coal & Coke Company which indicated that this corporation would protect its customers as to service and price. These two concerns, together with the Consolidation, the Sprague, Burton and Stetson concerns, are the most important in New England. While the Consolidation's price schedule may be influenced more or less by the reduction in New River and Pocahontas made by other firms, the change will not be as drastic for the company deals principally in Georgia Creek and like coals. But with the other big factors fighting each other, small operators who do not control vessel tonnage will find it difficult to compete here for business and for that reason are apprehensive as to the future.

As compared with a week ago, the local whole bituminous market has not changed noticeably, although some houses profess the Mystic Wharf market is perhaps a shade firmer owing to smaller receipts. New River and Pocahontas are reported as having sold at that point recently at \$3.60 to \$3.70 per ton on cars, mostly the lower price. A year ago these same grades of coal were bringing \$3.75 per ton or better. Contract coals are arriving in fair volume, and there is practically no cancellations in deliveries of these for business among the manufacturing consumers is steadily increasing. Then too, the cooler weather has brought about a marked increase in the consumption of bituminous by hotels, office buildings and apartment houses, and some of the retail firms have been caught with small stocks on hand. Georges Creek at Mystic Wharf is \$3.90 to \$4 per ton on cars, mostly \$3.90, and not especially active.

Stocks of bituminous at southern shipping ports are still in excess of the demand, but are considerably smaller than reported a fortnight ago. Some shortage of cars is reported by operators in the Maryland and West Virginia fields. This car shortage and some labor shortage has resulted in a slightly firmer tone in Pennsylvania bituminous, although the official market is still quoted from ninety cents to \$1.50 per ton on cars at the mines. Certain it is, however, that much poorer coal can not be had for ninety cents than was the case a week or so ago. Some extra fine coals are reported as having been sold here at 5 to 10 cents per ton more than quoted last week, but the amount was too small to be a real market factor.

Local wholesale anthracite firms say business is all that could be expected. The demand is not only brisk, but embraces nut, stove, egg, broken and buckwheats. Pea coal is apparently the only quiet thing on the list and goes begging at \$4.05 per ton alongside Boston Harbor. Cargo as well as car-lots are selling, from Sound points to Portsmouth, N. H. Maine continues to buy sparingly, most retail dealers located in that state having covered their requirements a month or more ago. While some anthracite is being shipped to the Provinces each week, the movement is somewhat disappointing, according to shippers, a fact largely due to a lack of vessel space.

The September output of hard coal was much smaller than it was in the corresponding month of last year, and stocks at tidewater shipping points have been reduced materially. This fact, together with an expected short car supply and predictions of a still heavier demand for coal before snow flies all make certain local firms very bullish on the winter market. Some dealers go so far as to express no doubt but that certain of the prepared sizes will be selling at a premium on or before January 1st. Stove and egg, alongside Boston Harbor, are still quoted by the important firms at \$5.85, and nut at \$6.10 per ton. Independent shippers have no difficulty in securing full circular prices for whatever little they offer on the New England market. Buckwheats are in short supply, on a basis of \$1.80 f. o. b. New York for No. 3, and twenty cents more for birdseye.

The marine freight rate market is firmer, owing to favorable shipping conditions and a decrease in space offerings. From Hampton Roads ports to Boston very little space is obtainable for less than eighty cents, and from that price rates run as high as ninety cents. From New York to Boston fifty and fifty-five cents per ton is asked, from New York to Pawtucket forty-five and from New York to Providence forty cents. The Boston Tow Boat Company, a subsidiary of the Massachusetts Gas Companies, has sold another tug, the "Underwriter," to Smith & Perry of New York. The tug was one of the oldest in the employ of the Tow Boat Company.

Buffalo Trade.

BUFFALO, N. Y., October 7th.—(*Special Correspondence*)—Lake shipments of anthracite for September were 411,750 tons, as compared with 428,426 in the same month of last year. The season's shipments to October 1st were 2,791,075 tons, against 3,156,781 in the same period of 1914. The September shipments were on a pretty small scale this year and the present month will not show any improvement, unless the showing is better than that already made. For the past week the shipments were 101,020 tons, as follows: Duluth-Superior, 46,600; Chicago, 21,700; Milwaukee, 16,000; Fort William, 8,000; Manitowoc, 3,300; Kenosha, 2,300; Sault Ste. Marie, Ont., 2,200; Waukegan, 920.

The anthracite trade has begun to pick up and dealers are beginning to show more interest than for some months. The somewhat cooler weather has had something to do with this more extensive demand, but there is a growing feeling that coal is not going to be plentiful for many weeks ahead and that cars are not going to be had as easily as has been the case. In fact, there is already some tightening of the car supply. Box cars are being used to a large extent in the grain trade and for the movement of other freight. Dealers are being advised to get in coal as early as possible, for there is sure to be a large demand before very long and it will be hard to fill.

Bituminous business is holding up steadily and orders are in considerably larger volume than a couple of months ago. Prices are showing a stiffening tendency, especially in slack, which is now selling at about \$2 to \$2.15 for the best grades. Occasional cars are being wanted by a large number of customers, and where contracts exist there is a good movement. Buyers have begun to stock up to some extent, believing that the car supply is not going to be adequate long. The lack of small gondola cars is already complained of by most operators and they are finding that coal is not coming through from the mines nearly as quickly as usual. In fact, on many shipments about double the time is required. There is the same lack of miners reported as has been the case for some time, and even where a full staff of miners is present there is not quite the usual efficiency, for the talk of strikes is frequently heard and at some operations strikes are actually on. Labor troubles threaten to grow worse from now until next spring.

Denver Trade.

DENVER, October 7th.—(*Special Correspondence*)—Jobbers and retailers report a very satisfactory volume of business this week, and returns from producing sections indicate that the output will run about the same as last week. It is believed that the Trinidad and Walsenburg dis-

tricts will even make a larger tonnage than last week.

Storing of all grades for domestic use continues, and the demand has been very brisk for threshing. Threshing operations in the dry farming section of the state have not yet been finished and the same is true of northern Colorado and southern Wyoming. Much lignite is being sent out for this purpose. The lignite production for the week will exceed 60 per cent of normal.

Prices for slack are steady to unchanged, with a demand for all grades that is very satisfactory. There are indications of a possible surplus on Routt county, where the lump production is steadily increasing.

Lignite prices f. o. b. mines are as follows: For Denver delivered, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Duluth Trade.

DULUTH, MINN., October 7.—(*Special Correspondence*)—There does not seem to be much chance of last year's coal receipts at the Head of the Lakes being equalled this year. In fact, there is no such expectation. The figures of receipts to date show a big difference from last year, the margin between the receipts up to the first of this month and the total of last year being too large to be overcome in the short time that remains of the lake season.

Up to the first of the present month there have been received at this point, via the lakes, 5,879,365 tons of all kinds of coal, as against 7,380,100 tons in the same time last year, a difference in favor of 1914 of 1,510,735 tons. The total receipts of the season of 1914 amounting to 9,488,297 tons, and to make up the difference between that figure and what has already been received this year the ships would have to bring up from Lake Erie 3,608,932 tons during the next two months, an amount not only improbable, but impossible.

Receipts during September, just past, were as follows, assigned to the various companies:

	Anthracite.	Bituminous.	Total
Northwestern Fuel Co....	40,000	126,000	166,000
Pittsburgh Coal Co.....	29,000	79,000	108,000
Berwind Fuel Co.....	.....	50,000	50,000
U. S. Steel Corporation...	.....	149,000	149,000
Carnegie Fuel Co.....	.....	116,500	116,500
Hanna Coal Co.....	9,000	66,500	75,500
Zenith Furnace Co.....	.....	79,500	79,500
Northern Coal & Dock Co.	7,000	62,000	69,000
Clarkson Coal Co.....	13,000	38,000	51,000
Island Creek .....	.....	58,000	58,000
Boston Coal Co.....	12,000	13,000	25,000
Great Lakes .....	.....	31,000	31,000
Lehigh Valley	13,000	.....	13,000
Reading	6,000	39,000	45,000
Reiss Coal Co.....	7,000	30,700	37,700

Total September.....	136,000	938,000	1,074,200
September, 1914.....	81,846	1,177,330	1,259,176
Total to Oct. 1, 1915.....	1,129,220	4,750,145	5,879,365
Total to Oct. 1, 1914.....	1,070,800	6,309,300	7,380,100

Business in the country supplied from the docks at this point has increased to such an extent during the last week or two that coal men here say that the business of this season bids fair to far outclass the fall business of even year before last. Thus far, it is away in advance of the business a year ago, as was to be expected, for last year there was little demand. Shipments are going out considerably better than they did up to a week ago, for the grain movement has set in in earnest and cars are now available for coal shipments to northwestern points. The figures showing shipments of the past month are not yet available, but it is unofficially given out that they show up well, and, of course, much better than last year. Inquiries are pouring into the general offices much faster than the supply of cars permits the filling of orders.

Coal arrivals at Fort William and Port Arthur, Ont., have fallen off considerably in the last ten days. The probable reason is that with the immense increase in freight rates on grain, boats do not care to wait to load coal at the lower lakes, but hurry back to the western end to get more cargoes. This is probably true of the situation at this point as well. Tonnage is being booked to carry grain at six cents, the highest rate that has prevailed any year since the larger type of craft has come into the business. In the old days as high as thirteen and fifteen cents was paid, but that was when boats were scarcer and smaller. At the six-cent rate there is a big enough profit in carrying grain to have the boats come back light and still be ahead. With the lack of interest in shipping coal from Lake Erie, which exists just now, there is not much chance of evening up the rate.

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Port of Baltimore—The Reason Why It Grew.

What of Baltimore as a coal port? Is it all that it should be? Has it served its tributary coal fields well or has it allowed them to suffer while other coal fields gained because their ports served them better? Or, has Baltimore served as well as any other American port but still lost business for its tributary coal mines because some foreign coal ports served their coal mines better?

Suppose we reverse the process for a minute. Is the Baltimore port all that can be expected but is it handicapped by the policy of the mines? Does it suffer any from the character of the men who do its bunkering and export business?

There is no intention here to take the port apart to see what it is made of. No "third degree" methods are to be employed. The writer is just curious. A short while ago he put Philadelphia under the glass and found something interesting. That is, it has a landlocked harbor and ample railroad facilities. It has a source of supply on one side and a market on the other. It has lost only because Philadelphia men haven't been as keen as they might. With that fact in mind there is natural curiosity as to Baltimore. Just wherein does it succeed or fail?

Baltimore is like all coal ports. It has a period when things were quiet but now it is booming. But, unlike all of them, it once was master and might almost have controlled the situation. Thus its period of somnolence was costly. Maybe this is due to the fact its men were slow to realize the value of machinery.

Even so, from the time that coal burning steamers found it necessary to make land on the eastern coast to get fuel Baltimore has been doing bunkering business. It gained trade easily because it had the two essentials—an almost perfect harbor and an abundant supply of excellent coal. In the beginning the Georges Creek district was producing the fuel for these boats. And Georges Creek has America's best coal, while other fields feeding through the same port have never failed to yield really more coal than is necessary.

Thus one question is answered. Baltimore has a source of supply behind it.

As to a market beyond. There was first the bunkering business—which flattened out a little when the other ports grew. Also there came first a small and then a big and recently a whopping demand from foreign ports. Thus it has a mar-

Nature Made it a Natural Harbor—The City and the Flow of Commerce Added the Facilities Which Make It a Port.

ket and a good one. Still the competition of other ports in America and from other coal producing countries in the Mediterranean and lower European ports pointed out the fact that Baltimore had a fight on hand even if it was "a straight shoot across the pond" and a saving in many miles of ocean travel for those who had coal to export. Baltimore thought deeply over the problem—and kept on thinking. But something happened that brought her up with a short shrift. The big fire of 1904 changed the whole harbor line on one side of the pear-shaped bay that is the harbor proper.

Two of the railways, the Baltimore & Ohio and the Western Maryland, has seen the advantage of having coal piers for export purposes and the former has established its pier on Curtis Bay and the latter at Port Covington. This gave the connecting link between the market—the mechanical devices.

Coal companies had promised export business that would give tonnage to keep these properties fully employed. The fire bred a new Baltimore spirit and the coal companies did their part, but the tonnage, while showing perceptible increases year after year, did not threaten any of the other ports to a very great degree until the coming of the European war.

Then things started to hum. The tonnage leaped forward in most surprising figures. Shipping interests that looked on coal for export as only incidental found that coal was taking the time-honored place which some other things had claimed as their own. Were figures obtainable for 1915 it might be found that coal had reached its pinnacle in volume—and the hopes that had been entertained a decade ago were at last realized. This completed the program—the port actually had the business.

So, another epoch is on the way—Baltimore has great expectations. The coal business has outgrown itself on the Curtis Bay pier and a new costly structure must take its place. The Pennsylvania Railroad has decided to become a factor in coal exporting from this harbor and it has

plans and has started to build a pier that will cost over a million dollars to take care of traffic originating on its lines and seeking a Baltimore outlet.

Right here it might be said that the railroads are not the only factor in this bid for position of Baltimore's coal trade. Over ten million of dollars has been or will be spent by the city in harbor improvements. Mayor Preston, who in several terms of office has worked to make his city a seaport of the first class, is another factor. Or, as Herbert Sheridan of the Traffic Bureau of the Chamber of Commerce put it:

"First the big fire and second Mayor Preston made Baltimore as a port."

He might have added also that Baltimore, from the lighthouse keeper, way down the river, to the biggest boat owner on the docks, is keenly alive to the possibilities of the port. And Baltimore is up and doing. Everyone you meet is a booster. Thus, the last point is answered—Baltimore has all the requisites of a port and the men.

Then there is one thing more that is a tremendous leverage toward bringing coal trade from foreign parts to the piers of the Monumental City. This is a little matter of railroad preference.

Baltimore lies 173 statute miles from the Cape Henry lighthouse, the first point of call on the Chesapeake Bay. Her geographical position to New England points also adds many miles. On the strength of this there has been allowed a seven-cent differential on consignments of coal for delivery "outside the capes" from the Somerset coal fields in Pennsylvania and from the Georges Creek district in Maryland as against the rates that apply for delivery at the port of Philadelphia.

It seems a well established fact that coal movement by boat is not as expensive as by rail. Still, there are other things, such as pilotage and other charges that are supposed to absorb the seven cents difference. However, the differential has been one of the biggest leverages that has benefited this port so far as exportation of coal is concerned.

The Coal Supply.

Three districts are drawn on to supply the coal shipped from that harbor. First is Somerset county, Pennsylvania, which takes a rate of \$1.60 for track delivery, \$1.35 for pier delivery within the capes and \$1.18 for outside the capes. The



An Ocean-going Collier Loading at the Curtis Bay Coal Pier of the Baltimore & Ohio Railway.

Georges Creek zone of Maryland takes the same rate. The Pittsburgh and Fairmont, W. Va., zone takes a rate of twenty-five cents on the ton higher than those above mentioned.

And, these freight rates are net alongside. There is no "port terminal charge," "dockage," nor any other forms of assessment that should be counted in as railway charge.

Even pilotage is reduced to the simplest form. From any "taking on point" except under special arrangement the set scale is as follows:

"For vessels drawing fifteen feet or over \$5 per foot; for vessels drawing twelve to fifteen feet, \$4 per foot; for vessels drawing less than twelve feet, \$3.50 per foot.

Both the pilots association of Philadelphia and of the Hampton Roads territory are of the belief that the Baltimore pilots work too cheap. It has been pointed out that in the Philadelphia harbor there is 103 miles of river course on the Delaware and the charges are compared as follows from extreme hailing points: Ten foot vessels, \$44 inward and \$40 outward on the Delaware and \$35 on the Chesapeake; twelve-foot vessels, \$52.80 inward and \$48 outward on the Delaware and \$48 either way on the Chesapeake; twenty-five-foot vessels, \$137.50 inward and \$125 outward on the Delaware and \$125 on the Chesapeake. It should be borne in mind that the Chesapeake takes 170 miles of river course to Baltimore.

The Delaware pilots declare that their brothers of the Chesapeake have only to set their course toward Baltimore and change their bearing once from hailing point to the piers while their way is bestrewn with all sorts of sand bars and devious courses with a dredged channel to follow as the river narrows down toward the city of Philadelphia.

Again, taking the other angle of comparison on pilotage it seems that the members of this fraternity who are operating at Hampton Roads are not letting any grass grow under their feet in these prosperous times of war and heavy coal export. Said a Baltimore observer:

"Pilotage is looked on as a mild form of graft countenanced by our government as a toll against foreign trade. Baltimore has been circumspect about it. Even the pilots' association will allow

special arrangements. But in Hampton Road, ye gods, if there is not a few independent fortunes built up during these times of stress it is not because the pilots have overlooked any form of getting theirs while the getting is good."

The foregoing has outlined that which has contributed to make Baltimore a coal harbor of prestige within the past fifteen years. Now as to the actual equipment in the harbor for handling the coal that seeks an outlet through her harbor. First and foremost it should be held in mind by the reader that Baltimore through its railways and through the men that see to the trans-shipment of coal have one point in view in the export trade, and that to see that the coal through the port gets to its destination in the lumpy form that it comes from the mines in central Pennsylvania and eastern part of West Virginia. This point alone makes the shipment a little different to handle than the transfer of coal from a territory where the product is harder.

Baltimore and Ohio Piers.

Two features stand out in the equipment of coal terminals for the B. & O. One is that the three piers which are now in use mark the stages of development of the coal business of the port and the second is that this railway is getting ready to lift a monument to an epoch yet to come.

Curtis Bay is the hub of the industry, so far as this road's coal terminals is concerned. The pier placed there over a dozen years ago was to all intents and purposes of the engineers who constructed it, built to last any increases in tonnage that could be anticipated in the future. Now, however, it has been found that this is inadequate and expensive to operate and it will have to give way to a giant pier that will have every modern device to take care of the ever increasing tonnage of this road.

The present pier at Curtis Bay is 800 feet in length with four lines of tracks on the top. It is sufficiently large to allow four vessels to load at one time—two to each side. The pier is equipped with twenty-five pockets on each side of the pier and with the chutes so arranged to permit free action of about 1,000 tons an hour,

which can be sent into the holds of the vessels loading on either side.

Speed has been one of the requirements at this pier. Some of the records that have been made in coal loading that stand out on the eastern seaboard as being top notch work were as follows: The loading of the collier Neptune on July 21, 1911, which was loaded with 13,000 tons of coal and 2,200 tons in the bunkers, all of which went in during one working day. Then as for speed rather than quantity the same collier on November 18, 1912, loaded 7,473 tons in three hours and forty-five minutes.

The receiving yards at Curtis Bay has a capacity of 2,500 cars, and as this yard is used entirely in the coal business it might be said that this is a total capacity for coal. Even this is not thought sufficient to take care of the increasing business and there will be a spreading of the trackage as soon as the new pier goes into operation.

Of the tonnage handled over the present pier actual figures are meagre. Just why, it has been a little hard to determine, yet there is a disposition on the part of the railways running into Baltimore to reserve actual counts. During the past eight months an average close to 350,000 a month has gone over the piers, or, figuring on natural increases for the remaining months, the total tonnage for the year, B. & O. officials say, should amount to about 3,200,000.

As has been stated previously, part of Baltimore's coal business is realization and part expectation. In that the officers of the B. & O. railway have authorized and the plans have been completed for the new coal piers it is only fair to consider them already as a part of the port's coal handling facilities. It was decided on September 16 of this year that the new pier should be proceeded with, that it should cost in the neighborhood of \$1,500,000, and have a total capacity close to 10,000,000 tons of coal per year. With a mind to the proper handling of the coals hauled by this railway, Francis Lee Stuart, the chief engineer, and his assistant, M. A. Long, chief architect, spent over two years examining the structures in existence that would best fit the coals that leave the Baltimore harbor. One type of pier and its equipment that was located in Nova Scotia gave them a basis from which the approved plans were evolved.

In design the pier will consist of two car dumpers inshore, built in units and equipped with rapid moving belts leading to movable towers on the piers. These can be used for loading into vessels on either side, or, the entire loading capacity can be directed to one vessel. This pier is to be 700 feet long and 115 feet wide. The car dumpers will be capable of handling cars fifty-three feet long and unloading forty 100-ton cars per hour. The belts used for conveying the coal will be run at speeds varying from 250 to 500 feet per minute, which will allow a loading capacity of from 3,000 to 6,000 tons per hour.

Right here it might be stated that the completeness of this equipment will be a tremendous bid for increased tonnages in export coal. By the fact that there is a sufficient depth to allow free access and egress of boats under their own steam, a lessening in loading time, time which figures greatly against the long trip up the Chesapeake Bay, Baltimore will make her bow as a close competitor with some of the places closer to the open water.

While the foregoing applies to the arrangement of and preparation for handling export coal, there is another feature to the coal handling equipment of this road. This is the two piers at Locust Point. These are used for what is known as harbor trade.

Locust Point, as a terminal, dates back to 1848. The B. & O. entered the trans-Atlantic trade with a line of four of its own boats in 1865 and Locust Point was a storm center of competition for three years. It is situated behind Fort McHenry on the left side of the entrance and has a point of vantage in the inner harbor. The unique feature of the placing of two coal piers in this location shows the growth of coal handling as a specialized feature of shipping. The days were when coal, grain, ore and all other forms of merchandise could be cluttered together, but now is a day of specializing, each must be given its own point of vantage. Though superseded in the export trade by Curtis Bay, the Locust Point coal piers are still in active use, because Baltimore conditions have made them so. One of these piers is used for bituminous and the other for anthracite shipments, and their particular use is for supplies of domestic, harbor coal and fuel for the bunkers of coastwise and ocean vessels.

Each of these piers has a berth room of 200 feet and is sufficient in length to allow two boats



The Baltimore & Ohio's Curtis Bay Pier, Which Holds the World's Record for Loading.



Coal Unloader at Curtis Bay Pier of the Baltimore & Ohio Railway.

to load at one time. The total amount of coal passing over Locust Point averages about 55,000 tons a month or 700,000 tons a year.

Western Maryland Piers.

In 1904 the Western Maryland Railroad made its bid for coal export business and to pave the way erected at Port Covington a coal pier designed to be as complete as could be asked for pair of Allis Chalmer's slide valve hoisting en-break of the war in Europe in 1914 the tonnage over these piers came in fits and starts and can hardly be gauged. For the past twelve months an average of 125,000 tons a month have been going over its side and, according to the agents of the road, even these figures are liable to expansion.

This pier is an immense affair with a total length of 1,283 feet, though 553 feet of this is taken up in the length from the bulkhead to the toe of the incline. In all it has an elevation of 70 feet above the mean low tide. It is of pile and timber construction.

Its coal handling equipment is of forty Link-Belt patent coal chutes—twenty to each side of the pier; three 150 horse-power engines and a pair of Allis Chalmers' slide valve hoisting engines with a single drum. This gives an unloading capacity of twenty-four fifty-ton cars an hour.

The method employed in unloading the cars is designed to minimize breakage of the coal to as great a degree as possible. The system employed is to place cars on the load tracks to the coal pier and then send them down by gravity, one at a time, so that they pass over the scales which automatically weighs each of the cars in transit. As the car passes over the "barney pit" a signal is given to the engineer in the power house, and this brings a barney car out of the pit, which pushes the car to the top of the incline, where it can be switched to either side of the pier. The car is run down to the coal pockets by gravity, unloaded, and then by gravity it is run on the transfer table, which, as soon as the car is on, automatically starts the car down the empty track, which is in the center of the pier.

The Pennsylvania Piers.

While piers of no great capacity and no considerable breadth either for cars or ship's berth, sufficed for such railways as the "Northern Central" and the "Philadelphia, Baltimore & Western," these structures were hardly of the size, location or dignity to do justice to the Pennsylvania railroad. So it is that the three piers now in use have been willed to the Pennsylvania by roads which are its subsidiaries.

However, this state of things are not to remain

as they are. For several years the Pennsylvania railroad has been "talking" about building coal piers that would give it capacity to handle about any size or condition of coal shipment that might come its way for transference from the Baltimore harbor. Now the piers are almost an accomplished fact. Almost, for excavation of land in the section of Baltimore known as Canton has already been started and the Maryland Dredging Company is doing its contract part to get ready for the \$1,000,000 coal piers that have been awarded to Arthur McMullen of New York to build.

Several sets of plans were drafted for this new structure and there were many "hitches" in the negotiations with the city officials before all was in order to go ahead. The present plan calls for a pier 942 feet in length and 66 feet wide and with a depth of 30 feet at mean low tide. The system to be used in carriage of the coal from the cars to the holds is the result of years of research by the engineers of the Pennsylvania who had this work in hand. They have hit upon a plan of dumping similar to that used by this railroad at Erie, Pa., and the coal from this will be received in a hopper that will feed into smaller car units of about 4 tons each. An automatic cable device will be used to carry the coal from these units to the chutes that takes the coal to the holds of the vessels.

It is expected that these piers will be completed and ready for use late in the fall of 1916.

But the Pennsylvania Railroad has three coal piers in active use at the present time. And, if history is right, it might have had four. Thereby hangs a tale. Prior to 1876 Havre D'Grace was quite the coal center for Chesapeake Bay business. The barges and boats from the canals used to bring the coal to that point, where it was placed aboard the bigger vessels. The railroads with Baltimore terminals were making a bid for the haulage of "black diamonds" and the P. B. & W. R. R. built a coal pier at Lower Canton. For two or three years it stood there waiting for business that never came and finally the idea of utilizing the piling and construction for a grain elevator was put into effect. While it was to all intents and purposes a coal pier not a ton of coal ever went over it.

The three piers now in use are known as South Clinton street—or the Canton Piers—and the Boston Street Piers Nos. 3 and 4.

The Canton piers were purchased from the Baker Whitely Coal Company in 1903 and shortly afterward in a fire these were burned in part and rebuilt. These are forty-eight feet wide and 780 feet long, are equipped with two tracks of a capacity of sixty cars and a chute system of delivering the coal into bunkers.

The Boston street piers are used for local

anthracite trade. No. 3 is fifty feet wide and has a length of 400 feet and has three tracks of equipment and capacity on top of thirty cars. No. 4 has a length of 400 feet and is 105 feet wide, with a top capacity of fifty-five cars. Both of these piers use a gravity system for placing cars over the chutes. They are also equipped with pockets for the storage of coal and these are leased to local retailers who utilize them for harbor delivery and delivery to river boats.

Using the Coal Piers.

With its tremendous line of water front under the control of the city both business firms and retail coal dealers take advantage of the pier delivery for cheaper coal than they could get by having it delivered "on the line." This has been one of the reasons for Baltimore making more practical than ornamental use of small docks.

True, even the heavier users of coal have stuck to "a mule, a nigger and a wheelbarrow," as the modus operandi in taking care of fuel when it is placed on the wharves. Nevertheless, grab buckets and other machinery is coming to the front. The number of small craft that engage in the carriage to and fro is a small flotilla in itself.

As to the sizeableness of the wharves that goes toward receiving coal the following list of firms having this water-front facility is convincing:

In the section known as the Sea Wall and Custis Bay: Rasin Monumental Company, Royster Guano Company, Martin Wagner Company, The United States Asphalt Company, The Standard Guano Company, Swift & Co. (fertilizer plant) and the Davison Chemical Company.

At Sparrows Point, nine miles below the city, the Maryland Steel Company has a good wharfage system and lighter a large amount of the coal that is used in its plant.

In the Spring Garden section: The American Ice Company, Becker Bros., Thomson Chemical Company, Consolidated Gas & Electric Company, Swindell Bros., Carr Lowry Glass Company, Baltimore Vitriified Brick Company, Tin Decorating Company, J. S. Young and the Davison Chemical Company. Of the foregoing the wharves of the gas and electric company are equipped with grab buckets for carriage of the coal.

At the Baltimore harbor (upper docks), the McComas Coal Wharf: The American Ice Company, Reeders Wharf, the Baltimore Drydock Company, Numsen & Co., W. S. Cahill Company, Platt & Co., Toch Packing Company; Piedmont, Mt. Airy Guano Company, Armour Fertilizer Plant, G. Ober & Sons.

In Canton and the lower docks is the Block Street Warehouse, W. D. Gill Lumber Company, Anderson Lumber Company, Miller's Wharf, Lord Mott & Co., Roberts Bros., Southern Packing Company, Miller Bros. Company, Booth Packing Company, D. E. Foote Company, J. L. Langrill, Webster Butterfield National Preserving Company, Gibbs Packing Company, W. W. Boyer Company, Canton Box Company, Kirwin Shaw Company, H. J. McGrath Company, Canton Lumber Company, J. S. Young Company, Spedden Shipbuilding Company, Standard Oil Company, Roberts Bros., Baltimore Pulverizer Company, D. B. Martin Manufacturing Company, General Manufacturing Company, Griffith & Boyd, Herbert Fertilizer Company, Double A Company, Baugh Chemical Company, Miller Fertilizer Company and the Chesapeake Shell Company.

And, while practically all of the named firms above have facilities for receiving the coal that is used in their own plants, quite a number of them have agreements with retailers for the transference of coal from their docks so that a great many of them enter into, indirectly, the retail coal supply of the city.

It would not do in passing to overlook the big coal pier of the Consolidation Coal Company, which is used for fueling of ships, harbor business and many of the hundred and one purposes that such a pier could be put to in a harbor in which coal plays such a part. In addition to this pier the company has several tugs and boats that are kept in the best of trim and are used as an adjunct to their local business.

The Lighterage Business.

Lighterage and stevedoring in the harbor is controlled practically by two firms, the Rapid Coaling & Transfer Company and another firm which is controlled by the Baker Whiteley Coal Company. The set rates range from eleven cents to fifteen cents a ton for lighterage, depending on

(Concluded on page 307.)

More About "What Is a Dollar's Worth of Coal?"

The accompanying chart is published in response to numerous requests from different cities for an amplification of the table illustrating an article entitled "What Is a Dollar's Worth of Coal?" which appeared in THE BLACK DIAMOND's steam coal issue last March.

Given the evaporative power, or performance, of two or more coals and the price of either, one can easily determine their relative values. Merely extend a line from the price to the column headed with the number of pounds of water one pound of the coal will evaporate and you will find there the cost in cents for each 1,000 pounds of water evaporated. Then to compare with a higher or lower performance coal, reverse the process—select the column showing its evaporation and run down this column until you get practically the same cost per thousand pounds evaporated and extend the line back to the price column and you have the price

*Of the O'Gara Coal Company, Chicago.

By E. H. Irwin*

Figures Carefully Compiled Prove That It Is Money and Labor Saved to Use Good Coal and Pay the Price Asked for It.

at which this coal should sell to give the same performance value, as will be shown later on.

The formula for making up the chart, or adding to it, if you desire, is also very simple. Thus, if a pound of coal will evaporate 8½ pounds of water it would require 117.6 pounds of coal to evaporate 1,000 pounds of water, and, if 2,000 pounds of coal costs \$1.80, one pound will cost .09 of a cent, so 117.6 pounds would cost 117.6x.09=10.584 cents, or practically 10.6 cents, as shown in the chart.

For further illustration, let us take three

varieties of coal whose performance under identical conditions at the United States Government Testing Plant at St. Louis in 1907, and what are regarded as fair analyses from State Geological or other reliable sources, are known:

Class A. Evaporates 8¾ pounds of water, ash content 10%.

Class B. Evaporates 7½ pounds of water, ash content 14%.

Class C. Evaporates 6½ pounds of water, ash content 18% to 20%.

Class A sells for \$1.80 a ton; the chart shows it will cost 10.9 cents to evaporate 1,000 pounds of water, using 121.1 pounds of coal.

Class B should sell at about \$1.60, at which price the cost to evaporate 1,000 pounds of water is 10.7 cents, and will require 133.3 pounds of coal.

Class C would not be worth more than \$1.40, for at this figure it would cost 10.8

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THE COAL COST OF PRODUCING STEAM.

PRICE OF COAL PER 2000 LBS.	EVAPORATION PER POUND OF COAL FROM AND AT 212° F.																										
	5.00	5.50	6.00	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00	8.25	8.50	8.75	9.00	9.25	9.50	9.75	10.00	10.25	10.50	10.75	11.00	11.25	11.50	11.75	12.00
	COST IN CENTS TO EVAPORATE 1000 POUNDS OF WATER FROM AND AT 212° F.																										
\$1.00	10.0	9.10	8.33	8.00	7.70	7.42	7.14	6.90	6.66	6.45	6.25	6.06	5.88	5.73	5.56	5.40	5.27	5.13	5.00	4.88	4.76	4.65	4.55	4.44	4.35	4.26	4.17
1.25	12.5	1.13	10.4	10.0	9.62	9.25	8.93	8.62	8.33	8.07	7.82	7.56	7.35	7.15	6.95	6.75	6.57	6.42	6.25	6.10	5.96	5.81	5.68	5.56	5.44	5.32	5.21
1.40	14.0	12.7	11.7	11.2	10.8	10.4	9.99	9.66	9.33	9.03	8.75	8.48	8.23	8.00	7.78	7.57	7.36	7.18	7.00	6.83	6.67	6.51	6.36	6.22	6.09	5.96	5.83
1.45	14.5	13.1	12.1	11.6	11.2	10.7	10.4	10.0	9.66	9.35	9.06	8.78	8.53	8.29	8.05	7.84	7.63	7.43	7.25	7.08	6.91	6.74	6.59	6.44	6.31	6.17	6.04
1.50	15.0	13.7	12.5	12.0	11.5	11.1	10.7	10.4	10.0	9.68	9.38	9.10	8.82	8.57	8.35	8.12	7.90	7.70	7.50	7.32	7.15	6.97	6.82	6.66	6.53	6.38	6.25
1.55	15.5	14.1	12.9	12.4	11.9	11.5	11.1	10.7	10.3	10.0	9.69	9.38	9.01	8.86	8.61	8.38	8.15	7.94	7.75	7.56	7.38	7.21	7.03	6.89	6.74	6.59	6.45
1.60	16.0	14.6	13.4	12.8	12.3	11.8	11.4	11.0	10.7	10.3	10.0	9.69	9.41	9.14	8.89	8.65	8.42	8.20	8.00	7.81	7.62	7.44	7.27	7.11	6.96	6.81	6.66
1.65	16.5	15.0	13.8	13.2	12.7	12.2	11.8	11.4	11.0	10.6	10.3	10.0	9.70	9.43	9.16	8.92	8.68	8.46	8.25	8.05	7.86	7.67	7.50	7.33	7.18	7.02	6.87
1.70	17.0	15.5	14.2	13.6	13.1	12.6	12.1	11.7	11.3	11.0	10.6	10.3	10.0	9.71	9.44	9.19	8.94	8.71	8.50	8.30	8.10	7.90	7.72	7.55	7.39	7.23	7.08
1.75	17.5	15.9	14.6	14.0	13.5	13.0	12.5	12.1	11.7	11.3	10.9	10.6	10.3	10.0	9.73	9.47	9.22	8.98	8.75	8.54	8.34	8.14	7.95	7.78	7.61	7.45	7.29
1.80	18.0	16.4	15.0	14.4	13.9	13.3	12.9	12.4	12.0	11.6	11.3	10.9	10.6	10.3	10.0	9.73	9.47	9.23	9.00	8.78	8.57	8.37	8.18	8.00	7.83	7.66	7.50
1.85	18.5	16.8	15.4	14.8	14.2	13.7	13.2	12.8	12.3	11.9	11.6	11.2	10.9	10.6	10.3	10.0	9.73	9.48	9.25	9.03	8.81	8.60	8.41	8.22	8.05	7.87	7.70
1.90	19.0	17.3	15.9	15.2	14.6	14.1	13.6	13.1	12.7	12.3	11.9	11.5	11.2	10.9	10.6	10.3	9.99	9.74	9.50	9.29	9.05	8.84	8.63	8.44	8.29	8.08	7.91
1.95	19.5	17.7	16.3	15.6	15.0	14.4	13.9	13.4	13.0	12.6	12.2	11.8	11.5	11.1	10.8	10.5	10.3	9.99	9.75	9.52	9.28	9.07	8.86	8.67	8.48	8.30	8.12
2.00	20.0	18.2	16.7	16.0	15.4	14.8	14.3	13.8	13.3	12.9	12.5	12.1	11.7	11.4	11.1	10.8	10.5	10.3	10.0	9.76	9.53	9.30	9.09	8.89	8.70	8.51	8.33
2.05	20.5	18.6	17.1	16.4	15.8	15.2	14.6	14.1	13.6	13.2	12.8	12.4	12.0	11.7	11.4	11.1	10.8	10.5	10.2	10.0	9.77	9.53	9.32	9.11	8.92	8.72	8.54
2.10	21.0	19.1	17.5	16.8	16.2	15.6	15.0	14.5	14.0	13.5	13.1	12.7	12.3	12.0	11.7	11.3	11.0	10.8	10.5	10.2	10.0	9.77	9.54	9.33	9.13	8.94	8.75
2.15	21.5	19.5	17.9	17.2	16.5	15.9	15.3	14.8	14.3	13.9	13.4	13.0	12.6	12.3	11.9	11.6	11.3	11.0	10.7	10.5	10.2	10.0	9.77	9.56	9.35	9.15	8.95
2.20	22.0	20.0	18.4	17.6	16.9	16.3	15.7	15.2	14.7	14.2	13.7	13.3	12.9	12.6	12.2	11.9	11.6	11.3	11.0	10.7	10.5	10.2	10.0	9.78	9.57	9.36	9.16
2.25	22.5	20.4	18.8	18.0	17.3	16.7	16.1	15.5	15.0	14.5	14.1	13.7	13.2	12.9	12.5	12.2	11.8	11.5	11.2	11.0	10.7	10.5	10.2	10.0	9.79	9.57	9.37
2.30	23.0	20.9	19.2	18.4	17.7	17.0	16.4	15.8	15.3	14.8	14.4	13.9	13.5	13.1	12.8	12.4	12.1	11.8	11.5	11.2	11.0	10.7	10.5	10.2	10.0	9.79	9.58
2.35	23.5	21.4	19.6	18.8	18.1	17.4	16.7	16.2	15.7	15.2	14.7	14.2	13.8	13.4	13.1	12.7	12.4	12.0	11.8	11.5	11.2	11.0	10.7	10.4	10.2	10.0	9.79
2.40	24.0	21.8	20.0	19.2	18.5	17.8	17.1	16.6	16.0	15.5	15.0	14.5	14.1	13.7	13.3	13.0	12.6	12.3	12.0	11.7	11.4	11.2	11.0	10.7	10.4	10.2	10.0
2.45	24.5	22.3	20.5	19.6	18.9	18.1	17.5	16.9	16.3	15.8	15.3	14.8	14.4	14.0	13.6	13.2	12.9	12.6	12.2	12.0	11.7	11.4	11.1	10.9	10.7	10.4	10.2
2.50	25.0	22.6	20.8	20.0	19.2	18.5	17.9	17.2	16.7	16.1	15.6	15.1	14.7	14.3	13.9	13.5	13.1	12.8	12.5	12.2	11.9	11.6	11.4	11.1	10.9	10.6	10.4
2.55	25.5	23.2	21.3	20.4	19.6	18.9	18.2	17.6	17.0	16.4	15.9	15.4	15.0	14.6	14.2	13.8	13.4	13.1	12.8	12.4	12.1	11.9	11.6	11.3	11.1	10.9	10.6
2.60	26.0	23.7	21.7	20.8	20.0	19.2	18.6	17.9	17.3	16.8	16.2	15.7	15.3	14.9	14.4	14.1	13.7	13.3	13.0	12.7	12.3	12.1	11.8	11.6	11.3	11.1	10.8
2.65	26.5	24.1	22.1	21.2	20.4	19.6	18.9	18.3	17.7	17.1	16.6	16.0	15.6	15.1	14.7	14.3	13.9	13.6	13.3	12.9	12.5	12.3	12.0	11.8	11.5	11.3	11.0
2.70	27.0	24.6	22.5	21.6	20.8	20.0	19.3	18.6	18.0	17.4	16.9	16.3	15.9	15.4	15.0	14.6	14.2	13.8	13.5	13.2	12.7	12.5	12.3	12.0	11.7	11.5	11.2
2.75	27.5	25.0	23.0	22.0	21.2	20.3	19.6	19.0	18.3	17.7	17.2	16.6	16.2	15.7	15.3	14.9	14.5	14.1	13.7	13.4	13.1	12.8	12.5	12.2	11.9	11.7	11.4
2.80	28.0	25.4	23.4	22.4	21.6	20.7	20.0	19.3	18.7	18.1	17.5	17.0	16.5	16.0	15.6	15.1	14.7	14.4	14.0	13.7	13.3	13.0	12.7	12.4	12.2	11.9	11.7
2.85	28.5	25.9	23.8	22.8	21.9	21.1	20.3	19.7	19.0	18.4	17.8	17.3	16.8	16.3	15.8	15.4	15.0	14.6	14.3	13.9	13.6	13.3	13.0	12.7	12.4	12.1	11.9
2.90	29.0	26.4	24.2	23.2	22.3	21.5	20.7	20.0	19.3	18.7	18.1	17.6	17.1	16.6	16.1	15.7	15.3	14.9	14.5	14.2	13.8	13.5	13.2	12.9	12.6	12.3	12.1
2.95	29.5	26.8	24.6	23.6	22.7	21.8	21.1	20.4	19.7	19.3	18.4	17.9	17.3	16.9	16.4	15.9	15.5	15.1	14.8	14.4	14.0	13.7	13.4	13.1	12.8	12.6	12.3
3.00	30.0	27.4	25.0	24.0	23.0	22.2	21.4	20.8	20.0	19.4	18.8	18.2	17.6	17.1	16.7	16.2	15.8	15.4	15.0	14.6	14.3	14.0	13.6	13.3	13.0	12.8	12.5
3.25	32.5	29.6	27.1	26.0	25.0	24.1	23.2	22.4	21.7	21.0	20.3	19.7	19.1	18.6	18.1	17.6	17.1	16.7	16.3	15.9	15.5	15.1	14.8	14.4	14.1	13.8	13.5
3.50	35.0	31.8	29.2	28.0	27.0	26.0	25.0	24.2	23.4	22.6	21.8	21.2	20.6	20.0	19.5	18.9	18.4	18.0	17.5	17.1	16.7	16.3	15.9	15.6	15.2	15.0	14.6



Is This the Solution?

One of the most intelligent retailers in a large market of the middle west, who has been studying for a good many years the problem of getting a profit out of the tonnage he handles, believes that he has finally arrived at the inevitable conclusion.

This is it: Consolidation.

"There are simply too many dealers in the field, in consideration of the possible business to be had," is the way he puts it.

"Coal consumption is definitely limited. Take any other article used by the public in general, and you will find that the consumption can be increased by advertising, clever sales methods, etc. This applies to food products, clothing, furniture and the like. But not so with coal. The public in your community is going to use a certain amount, determined by circumstances over which you, the dealer, have no control. If you are sharp and aggressive you will probably get more than your pro rata of the business, and somebody else will get less. But the sum total will be fixed.

"Now, in this and a good many other towns I have looked into, the tendency has been to increase the number of dealers. The business, like any other staple line, looks like the proverbial cinch to the outsider. He reasons that people must buy coal. He knows a great many people fairly well; therefore he can sell them coal. *Quod erat demonstrandum.* He doesn't stop to ask himself whether he can make money on the coal he sells; he takes it for granted, and assumes without question that there is a profit involved in every operation in the coal yard.

"Well, even if we veterans of the trade were to go to him and gently inform him of the difficulties of the situation, he would give us the laugh and go ahead and get his experience at greater or less cost. Many of these newcomers drop by the wayside in short order—but others are coming in all the time, and the result is that there is always more competition than the amount of the business to be had justifies. With much of it uninformed, and with many prices quoted that are absurdly low, it is plain that the chances for profit for the legitimate, established, intelligent dealer are not always as good as they should be."

The Get-together Idea.

The state of affairs described by the dealer quoted above is not overdrawn, at least in a great many communities with which the writer is familiar. And where this is so, the inevitable result is that few of the yards are operating at maximum efficiency. That is, many of them have big fixed expenses, which can only be met by keeping all equipment and employees working all the time. If they work only part of the time—which is sure to be the case if there is too much competition and too many dealers are canvassing the trade—then instead of the volume of business being sufficient to support the organization and leave a profit it becomes too little even to take care of expenses, and there is a loss to be confronted at the end of the season.

Of course, it may be explained parenthetically, many big selling organizations in leading consuming markets are operating at a loss by some producing concerns which are looking not for profits from the sale of the coal at retail but for tonnage with which to keep the mines busy. And if there is a minus instead of a plus quantity at the end of the year this is charged to selling expenses at the mine, and the retail end is permitted to break even. But the ordinary retailer

cannot do this. He must sink or swim, according to the results of his business, judged as a purely distributing operation. Of course, the operator would be only too glad to make a profit on his retail business if he could do it.

"Getting together" has often been referred to as a business panacea, and getting together for the purpose of discussing trade conditions and stimulating the dealers to the extent of maintaining a moderately profitable price has been practiced to some extent in numerous markets. But it has been found that one of the most difficult things in the world to put across is a price agreement that will stick, from any standpoint. If it is perfectly legal, because it is reached by means of cost accounting methods, which show every dealer what he must charge to come out even, it is likely to break down because of the desire of each dealer to hold his own business and take just a little from his neighbor.

What of Consolidation?

The modern idea of business efficiency, as suggested above, is to keep every piece of equipment working constantly. In other words, there should be no waste of labor or effort of any kind. The ideal plant is one which is able to handle a maximum tonnage all the time.

If several yards are running in the same section, without modern equipment, and one yard, with up-to-date handling machinery, were to be substituted for them, it is evident that, considered simply from the standpoint of efficiency, the latter would be greatly to be desired.

And, if this process were to be repeated everywhere, the results would be similarly impressive. Wherever there is excess competition, not accompanied by the use of the best possible equipment, consolidation seems to present all sorts of opportunities for saving money in all directions, first by eliminating unnecessary facilities in the way of yards and employees, and second by cutting down the cost of handling the coal, both by the use of better equipment for doing the work and by keeping this equipment operating at full capacity all or nearly all of the time.

In communities where there are too many dealers, and everybody is on a starvation basis, there is little incentive, it is true, to put in the modern kind of coal-handling plants which appeal to the intelligence of every thoughtful dealer as being what he ought to have. His profits don't justify him in making the expenditure. Hence he frequently goes along with make-shift facilities, doing everything by hand, instead of by mechanical means, and piling up expenses which make doubly sure the assurance that he won't have anything left when he gets through.

In other words, the dealer in such a field is being ground between the upper and the nether mill-stones. He needs better equipment for handling his commodity, but he can't afford it because his profits are too small. His profits are small because he hasn't the right kind of equipment, and the right kind of equipment would involve too great an investment. And, there it goes, around and around in the same old circle of inadequate, antiquated methods and stagnated ideas.

If consolidation would at once supply the volume on which to base the right kind of plant, as it is plausibly argued would certainly be the case, it looks as though the idea would be well worth trying out. It would make practicable improvements in ways of doing things which are now appreciated as desirable, but are postponed because trade conditions do not seem to warrant heavy investments.

Cutting Down the Force.

The dealer who has been selling and handling coal for fifteen or twenty years, with employees who are similarly expert in that line, and that only, would hardly welcome the suggestion that he gracefully retire from the field in favor of some corporation which would benevolently assimilate him and his business, and give him in return stock in the company.

Yet, if said dealer is barely making enough above operating expenses to pay the cost of living, which means that he is breaking even and not making any money on the investment which he has in his yard, equipment, stock, accounts, etc., would not that plan be a better one than he is using now?

If he has \$10,000 in the business, and is taking out \$1,500 in the form of salary, without getting any dividends on his \$10,000; seven per cent on the latter would be \$700, and he would only have to make \$800 in any sort of employment he might take up to equal his present showing, while his stock would undoubtedly have greater value in a forced sale, as a holding in a going and profitable enterprise, than his outfit would have if placed upon the market with conditions as they are.

Of course, not every dealer going into a consolidation of yards would be reduced to a condition of innocuous desuetude, as far as taking part in the trade is concerned. Some would be needed as sales managers, others as solicitors, etc.; but the point is that the proprietor of a business which is barely breaking even now would have a better proposition by exchanging his property for stock in a profitable company, even if he had to give up his present work and take employment elsewhere.

Opportunities for Savings.

A dealer who has been considering, in a tentative way, the possibilities of consolidating some of the leading yards in his community, recently figured the proposition out in some detail, for his own satisfaction, and to convince himself that there could be more money made under that arrangement than with the concerns referred to operating independently of each other.

He found that economies could be made in the following ways:

Duplication of yards would be eliminated—yards being located at strategic points, and each yard taking the hauls in that territory.

Thousands of dollars could be saved in rentals on these yards and in cutting off employees formerly used in conducting them, who no longer would be needed.

Up-to-date handling equipment, reinforced with motor trucks for delivery purposes, could be put in, reducing the cost of moving every ton of coal put through the yards and making it safe from the attacks of competitors not so equipped.

Better prices could be obtained from operators, by virtue of the larger tonnage required.

Sales expenses would be reduced in view of the present duplication of effort by solicitors.

Sales prices could be better maintained, as the consolidated company would be looked to to establish market prices because of its control of the lion's share of the tonnage.

Making due allowances for all of the items which he included in his statement, the dealer was amazed to find on recapitulating that the plan he had mapped out would mean a difference of \$250,000 a year in favor of the consolidation of the concerns which he had originally listed.

After that he became, quite naturally, an enthusiast on the subject.

What do you think of it?

This series of short articles is not to be considered as an editorial advocating wholesale consolidations. THE BLACK DIAMOND makes no recommendations on such subjects. Instead, it is a series of articles written by a reporter. He is giving what the retailers think; not his own opinions.—THE EDITOR.

The Jewett, Bigelow & Brooks Company has added to the equipment of its local offices an automobile runabout for the use of the salesmen of the company in nearby territory. The idea is becoming popular and is likely to be followed by quite a number of the coal companies. Retail companies have equipped themselves with large delivery auto trucks, and the auto idea is also becoming quite popular.

Cutting Fuel Bill and Yet Heating the House.

"Saving Fuel in Heating a House" is the title of a paper just issued by the Bureau of Mines. Its authors are L. P. Breckenridge and S. B. Flagg.

As a prelude to specific comment on the good parts of the paper, there are a few words we would like to say about technical papers in general. Before doing so, we want to go on record. Van H. Manning, the new director of the bureau, has a hard place to fill. He fills the shoes of Dr. Holmes, whom the coal people idolized. While granting that this is a handicap, we venture the opinion that a certain warm, confiding and friendly note in Mr. Manning's southern disposition will, before long, make the coal people extremely fond of him. They may not deify him, as they did Holmes, but they will get behind him and work. That is just as well, because it is what Mr. Manning wants.

Also about the authors of this paper. There isn't a finer specimen of American manhood extant than L. P. Breckenridge. And as for "Sammy" Flagg, the nickname is enough. He passes current with coal men everywhere.

Now that we are talking among friends, may we inquire: Why on earth is it necessary to start all technical papers with the beginning of time and write a history of that subject in hand from the stone age to now? Fuel economy is a twentieth century question. What we want to know is not that the stove succeeded the open chimney and that radiators followed the stove. Modern America understands that, we believe. What we do want to know is how to make the infernal furnace behave and eat less coal or give more heat. And we want that information without preliminaries.

Still, we know the peculiarities of writers and the curiously antiquated notion of the government. The writers want to write that stone age stuff. This feeling we appreciate because we write it ourselves, sometimes, and think then nothing else will do. Also, the government goes on the theory that no one knows anything and must be told. Suppose we compromise. If it must be written, put it in book form once and for all and have done with it. Later, if necessary, the book can be referred to in the technical papers. Then, if anyone hasn't learned the folklore of coal, he can get a copy of the book from the superintendent of documents and read his head off. But, let's make the technical papers a little more to the point by getting more quickly at what is to be said.

This particular technical paper on house furnaces has wide interest. It tells how to measure the furnace and from the dimensions to tell what sort of a coal will fit it. The dimensions tell, also, how long the fuel bed should last. The paper goes into a lot of other important matters, but we will let it speak for itself. The vital parts of it are:

Size of Boiler and Furnace.

The type and size of boiler or furnace selected is also an important but not generally recognized factor in determining fuel consumption and convenience of operation. Until the last five years both makers and buyers of house-heating boilers and furnaces gave little thought to the fuel to be burned. This neglect was a natural consequence of anthracite coal being generally used both in the east, where much of the heating apparatus was made, and in many places farther west, and tests to determine the boiler or furnace capacity required to heat dwellings of various sizes were conducted with this fuel. In fact, the ratings published today for much heating equipment are based on the use of one of the larger sizes of anthracite. The sizes ordinarily used for domestic service weigh approximately 55 pounds to the cubic foot, whereas bituminous coals weigh from 47 to 52 pounds and coke from 30 to 40 pounds to the cubic foot.

To warm the air in a house and to supply the heat lost from the windows and walls a certain quantity of fuel must be burned in the heater, this quantity depending on the heat value of the fuel, the efficiency with which it is utilized, and on other factors. If to supply the necessary heat requires the consumption of 20 pounds of fuel per hour and the boiler or furnace is to keep this up for eight hours without attention, it is evident that the fire pot must be large enough to hold 160 pounds

The Bureau of Mines Issues a Paper Written by Prof. Breckenridge—This Gives Many Practical Hints on How Coal of Various Kinds Should Be Fired.

of fuel, and in addition the quantity necessary to rekindle a fresh charge, this quantity being ordinarily assumed to be 20 per cent of the quantity of fuel in the fire pot after the firing, or in this case, 40 pounds. Hence the fire pot must hold 200 pounds of fuel and still leave space for combustion.

If anthracite coal, bituminous coal and coke are available and each has such heating value that 20 pounds of it will be required per hour to supply heat, the fire pot space occupied by an eight-hour charge of each fuel may be figured by dividing 200 by the weight per cubic foot of each fuel, the space thus calculated being approximately 3.6 cubic feet for anthracite, 4.0 cubic feet for bituminous coal, and 5.7 cubic feet for coke. Therefore, if the fire pot were designed for anthracite, it would hold coke enough for a firing of approximately five hours instead of eight.

Depth of Fire Pot.

Not only is the capacity of the fire pot important, but its depth should receive consideration. If the full rated load is to be carried without attention to the fire for a minimum period of eight hours, the depth of the fuel bed should be at least 12 inches. A heater that is to burn coke should be designed for a greater depth—probably 24 inches—on account of the bulkiness of the fuel and the different combustion conditions required for burning it satisfactorily. In fact, one of the largest manufacturers of boilers for heating houses by steam or hot water now designs such equipment for a fuel bed 18 inches deep when anthracite is to be used. As regards necessary size of fire pot, another detail that affects both economy and convenience of operation is the combustion space above the fuel bed.

Any unburned combustible gases that leave the fire pot are rapidly cooled in passing over the heat-absorbing surfaces between the fire pot and the smoke pipe, and their temperature is quickly brought below that necessary for ignition. If either anthracite coal or coke is to be burned, a relatively small combustion space above the fuel bed will be required, because combustion takes place in or close to the fuel bed. If bituminous coal is to be used, however, more space should be provided for burning the combustible gases rising from the fuel bed, or a considerable part of these gases will escape unburned, the flue surfaces will become coated with soot, and the heat losses will be large.

Passages from Fire Pot to Smoke Pipe.

Another important detail, if bituminous coal is to be used, is the cross section for the gas passages between the fire pot and the smoke pipe. If the passages are not large enough the draft may be cut down by the accumulation of soot in the flues possibly to such an extent that the fire will go out. Also, if bituminous coal is to be used, the flues should be of such size and so arranged as to invite frequent and easy cleaning.

Care of Furnace.

Many furnaces or boilers are operated in a haphazard way—drafts are opened or coal is put on when the house becomes cool, and then the fire is allowed to burn rapidly until either the rooms are too warm or the fuel bed is burned down too far to kindle properly a new charge of coal.

Such firing is always wasteful. The heater should receive regular attention, and if the demands for heat are intelligently anticipated, as they ordinarily can be, the house can be warmed with minimum trouble and fuel. When the rooms become too warm the fire should be checked by stopping the admission of air under the grate and decreasing the draft by opening the "check damper." If, as often is done, the ash-pit damper or the ash-pit door be allowed to remain open and the draft reduced by opening the fire door, the combustion of the fuel continues, although at a slower

rate, but the cold air entering the fire door chills the heater so that little heat is realized from the coal.

Sometimes the draft is so strong that the difficulty of controlling the fire is increased, especially when the demand for heat is small or the fire is to be banked. To facilitate control under such conditions it is usually advisable to have, besides the check damper, a plain damper in the smoke pipe. This damper should fit the smoke pipe loosely and must never be entirely closed; during most of the heating season it can be kept partly closed, but during severe weather, when more heat is required, it can be opened wide. Sometimes the draft may be sufficient to burn the necessary quantity of the particular fuel used. If such a condition is always noticed in severe weather, the heater may be too small, the smoke pipe may be choked or be poorly fitted to the heater or to the chimney, or the chimney may be too small or be obstructed by soot or debris. As to the size of smoke pipe and chimney, one authority says that the cross-section area of the smoke pipe should be one-eighth of the grate area, that the diameter of a round chimney should be two inches more than that of the smoke pipe, and that if the chimney be square, the inside length of a side should be $1\frac{1}{2}$ inches more than the diameter of the smoke pipe.

If the draft trouble proves to be due to leaky conditions or to obstructions, it can readily be corrected. If the heater or the chimney be too small, the difficulties may be lessened by either firing more frequently and keeping the fuel bed thinner, or by using larger coal, of fairly uniform size, in order that the air may more easily flow through the fuel bed. Conversely, if the draft is very strong, a smaller size of coal may possibly be used to good advantage.

Firing Anthracite.

To get the best results in firing anthracite the following recommendations are made:

Keep the fuel bed thick so that it will not burn through in spots and admit a large excess of air.

If there is a bright bed of coals over the entire grate, as there should be before a heavy charge is fired, some of the burning coal should be pushed to one side or end of the grate—the part nearest the opening where the gases leave the fire pot—and the bed of live coal made thicker there. Then fire the fresh charge so as to make the bed of approximately uniform thickness and yet leave visible a bright spot of live coal to ignite the combustible gases coming off the freshly-fired fuel. In this way combustible gases from the coal will be burned gradually and will not accumulate in the fire pot and burn with an explosion.

If the fire is low, take care not to put it out by throwing on too much fresh fuel. Fire lightly, and allow each firing to become ignited before fresh coal is thrown on.

Firing Bituminous Coal.

The wide differences among bituminous coals make it impossible to give more than general suggestions for firing them. However, certain points of difference between the methods of firing these coals and anthracite may be pointed out.

Do not spread fresh coal over the entire surface of the fire. Bituminous coal requires more air immediately after firing than does anthracite coal or coke, and covering the entire fire not only decreases the flow of air through the fuel bed, but also lowers the temperature in the fire pot enough to cause incomplete combustion of the volatile matter distilled from the coal, and, consequently, a loss of heat up the chimney.

Use some coking method of firing; that is, work the partly burned coal, from which the gas has been driven, to one part of the fire and throw the fresh coal on the remaining portion. The fresh fuel then ignites slowly, the combustible gas is driven off gradually, and the live coals that are exposed on one part of the fire heat this gas and the air coming through the fuel bed so that more of the gas is burned before it leaves the fire pot. If, on the other hand, fresh coal is spread uniformly over the entire surface of the fire, much of the gas driven off is not ignited and escapes unburned.

Keep the flue surfaces clean and the cleaning doors tightly closed. The cleaning of the

flues should be given regular and frequent attention or it is apt to be overlooked entirely.

Banking the Fire.

When preparing the fire to last overnight or for a similar length of time, push some of the burning coal aside and fire the fresh charge so as to leave a bright spot visible to ignite the distilled gases. The drafts should then be allowed to stand open for a short period, possibly half an hour, before they are closed for the night, so that part of the volatile matter or gases in the coal can be driven off before the air supply is greatly reduced. In adjusting the air supply for the night, use the ash-pit damper or slide and the check damper in the smoke pipe. If the ash pit is tight, the firing door can and should be kept closed, or part of the heat of the fuel will be wasted in heating the cold air entering above the fire.

Firing Coke.

Coke can not be burned in the same way as either anthracite or bituminous coal; the heater should be specially designed for burning it or satisfactory results may not be obtained. Under a low draft coke ignites less readily than either anthracite or bituminous coal. If the demand for heat is small, open the draft doors or slides and let at least part of the fuel charge become thoroughly ignited, then close them and cut off the air supply. Experience alone will show how long the fire may be left in this condition; it will build up quickly on the reopening of the draft slide, but if left too long it will go out.

In preparing the fire for the night, do not cover the fuel bed with the fresh charge and then set the draft, but wait for the fuel to become ignited, otherwise the fire may die out. After firing the charge, open the draft slides or door and allow the coke to become fairly well ignited, then restrict the draft enough to insure the fuel bed being in the desired condition in the morning. The extent to which the draft should be restricted must be learned by experience.

Port of Baltimore.

(Concluded from page 303.)

the distance and the business agreement that governs. As Baltimore is one of the best equipped harbors in which bunkering can be arranged from the piers there is not so much "alongside" loading of coal as there is in other ports. What stevedoring is done takes a usual rate of thirty-five to forty-five cents on the ton.

And upon this smaller craft in the coal loading and delivering problem it might be well to state that quite a number of the commercial concerns who have wharves in the Baltimore harbor do much of their own coal transference. They own their scows, barges and other bottoms and have them towed by various means from the point of loading to discharging. The towing rates within the city limits ranges for scows from \$1.50 to \$3.50.

The Chesapeake "Skip-jacks" also play a part in coal deliveries. These luggers go into all sort of places and carry all sort of freight, so when a ton or a dozen tons of coal is needed by some out-of-the-way place or person what better freight could they haul on a down the river trip.

About the Statistics.

Actual figures as to the growth of the coal business from Baltimore are about the hardest, cussed little details to dig up. Usually when one is nosing about for news, statistics is the opening bomb that the other fellow wants to fire at you. Long trailing columns, telling much in actualities and little that the layman has time or inclination to digest, are not part nor parcel of the Baltimore scheme. "Here is what we are doing now. It is a whale of a business. We don't care what we were doing ten years ago. We are concerned with the present." This is the general attitude.

September figures of this year, when the coal exports reached the grand total of 201,239 tons, without any consideration for the amount that was sent coastwise or used "in the harbor," is a fair sample. This was under the August shipments of 202,627 tons.

This last was the high tide of exports from the port for all time. In May there was general comment made when 197,794 tons were shipped, and those who were interested "rose to remark" that a new record had been established. The previous high figures were made on September shipments of 1914 when 128,761 tons went over the side destined for foreign ports.

The scope of the export trade of Baltimore is also shown by the figures, in tonnage, of destination which were as follows: Italy, 74,823; Sweden, 36,499; Spain, 13,792; France, 17,499; Argentina, 10,782; Brazil, 6,857; Costa Rica, 6,919; Egypt, 7,031; Martinique, 919; Venezuela, 337; Honduras, 1,377; Peru, 4,604; Cuba, 16,800, and Panama, 3,000.

The bunkering trade that Baltimore takes care of can be judged also from the September record, when ninety-six vessels under foreign registry arrived and eleven under the Stars and Stripes.

From the nearest figures that can be obtained this harbor is now doing between five and six million tons of coal business annually. With two piers that will permit of the handling of ten or more millions of tons extra in the course of another year can it be said otherwise that Baltimore is high in her hopes and placed much in her future expectations?

Uncle Sam, however, keeps track of the coal that passes out from his borders and from the source at the Custom House the following figures were shown as the tonnage of coal that has moved from this harbor for the past ten years:

Year—	Coal, Tons.
1905	341,107
1906	458,083
1907	559,880
1908	347,489
1909	332,016
1910	502,040
1911	628,522
1912	632,398
1913	873,413
1914	945,308

Rate Hearing Postponed.

COLUMBUS, OHIO, October 14.—(*Special Correspondence*)—Hearing of the coal rate case in which the Hocking Valley Railway Company is defendant, scheduled for resumption October 12, has gone over until the 19th inst. With both sides given ample time to prepare, it is believed to be the temper of the Utilities Commission that the matter be thrashed out thoroughly and without unnecessary delay, once the proceedings start again, to the end that the commission may get rid of this vexed question for a long time to come. The prosecution will base its case on what has been found in the examination made by the committee of experts who spent a month or more going over the records at the railroad company's general offices.

It is stated that this committee will claim that coal can be hauled from Nelsonville to the following points at actual cost per ton herewith given: To Toledo, cost 45.68 cents, a distance of 181 miles, present rate eighty-five cents; to Fostoria, 39.71 cents, 150 miles, present rate eighty cents; to Marion, 31.5 cents, 107 miles, present rate seventy cents; to Delaware, 25.83 cents, eighty-five miles, present rate seventy cents; to Columbus, 20.55 cents, sixty-one miles, present rate sixty cents. A charge of 1.88 cents per ton is added to the Toledo haul cost when the coal is unloaded at the lake docks.

Action of the railroads in recently announcing an increase of differential from twenty-five cents to forty cents in favor of Ohio coal, as opposed to West Virginia, by advancing rates in the latter state, is expected to have no bearing on the hearing. The plaintiffs claim that what they want is a reduction on Ohio rates. So far it has not been made known what other coal companies are behind the Sunday Creek Company, which intervened in the action originally brought by officers of the Ohio United Mine Workers, and virtually taken the action out of the hands of these plaintiffs.

Labor Outlook in Ohio.

COLUMBUS, OHIO, October 14.—(*Special Correspondence*)—Thousands of miners in the Hocking Valley would seem to be in for an endurance contest the coming winter. The biggest factor in that field, the Sunday Creek Company, announce that mines will continue to remain closed unless they can treat directly with their men on a mining scale that will eliminate alleged discrimination in favor of eastern Ohio. It is stated that the New Pittsburgh and other companies are likely to close down on the same issue. At the present time nineteen big mines are closed down, and the per cent of idleness for the winter is estimated at eighty per cent of the usual output of the valley.

With an empty treasury, the officers of the United Mine Workers are much concerned over the situation. The national authorities of the

union have been investigating labor conditions in the valley within the past few days, and are seeking to devise relief measures that will prevent suffering during the cold weather and at the same time hold the union forces intact. Although needs at many points are as urgent as at any time heretofore, public relief measures through the adjutant general's office seem to have languished. The appeal made a few months ago brought seventeen carloads of provisions from different cities and a number of miscellaneous shipment. These donations were valued at about \$2,000, and were distributed among some 14,000 people.

T. P. Fowler Is Dead.

Thomas P. Fowler, former president of the New York, Ontario & Western Railroad, died on Tuesday of this week at Warwick, N. Y. Mr. Fowler was born in Newburgh, N. Y., on October 26, 1851. He graduated from the Columbia law school in 1874, and was admitted to practice in the same year. He practiced law in New York City for five years before he took up railroad work, being appointed receiver of the Shenango & Allegheny Railroad in 1884. Two years after his appointment as receiver of this railroad, he returned the property to the stockholders in a greatly improved condition, financially and otherwise, and the United States court for the western district of Pennsylvania, in discharging the receiver, ordered the statement to be made a part of the order of discharge and record under court, that the receivership in question had been of the most satisfactory character and that the receiver had "discharged very arduous duties with fidelity, great intelligence and with promptness, and was entitled to the gratitude of the creditors, the stockholders, the banks and of the court." This railroad afterwards became a part of the Bessemer & Lake Erie line between Pittsburgh and Conneaut harbor. Mr. Fowler also served as receiver of the Mercer Coal Company, which owned large tracts of bituminous coal land in Pennsylvania, the securities of which were largely owned in England.

In 1885 he was retained by a committee of the stockholders in England and Holland, who were largely interested in the New York, Ontario & Western Railway. That company had become involved with the West Shore Railroad in many directions and had guaranteed terminals and other obligations amounting to a very large sum. The West Shore road was bankrupt and in the hands of the receivers and the future of the Ontario & Western at that time was far from being bright and encouraging. The stock was selling at \$5 and \$6 a share, and the bonds could not find a market at any price. Mr. Fowler's first efforts after taking hold of the property was to direct it towards litigation. Through negotiation and diplomacy he finally succeeded in securing a release from many onerous guarantees and when the West Shore Railroad was taken over by the New York Central, the position of the New York, Ontario & Western was strengthened and through important contracts its future was assured.

In 1890 a coal line connecting the Ontario & Western main line with Scranton and the anthracite coal fields was constructed, Mr. Fowler finding necessary capital for the project. This connection added very largely to the value of the Ontario & Western properties, soon thereafter increasing the company's gross earnings by 100 per cent and its net 400 per cent. Mr. Fowler was active as head of the Ontario & Western until 1912, when he resigned. He passed through two or three very exciting anthracite strikes, but was always regarded as one of the ablest officials interested in anthracite carrying roads.

Fayette Mine Sold.

Word comes from Clarksburg, W. Va., that the property of the Fayette Coal Company at Dola was sold last week to H. B. Dowler, of Clearfield, Pa. The sale was made by J. Edgar Long. The mine is said to contain 1,250,000,000 tons of unmined coal and has modern top works. The coal is mined by compressed air machinery and has been getting out 500 tons a day. The coal is Pittsburgh vein seven and one-half feet thick. It is the intention of the producers, according to announcement, to increase the output to 1,000 tons a day. Mr. Dowler, who purchased the property, was formerly general superintendent of the Penn-Mary coal mine at Heilwood, Pa.

The Mine Clearing House.

Inspection of Coal Properties.

Editor BLACK DIAMOND:

In order to promote a rivalry in up-keep of the different mining plants under the direction of the Pennsylvania Coal Company and the Hill-side Coal & Iron Company, which companies are under one general management, the management has carried on for a number of years a system of competitive inspection which should interest the readers of BLACK DIAMOND.

At some convenient time during the spring, usually beginning about April 1st, all the collieries of these two coal companies are thoroughly inspected by all of the district superintendents, principal engineers, coal inspectors, the general superintendent of each of the coal companies and the general manager of both companies. The time given to the inspection of each colliery depends somewhat upon the size of the operation, but each colliery receives at least one day of inspection and this inspection includes every operating detail, both underground and on the surface.

After all of the collieries belonging to the company have been inspected, each member of the inspection party makes out a detailed report to the general manager in which report he is expected to criticize freely the properties inspected and also to make any suggestions that he thinks would better the conditions and improve the operation of the properties. Based upon these individual reports a general inspection report is then made out in the office of the general manager and each general item of each property inspected is graded upon a basis of 100. Each item thus graded is also commented upon, the defects pointed out, if there are any, and commendation bestowed if it is warranted. At the end of the detailed report general criticisms are given applicable to all of the different collieries under the same management, these being the general criticisms and suggestions of the general manager. Such an inspection means that at least once every year everything about a colliery is put into as good shape as possible, but the management distinctly stipulates that the regular operation of the colliery shall not be interfered with in order to make a favorable showing upon inspection.

After the inspection has been concluded all the members of the inspection party are the guests of the management at an outing and dinner.

The following are examples of how the comments are made, the number in the parenthesis being the grade awarded upon the basis of 100 as perfection:

Fire appliances: (75) Not in as good shape as they should be.

Boilers: (91) Not nearly so good as last year. Certain points severely criticized by many in the party. The recording chart showed seventy-five pounds pressure, while steam gauges registered eighty. Unusual in boilers of this capacity. It may possibly be due to location of gauges between boilers. Three water gauge glasses out and those in place too dirty to be usable. Conditions should be greatly improved.

Mine workings: (98) Mine deserves very high rating, as mining was being carried on so as to obtain a higher percentage of coal than usual and this is done without squeezes and with a minimum loss of life. This colliery is particularly to be commended for its high showing in the underground operations.

Stable: (85) Poorly ventilated. Not white-washed. Water lacking in troughs. Stable conditions should be greatly improved.

New Harness for Mules.

Editor BLACK DIAMOND:

A new design of harness for mine mules has recently been brought out by J. W. McCabe, stable inspector of the Lehigh Valley Coal Company. This harness gives additional comfort to the mule, is more economical to make, and increases the safety of the mule by shielding the entire crown and the front of the face and eyes, this protection being particularly useful in low coal where the mules are apt to strike the forehead against the roof. The bridle also protects the side of the head above the jaw, which is a particularly vulnerable point, for a mule injured at this point, can not masticate its food and, therefore, declines. Although the same amount of material is used in the new head gear and bridle, the new harness can be made much more quickly than the old by the use of tubular copper rivets instead of hand stitching. The cor-

rectly adjusted collar is also shown fitting tightly about the neck so that it will not sag and is well connected to the hames when the mule lowers his head.

Only one-half of the usual amount of leather is used in the back band, which is also made with



The Mule's Harness

one-fourth the labor; the ends are fitted with triangular irons connecting them to the traces and belly band. These irons replace the reinforced double leather loops, generally used to suspend the traces, and thus save leather and increase the life of the harness. Chain traces are used instead of leather. The breeching is connected to the traces by carrying chains, which



New Mule Headgear.

run slightly forward while the traces hang slack, but when the mule is pulling the carrying chain should hang vertically. The breeching and hip-straps are all smaller than the style formerly used, and in addition to saving a considerable amount of leather, can be made much quicker than the breeching formerly used. STABLE BOSS.

Last Change in Rates.

CLEVELAND OHIO, October 12.—(Special Correspondence.)—Information has been received here to the effect that the Louisville & Nashville Railroad Company has assented to the proposed increased in the differential between the eastern Ohio and West Virginia rates. This road, it was

said, is the only one that had continued to hold out against the advance. The tariffs have been printed and will be filed with the Ohio Public Utilities Commission within a few days, it is said. The eastern Ohio operators held a meeting Monday, when this matter was discussed. Although plans had been made to file a complaint with the commission on that day, if the decision of the roads had not been received, this step was delayed when it was learned that the roads were so close to an agreement. Everything is in readiness, however, and action will follow further delay in filing the tariffs.

The increase on the rates to Cleveland amounts to seven cents per ton and fifteen cents on the rates to Toledo, with proportionate increases to other points. As the Fairmont rate to Cleveland is now \$1.15, the increase will make it \$1.22, while the Pocahontas rate will be \$1.52 instead of \$1.45. The same increase will be made from eastern Kentucky points.

While this increase is not sufficient to equalize the difference in freight and cost of production between the eastern Ohio and West Virginia coals, it will probably place the Ohio product in a better position in relation to the markets.

September Anthracite Output.

The shipments of anthracite in September as compiled by the Anthracite Bureau of Information amounted to 5,518,771 long tons, an increase of 187,940 tons as compared with the previous month, and a decrease of 927,421 tons as compared with September, 1914.

The total shipments for the nine months of 1915, ending with September, have amounted to 47,379,111 tons, as compared with 50,067,581 tons for the same period in 1914, and 51,281,885 tons in 1913.

The decrease of 2,688,470 tons in the shipments from 1914 to 1915 indicates that much of a shortage in the fuel supply for the coming winter, and according to reports from sales agencies and dealers, in the principal markets the shortage is largely in the cellars of domestic consumers who have been less forehanded than customary and have not taken advantage of the summer discounts to provide their winter supply. There is, because of these conditions, excellent reason for the belief that before winter is over something of a fuel famine will be experienced. Domestic consumers who have not stocked their cellars should do so without loss of time. The capacity of the anthracite mines is limited, and it is almost impossible to make up between now and the first of January the deficiency of output due to the small purchases of coal during the past summer.

The promised scarcity of anthracite fuel applies to the steam sizes as well as to the domestic sizes, and a word of warning along this line is opportune. The total tonnage produced during the summer was much below normal, and as the colliery consumption when the mines are working half time is nearly as much as when working full time a larger percentage than normal of the smaller sizes produced has been consumed at the mines. If bituminous coal is scarce and high priced it will tend to increase the demand for anthracite at a time when the supply is inadequate to meet normal requirements. Bituminous coal probably will be scarce, largely because of the shortage of labor at the mines, caused by the exodus of mine workers to the scenes of war in Europe.

It would be well, therefore, for consumers of steam sizes to lay in as much as possible before severe winter weather arrives.

Production figures are:

					Total Shipments—	
September—	1915.*	1914.*	1915.†	1914.‡	1915.	1914.
Philadelphia & Reading R. W.	768,165	969,096	127,553	132,200	895,718	1,101,296
Lehigh Valley R. R.	965,846	1,125,305	127,437	165,022	1,093,283	1,290,327
Central R. R. of New Jersey.	498,009	666,961	128,228	157,643	626,237	824,604
Delaware, Lackawanna & Western R. R.	688,963	758,198	131,477	134,900	820,440	893,098
Delaware & Hudson Co.	604,821	565,646	132,771	82,328	737,592	647,974
Pennsylvania R. R.	388,801	497,042	78,786	78,856	467,587	575,898
Erie R. R.	595,506	597,710	123,245	130,240	718,751	727,950
N. Y., O. & W. R. W.	141,522	165,787	17,641	19,258	159,163	185,045
Totals	4,651,633	5,345,745	867,138	900,447	5,518,771	6,246,192
Year—						
Philadelphia & Reading R. W.	6,988,436	7,754,584	1,007,369	1,114,968	7,995,805	8,869,552
Lehigh Valley R. R.	8,484,652	8,570,553	962,811	980,246	9,447,463	9,550,799
Central R. R. of New Jersey.	4,635,291	5,430,013	1,001,508	1,130,036	5,636,799	6,560,049
Delaware, Lackawanna & Western R. R.	5,696,191	5,959,126	1,095,000	1,179,097	6,791,191	7,138,223
Delaware & Hudson Co.	5,076,386	4,604,377	893,938	750,216	5,970,324	5,354,593
Pennsylvania R. R.	3,581,878	4,078,691	652,031	618,634	4,233,909	4,697,325
Erie R. R.	4,889,892	5,164,721	926,768	1,004,807	5,816,660	6,169,528
N. Y., O. & W. R. W.	1,335,050	1,543,391	151,910	184,121	1,436,960	1,727,512
Totals	40,687,776	43,105,456	6,691,335	6,962,125	47,379,111	50,067,581

COAL ON HAND AT TIDEWATER SHIPPING PORTS.

September 30, 1915	633,338 tons
August 31, 1915	653,496 tons
Decrease	20,158 tons

*Buckwheat No. 1 and larger sizes. †Sizes below buckwheat No. 1.

News Local to Chicago.

Karl Jungbluth, Jr., vice-president of the Harlan Coal Company with headquarters in the Starks Building, Louisville, Ky., was a visitor to the Chicago trade on Tuesday of this week.

E. M. Peters, president of the Hamilton-Otto Coke Company of Hamilton, Ohio, was in Chicago this week to attend a meeting of the coal men and the railroads, relative to a proposed advance on coke to take effect on November 1st.

James F. Callbreath, secretary of the American Mining Congress, will be in Chicago on Monday of next week. It will be recalled that the Congress is to hold a great mining exposition in Chicago at the time of the next annual meeting. One of the purposes of Mr. Callbreath's visit at present is to arrange for the appointment of the committee which will have charge of the exposition a year hence.

Rush C. Butler, the Chicago attorney who has been so much interested in coal cases of late, went down to Springfield on Monday night, where he was one of the principal speakers at the banquet of the Illinois Coal Operators' Association. His theme was the powers of the Federal Trade Commission and the proposal to make an assault on the Sherman Anti-Trust Law. His advice was that the powers on the Trade Commission at present are so large they have not yet been fully tested. He thought it inadvisable to do anything to the Sherman Law until the helpful character of the commission can be ascertained by the further development of powers which Congress has given the commission. He was inclined to advise against the change in the criminal statute since business does not want to appear in the light of advocating that the government grant business the power to do what is now considered a criminal thing. Rather, he thought the law against criminal action should stand to catch those who want to do something which is not contemplated by the helpful plans which the Trade Commission is expected to put into effect.

At the annual meeting of the Illinois Coal Operators' Association, which was held in Springfield, Ill., on Monday and Tuesday of this week, C. M. Moderwell was re-elected president, and as a matter of fact the entire list of officers was re-elected for the ensuing year. Some routine matters were under discussion, among other things being whether the association should continue its affiliation with the American Mining Congress and whether it should conform to the suggestion of the miners that the coal trade attack the Sherman Anti-Trust Law and ask Congress to so modify as to emasculate it. The association without practically any discussion of the matter decided that it wanted to retain its affiliation with the American Mining Congress and an appropriation was voted to pay its share of the expense of the Congress for the ensuing year. On the matter of joining the miners to attack the Sherman Anti-Trust Law, the Association decided to appoint a committee which would meet with the other operators at the Blackstone Hotel in Chicago on Thursday of this week. On Monday night the annual banquet of the association was held, and as customary, it was one of the coal events in Illinois for the year. Mr. Moderwell acted as toastmaster, and the occasion was as felicitous as usual.

Some time ago the international officials of the United Mine Workers of America sent a letter to many of the leading operators in the country and to all of the coal operators' associations, suggesting that the union and the coal operators join in the movement to make an appeal to Congress at its forthcoming session to change the Sherman Anti-Trust Law in such a way as to remove all hindrances to proper combinations in the coal trade when the purpose is not vicious or monopolistic in tendency. There was no way to get the consensus of opinion without a meeting of the representatives from coal operators' associations. Accordingly, on the suggestion of Charles S. Keith, president of the Southwestern Coal Operators' Association, a meeting was held at the Blackstone Hotel in Chicago on Thursday of this week. Mr. Keith and Mr. Fleming represented the Southwestern Coal Operators' Association; Carl Scholz represented the Illinois Association; Hugh Shirkie and J. C. Kolsem represented Indiana; C. B. Ebbert of Chicago was authorized to represent the West Virginia operators and H. C. Adams was there to represent Ohio.

A very important meeting of the Chicago Coal Merchants' Association was held on Tuesday of this week. The purpose of the meeting was to discuss, among other things, the readjustment of

coke rates from by-product and gas-house plants in Central Freight Association territory. Higher rates from Hamilton, Ohio, thirty-five cents, from Indianapolis twenty cents, and from Evansville thirty-five cents and other points to Chicago have been published in tariffs which are to become effective November 1st. This advance is a part of the general readjustment of coke rates which has been under discussion for the last three years. After repeated conferences railroads and the coke people had about agreed, it was supposed, on the plan of action. The Coal Merchants' Association in order to inform the members as to what was in progress asked Mr. Harper of the New York Central Lines and other representatives to be present and explain the situation. Mr. Harper said that the railroads were trying to work out a zone system. They arranged rates which would be fair to everyone. As near as they could arrive at a basis, the railroads had taken into consideration the freight rate paid on the coal from the mines to the coke oven and then the distance from the coke oven to the principal markets to be reached. They had worked out a zone system where they figured that nearly everyone was on an equal basis, not only as far as Chicago is concerned, but all the territory in the west. After an elaborate discussion the association decided to appoint a committee composed of P. C. Richards, of Richards-Evans & Co.; J. L. Makemson, of the Atwill-Makemson Coal & Coke Company, and C. D. Caldwell, of the Solvay Process Company, to discuss the matter and see whether a formal protest by the Chicago Coal Merchants' Association should be made. This committee held a meeting in Chicago on Thursday which was attended by some of the members of coke producing companies.

At the last meeting of the Chicago Coal Merchants' Association, the following new members were added to the list: South Robey Coal Company, William Mensching Coal Company, Vander Wagen Bros., Euwema Coal Company, Cicero Fuel & Building Material Company, V. C. Gardner, Roseland Coal, Wood & Ice Company, John Hargarten Sons, Bunning Coal Company, Peterson Bros., North Side Fuel Company, O. Jay Smith, Windsor Park Coal Company, Circuit Supply Company, E. E. Kendall Company, E. C. Donnellan Lumber Company.

The Switching Case.

Concerning the closing of a famous Chicago case, N. H. Kendall, commissioner of the Chicago Coal Merchants' Association, says:

"Members will recall that during the past three years a great deal has been said at association meetings and a number of general letters issued, relative to the proposed increases in coal rates to industries located on the C. M. & St. P. Ry. in the Chicago switching district, the case being commonly known as the Inner Zone Switching Case. The effective date of the proposed increase was December 15, 1912.

"After deliberation and investigation into the situation, the association filed a protest with the Interstate Commerce Commission against the advances in interstate rates, and with the Railroad and Warehouse Commission of Illinois as to intrastate rates. Both cases were given prompt hearing and commissions were also prompt in rendering their decisions.

"The Interstate Commerce Commission ordered that the advanced tariffs be cancelled, and that the lower rate remain in effect. There was no appeal from this decision on the part of the C. M. & St. P. Ry., and the industries located in the district above mentioned, have been enjoying the lower basis, effecting a saving of approximately seven and one-half to eight cents per ton on their entire interstate tonnage handled during the past three years.

"The Railroad and Warehouse Commission of Illinois also rendered a decision, the substance of which is identical with that of the Interstate Commerce Commission, i. e., that the request for advance in rates be declined. From this decision the C. M. & St. P. Ry. appealed, and after nearly a year the case was tried in the Circuit court of Sangamon county, where the association was again successful.

"The C. M. & St. P. Ry. being given the right, under the law to appeal from this court, did so, and the case was finally handled in the Supreme Court of Illinois some months ago. The association again succeeded in securing a favorable decision.

"The C. M. & St. P. Ry. has advised that it will obey the order of the Railroad and Ware-

house Commission as upheld by the Circuit and Supreme courts, and accept claims for the overcharge which it has been collecting for some time past."

G. H. Lill, Jr., Dies.

Word was received on Thursday that George H. Lill, Jr., of Chicago, had died at 9:30 a. m. that day at Pasadena, Cal., where he has been spending much of his time for the last year or more. Heart failure is given as the cause. He was forty-seven years of age.

"Bert" Lill was one of the best known coal men in Chicago. He was associated for a number of years with his father, George H. Lill, Sr., in the coal business on the north side of Chicago. The corporate name of the concern was the Lill Coal Company.

Then there was formed the Lill-Robinson Coal Company, a large corporation made up of a consolidation of some five different retail companies. Of this Mr. Lill was the vice-president and the executive force.

This company was sold out to the City Fuel Company, which was then its largest competitor. "Bert" Lill went with the larger concern, filling an executive position and being one of the vice-presidents and one of the directors.

Shortly after the Consumers Company was formed Mr. Lill retired from it. He became interested in real estate in Chicago and the west and was quite happy in his new selection. He was so much encouraged by the western prospects that he announced his intention to move there to stay. More recently he was interested in an irrigation project.

Dollar's Worth of Coal.

(Concluded from page 304.)

cents to evaporate the 1,000 pounds of water, with 154 pounds of coal.

This demonstrates the relative value from a price and performance point of view, with Class B showing a trifle more economy than either the lower or higher priced coal.

There are, however, other factors to be considered in determining which is the more economical fuel for the plant to buy. In the first place, the more coal you use the more bin room must be provided and the more material you are obliged to handle. If your plant has been using 100 tons a day of Class A coal and word comes from the big office that expenses must be reduced, you decide to try to buy coal cheaper, or cheaper coal.

Of the Class A coal you handle in 100 tons of coal, and you handle out 10% or 10 tons of ashes, a total of 110 tons of material you are obliged to handle each day.

To evaporate the same amount of water with Class B coal you handle in 110 tons of coal and must dispose of 15.4 tons of ashes, a total handling of 125.4 tons of material.

And with Class C coal you are obliged to handle in 127 tons of coal from which would result at least 18% or 22.86 tons of ashes, making a total of practically 150 tons of material handled.

This means that to use the lower priced coal would necessitate providing for the handling and disposing of 40 tons a day more material, or by using the medium priced coal 15 tons a day more material, than with the use of the high priced coal. It costs money to handle material, whether it is coal or ashes.

Moreover, the decreased wear and tear of the plant equipment, increased efficiency due to satisfied employes, ability to force the plant in emergencies, and still other factors, which while they cannot be measured so accurately as the price and performance, would make it appear that the use of the higher-priced more efficient coal would be the more economical at the range of prices mentioned.

O. W. Gardner, sales manager of the Chesapeake & Ohio Coal & Coke Company, has moved his office from Norfolk to New York, where he is quartered in the general offices of the company in the new Equitable building, No. 120 Broadway. The Norfolk office is still retained to look after shipments and bunkers at that point and at Newport News.

The Island Creek Coal Company produced 214,110 tons last month, as compared with about 220,000 in August and 178,300 tons in July.



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Two Roads to a Goal.

The coal trade is proving again that no cooperative movement among producers ever was or ever will be worth anything unless the men in it commit their convictions to it as well as their word.

The old saying is that no law was ever framed through which an ingenious man could not drive a coach and four if so disposed. Also it is impossible to frame a cooperative movement in such a way to shut both the front and the back door unless the men in it want the back door shut.

By way of illustration, all coal men have been studying carefully of late the cost of producing coal. A majority of them today really know what it is. As they have learned the cost, there is a growing disposition to consider any man an outlaw who sells for less than that cost. No man likes to appear in that light in the trade. So, moral suasion is doing a lot.

Still the itch to take a fling is bothersome. That is, the old habit is strong and coal men will be caught with unsold coal on track which they are tempted to move for less than cost of production. They don't want to be known as that sort of a fellow and they don't want competitors to say the obvious thing about them. So they get the cut price, but arrange to do it without anyone knowing.

What follows tells one new way. The railways today have cars which have a carrying capacity of fifty tons. The operator

is expected to load these to ten per cent more than rated capacity. That allows them to carry fifty-five tons. Many operators have big customers who own scales. They load these cars with all they can contain and then bill them out at merely capacity of fifty-five tons. As a matter of fact, they will hold fifty-seven and one-half, fifty-eight, and, sometimes, sixty tons. The cut in price due to overweight amounts to enough to control the market. The cut is the equivalent of an offer that every fifteenth car will be given away free.

And so it is that unless a coal man has a will to get a price equal to the cost of production for his coal, he can always find a way to cut under that figure. Thus he can get the edge, at least as far as tonnage is concerned, on the man who is trying to fix the cost of production as his minimum price.

Just why anyone should insist upon selling coal for less than cost and why he will go to all the trouble to develop such ingenious ways of doing it, is more than we can understand.

Half-Penny Dishonesty.

We have spoken heretofore about the newspaper practice of creating a sensation by telling only a part of the truth. We have shown that the only known purpose is to sell a few papers at a net price of one-half cent a copy to the publisher.

Recently such a conspicuous example of the right newspaper spirit as *The Chicago Herald*—edited by James Keeley—printed an editorial on the same subject. He cited this case: A member of the school board, after going over his territory carefully, selected a site for a new school house. It happened that he owned a piece of land in that block. Rather than try to sell it to the board, he offered to donate it. When a sensational daily printed the story the offer to donate was not mentioned, but instead it was charged that the site was chosen because this man could sell at a big price. Mr. Keeley exposed this cheap sensationalism and grilled it. For that act of clean journalism will he please consider our subscription perpetual.

The east presents, today, many examples of this half-penny sensationalism. The method is the same—half the truth is made to tell a whole lie. Philadelphia is the home of some of them. Since the anthracite trade is the biggest thing in their territory and since "a shoulder strap always offers a shining mark," it has borne the brunt of their attacks.

The unmoral attitude of such papers is indicated by an article published in the *Philadelphia Public Ledger* one day last week. A short time before, we had written an article on the prospects. We cited the fact that the reduction in anthracite rates would amount on eastern business to approximately \$10,000,000 a year. We said that ordinarily the trade would, through competition, pass this on to the retailers, who in turn would pass it on to the consumers. However, we said, the people bought no anthracite this summer and hence production up to the first of October was short nearly 2,750,000 tons. This would suggest, ordinarily, premium prices through the winter. This year, we believed, the operators would be satisfied to allow the price to remain stable until the first of next April. Thus, the ten million dollar saving in

freight rates will have to be disposed of next spring instead of now. We suggested that the miners will try to get it all for themselves.

The *Public Ledger* instead of giving our reasons for the closing statement—the only decent thing to do—simply published the conclusion. It made a sensation of the "fact" that the operators were planning to absorb for themselves the ten million dollars' saving due to a cut in freight rates. Modern science, with all its skill in such matters, has no instrument minute enough to measure the littleness of a man who will tell that kind of a lie to get a half-penny.

Our esteemed contemporary, edited by Mr. Saward, is sometimes guilty of the same offense. However, he may be excused on the score that he gets six cents a copy instead of a half-penny. His price is higher at least.

For example, not long ago we were arguing for a larger margin of profit and said that if it were only ten cents a ton on coal, the fixed charges would eat up six cents, leaving to those who did all the work and took all the risks only four cents. In order to make a fifty-fifty division between bondholders and stockholders, we showed that the margin would have to be increased to twelve cents and so on.

Rather than permitting the context to explain the conclusion, Friend Saward resorted to the old trick of the half-penny brigade and pounced upon the conclusion only. Scorning this as ridiculous, he asked if anyone had ever heard of a court dividing a bankrupt property between the bondholders and the stockholders on a pro rata basis.

But, whether the offender is a cheap newspaper in Chicago, a warped daily in Philadelphia, or a disappointed trade paper in New York, the practice is the same. The whole system is an imposition upon the public and the whole purpose is to get a little money together by selling misleading information. It is the one thing that is damning the newspaper business. Incidentally it is the principal cause of our social unrest.

A Fleck of Inconsistency.

A business man of Chicago was riding on a street car not long ago. A burly Irishman who sat in the next seat to him started a conversation. The big fellow was about "three sheets in the wind" with bad whiskey; was rolling heavily on the seat and was inclined to talk about every conceivable subject. Finally, he switched to religion and closed that discourse with:

"There is one thing I've noticed. More people today are hating each other for the love of God than for all other reasons together."

That bit of inconsistency—hating each other because of differences of religious opinion—comes pretty near to being typical of the mental warp of the coal trade. Coal men actually are spending their time, their energy, and their ingenuity in devising ways to beat the other fellow by cutting the price below cost of production without letting any one else know anything about it. What they are doing is planning secretly their own financial ruin in order to outdo the other fellow on the score of tonnage.

If the coal men used as much ingenuity to dispose of their coal at a profitable price as they do to increase the tonnage which

is moved at a loss, the coal business would be one of the most wonderful industries in America.

We are going to produce pretty soon, close to 600,000,000 tons of coal a year. If we could get a clear profit of ten cents a ton, it would mean \$60,000,000 a year for the coal operators. If we could get as much as twenty-five cents a ton, it would amount to \$150,000,000 a year.

That mean, if a coal operator produces 1,000,000 tons a year, he could at twenty-five cents a ton get \$250,000 a year as a profit. That would pay him back pretty nearly the whole cost of his top works and development each year.

We are measuring the possible profit only to indicate by contrast what is the present result of misdirected ambition or what it means to use one's skill to cut the price instead of to increase the profit.

Of all the inconsistent things imaginable, the most so is for the coal man to spend his ingenuity on schemes by which secretly he is going to rob himself and those friends who have invested money behind him.

Fruit of Extortion.

The station of the Chicago & Northwestern Railway in Chicago is on one corner, that of the Pennsylvania Railway is diagonally across the street on the other corner. From baggage entrance to baggage entrance is perhaps one hundred yards. The Parmelee Transfer Company, which has a monopoly of such things in Chicago, charges fifty cents for transferring a trunk from one station to another. They can collect it because they have a monopoly. Also, they can explain it by making such a specious pretext as a need to maintain uniformity of price. Still, that does not conceal the fact that any such a charge for any such service is extortion.

One of these fine days, the voice of the people of Chicago and of the patrons of those two railroads will be heard on this subject. And when it is, the comment will not be any more pleasant to hear than have the other public utterances on rebates, stock watering and the like. The railroads will suffer because public opinion will condemn them for having allowed such a thing. The Parmelee Transfer Company will likely be wiped out. When the time of reckoning comes, the world will hear many loud complaints to the effect that the people are unjust to large corporations. We are all hearing much of that sort of thing now.

The point which the complainants will overlook is that the people, if they are unjust, will be so while rebelling against the unjust practices of the company during years. It will be, indeed, merely the transference of the shoe to the other foot.

Another thing which will be overlooked by the complainant is that the Parmelee Transfer Company is nothing more than a glorified express wagon. There is no more divinity in such a wagon with the Parmelee name painted on it, than there is in an ordinary or garden variety of such wagon with no name on it. The ordinary expressman would transfer that trunk for ten cents and make money. Because it is a bigger concern and has more business to do, the Parmelee Company ought to make still more money than the expressman can by doing it for ten cents. But because it has a monopoly—gained only by the connivance

of railway officers—what is a normal charge is multiplied by five. That is extortion.

In this, there is something more than a matter which concerns Chicago and the railroads. Extortion is an unjust charge for a small service. Those of us who are trying to get rich by charging too much for little things want to remember this. If we have an advantage and work it too hard, the people may stand for it while they must, but they will find another way around.

Coal Trade Goats.

The followers of an ancient religion had a custom according to which, once a year, they selected a goat that was without blemish. Then they tied the sins of the whole community to its horns and turned it loose in the wilderness. It was a convenient way the ancients had of getting away from the consequences of past misdeeds.

The coal trade has adopted two goats without blemish and tries to have them wander off into the wilderness with the sins of the whole trade and lose them.

The first goat is the domestic sizes of coal. The goatee, so to speak, is the American householder. The common trade practice is to sin against the mining corporation by selling the steam coal for less than cost of production and then to make up the loss by selling the domestic sizes at an unconscionably high price. In this way operators try to bring up the average. There is only one drawback to that scheme and that is the lame duck kills the live one in the end. That is, cheap prices on steam coal beget cheap prices on domestic and the trade ends in poverty.

The other goat is the "country." That has to pay a high price that the people who live in the larger cities may get their coal at a low cost. Just why the country people should pay part of the coal bill of the city people, we have never been able to figure out. Still that is the practice. There also a lame duck is killing the live one. That is, cheap prices in the city in the end mean also cheap prices in the country. This happens because the jobber buys cheap coal in the city and uses it to undersell the operator in the country. Thus a producer's own coal is his strongest competitor in the country.

If we are going to make the coal trade profitable, we must get away from the idea of making a goat out of any class of buyers or of any section of the country.

Loud Noises.

Some months ago, a convention of coal men was held. When the time came to elect the president, one man arose to deliver a speech. It was one of the kind expected when a prospective president of the United States is to be named.

While the convention was in progress and while the crowd was there to see and to comment, this orator was one of the busiest little bees in America. He wore out the floor of the hotel lobby, his shoes and his clothes while rushing from place to place. He was a whirlwind when he had an audience. When there was no more opportunity to absorb the spot light he packed his grip and went home.

Now it happens that this hustler lives in a town where twenty other dealers are trying to sell coal. He is the only one of the

whole lot who is a member of that organization. And, he persistently refuses to do anything to persuade any of the other nineteen to join. When any movement for trade betterment is proposed, he refuses to take any part in it if it means any additional work for him. This man is one of the "loud noises" of business.

We have quite a number of such men in the coal trade, unfortunately. Indeed, if we were familiar with other lines of business, we would probably find the same thing true generally. Many men love to talk but they do hate to work.

The favorite line of action of such men is to sit in a convention and make speeches in which they recommend that something be done. They sit in their offices and write letters telling what the other fellow ought to do. But, when it comes to doing it they always ask to be excused or disappear. They are never found on the firing line themselves.

Seeing this propensity, we are disposed to recommend that, in future, the coal trade refuse to allow any man to announce a program unless he is willing to be the first in line to help carry it out.

Near Sighted Thinking.

Many men have analyzed the coal trade to try to find what is the matter with it. Many things have been found to be wrong, but perhaps the biggest difficulty of them all has been overlooked. That is, we have all been guilty of near sighted thinking in respect to the coal business.

For example, when it comes to putting money into a coal mine, nearly everyone can become eloquent while telling why it should go in. They know how to get it in. They know many ways in which to employ it when it is there. But, that is about as far as they go. Very few people have ever stopped to think seriously how that money is going to be gotten out again. That is, the coal enthusiast can see the investment, but does not try to see the return. They never reckon on all the circumstances which might and indeed must arise. As a consequence, we adopt perfectly idiotic plans and actually invest real money behind them when even a little careful thinking would have proved that the plan could not possibly win.

This is a time when a great many associations of business men are being formed. These associations have every conceivable purpose. The secret of them all, however, is self-interest. That self-interest, of course, finds its root in the primary instinct of self-preservation. But most of us, when talking in the abstract about self-interest do not see the lead which makes it synonymous with self-preservation. Therefore we gloss over self-interest when talking about our associations and go ahead spending money on an idealistic program that is no good unless it can carry through for a number of years. Then comes the crucial hour when the instinct of self-preservation dominates some member of the association. He doesn't act voluntarily. He goes to his goal goaded by a passion which he does not understand any more than he understands his own life. He cannot master it because it is grounded in everything that lives.

No association is properly formed unless it has thought ahead to that time and has provided against it.

Facts Which Determine Our Export Prospects.

The Export Situation.

The export coal trade is suffering from a lack of vessels. While shipments so far this month have not fallen off so very radically, it is anticipated that there will be a marked decrease before the end of the month as compared with former record months, due to the lack of tonnage. Some of the big exporting companies say that if vessels under charter to arrive this month report, that their shipments will show up fairly large. On the other hand there have been a number of cancellations of Greek steamers and many vessels that formerly offered for coal, have been drawn into the grain and miscellaneous goods trade because of the attractive rates offering.

The record of charters for coal made during the past week show only three fixtures. Some charters were said to have been made privately that do not show in the daily publication of fixtures.

While vessels are offering to the west coast of Italy at 55s and 60s, it is said that coal men will not pay these rates at the present time, except under most urgent call. It appears that vessel owners are seeking around to get the most attractive charters, and some of the coal shippers are inclined to believe that they will weaken on their rates unless the dearth of vessels makes it possible for them to maintain the quotations that they put out during the past week.

Coal is in ample supply at Hampton Roads, and \$2.85 per ton is the prevailing price on New River and Pocahontas.

Some of the gas coal shippers who ship into export markets are said to have withdrawn quotations because of the better domestic business that is taking their full production at the moment.

Coal Situation in Wales.

Concerning the recent withdrawal of Greek tramp steamers from the general trade, the *Liverpool Journal of Commerce* in its issue of October 1 has the following Cardiff correspondence:

"Exceptional inactivity characterized the coal trade this week, the market being completely upset as a consequence of the scarcity of vessels accentuated by the Greek government requisitioning all Greek steamers. The tonnage position was unsatisfactory before the Greek order was given, and the holding up of all the Greek vessels in the docks caused a most severe dislocation of business. With a vast amount of tonnage taken off the market by the admiralty authorities, exporters for some months past have had to rely to a large extent upon Greek vessels. Probably no other port in the kingdom was affected to a greater degree than Cardiff by the order from the Greek embassy, and it came as an unpleasant surprise to coal exporters to realize the extent to which they were dependent upon Greek tonnage for the carriage of coals to the Mediterranean. The trade between the Welsh ports and the Mediterranean has been largely in the hands of Greek shipowners, quite 50 per cent of the voyages to the Mediterranean being made in Greek boats.

"The order was issued on Monday, and vessels which were practically ready to load had orders to immediately proceed to Piraeus. Vessels which were partly loaded had to discharge their cargo and proceed, whilst all charters were cancelled. One large exporting firm had arranged for the loading of twenty-eight Greek steamers during the next three weeks, and consequently their arrangements were hopelessly disorganized. About twenty-four vessels were affected in the ports of Cardiff, Barry and Newport. Consequently, shippers found themselves in a most awkward predicament, and collieries found difficulty in keeping their pits going, owing to the pronounced scarcity of tonnage and the increasing stocks of coal. Merchants made representations to the Greek authorities, with the result that vessels which were already loaded were permitted to sail, provided their destination was the Mediterranean. This concession in no wise alleviated the general position for a large amount of Greek tonnage was anticipated to arrive this week.

"The effect upon the coal market was most pronounced. Collieries were anxiously looking forward to increased supplies of vessels arriving this week in order to clear their heavy standing stocks. For since the miners' wages agreement has been signed, production has been made upon a heavy scale, and with no increase in the demand

supplies of free coals accumulated. Greece had last year 433 steamers of 892,990 gross tons, but at the present time probably has over 940,000 gross tons of steam shipping, several second hand boats having been bought since the war and the period of high freight rates. Quite the largest proportion of the tramp steamer class of Greece's mercantile marine has been trading between the Welsh ports and the Mediterranean, and the removal of this tonnage is likely to have a considerable effect upon the Welsh coal trade. At the present time colliery stoppages are inevitable, for a vast amount of coal is now held up in wagons—and wagons are extremely scarce. Each day since the opening of the week, therefore witnessed sharp declines in the prices of coals. New business was practically at a standstill, inquiries were few, and the outlook most uncertain. Values were difficult, if not impossible to range and depended wholly upon the individual circumstances of each colliery. Sellers had no idea as to how soon they would be in difficulties in the endeavor to keep their collieries going. Values were never so irregular, and buyers who were fortunate enough to be in position to command prompt tonnage could get on at shillings below the prices quoted this last week. Ordinary second Admiralty coals which were quoted at around about 22s, could be had in place, for 20s, whilst 19s 6d. was reported as paid for a prompt lot."

Costa Rica Coal Trade.

The American consul at Port Limon, Costa Rica, writes THE BLACK DIAMOND under date of September 29, 1915, as follows:

"The quantity of coal used here per annum is about 50,000 tons, that it is all imported from Baltimore in chartered steamships by the Northern Railway Company of Costa Rica.

"There have been no improvements made to the docks and discharging equipment during the past year and it generally takes a ship about one week to discharge a cargo of 4,000 tons.

"The European war has had no effect on the coal trade here, as it is only used for the railway shops and locomotives, and none of those have closed, or retired from the service."

Reading Bituminous Movement.

Shipments of bituminous coal over the Philadelphia & Reading Railway, for August, were 1,521,727 tons. The monthly tonnages have been as follows:

	1915.	1914.	1913.	1912.
January	1,295,959	1,530,088	1,624,294	1,088,679
February	1,137,983	1,259,151	1,404,176	1,174,856
March	1,405,337	1,661,769	1,469,633	1,532,204
April	1,298,169	1,170,550	1,358,002	1,416,019
May	1,349,795	1,101,288	1,393,670	1,449,126
June	1,395,226	1,230,022	1,293,971	1,141,479
July	1,415,515	1,274,944	1,353,084	1,152,236
August	1,521,727	1,349,816	1,488,260	1,145,644
September		1,349,439	1,455,660	1,184,549
October		1,355,519	1,519,473	1,259,669
November		1,181,162	1,401,414	1,251,337
December		1,280,646	1,564,340	1,330,643

French Coal Output in 1914.

[Commercial Attaché C. W. A. Veditz, Paris, Sept. 10.]

French coal production in 1914 amounted to 29,786,505 metric tons, compared with 40,843,618 tons in 1913. The coal output for the first half of 1914 amounted to more than half of the total production for the year 1913. The detailed figures for the coal mining regions of France are as follows for 1913 and 1914:

Coal Basins—	1913.	1914.
Nord and Pas-de-Calais	27,389,307	17,800,308
Loire and Haute-Loire	3,966,618	3,487,644
Gard and Hérault	2,332,091	2,045,378
Tarn and Aveyron	1,974,804	1,810,466
Isère	362,662	317,351
Saône-et-Loire	2,210,091	2,048,200
Bouches-du-Rhône	694,054	619,313
All other	1,913,991	1,657,845
Total	40,843,618	29,786,505

In 1914 France imported from Great Britain 10,759,058 tons of coal, 18,883 tons of coke and 116,549 tons of manufactured fuel (agglomérés).

Foreign Freight Rates.

W. W. Battie & Co.'s Produce Exchange, New York, report as follows under date of October 11:

We chartered a large number of steamers for export coal during the past week, but we are not reporting any of these fixtures. The last charters for grain to Italian ports were at 66s and shippers are endeavoring to secure concessions in this rate, but this far without success. There

have been no charters for Italian coal since our last report, as shippers are not inclined to meet owners' views. Coal rates to Brazil and to the Plate are very firm, and it is reported that a steamer has been chartered to load coal at Virginia for Rio at 40s, which rather surprises us, as we have steamers willing to accept a lower figure. We understand that some remarkably high rates have been paid from Cardiff to the Plate.

West Indian freights are firm and advancing.

We would quote freight rates on coal by steamer as follows:

West Coast of Italy	55s to 60s
Marseilles	50s to 55s
Barcelona or other good Spanish port.	48s to 53s
(Spanish dues for account of cargo.)	
Note: Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge 1s per net register ton per day demurrage."	
Montevideo	36s to 40s
Buenos Aires or La Plata	37s to 40s
Rosario	38s to 42s
Rio de Janeiro	36s to 38s
Santos (consignees paying docas dues)	36s to 38s
Valparaiso or Callao, about	\$7.50
Havana	2.50@3.00
Cardenas or Sagua	2.75@3.25
Cienfuegos	3.00@3.50
Port of Spain, Trinidad	3.75@4.00
St. Lucia	3.50@3.75
St. Thomas	3.25@3.50
Barbados	3.75@4.00
Kingston	3.00@3.25
Curacao, and p. c.	3.25@3.50
Santiago	3.25@3.50
Guantanamo	3.25@3.50
Demerara	6.00@6.50
Bermuda	3.00@3.25
Vera Cruz, about	5.50
Tampico, about	6.50

Recent Coal Freight Charters.

Steamer Plymouth, a Virginia port or Baltimore to Mediterranean, 7,000 tons coal, p. t.

Steamer Ulrik Holm (Dan.), Philadelphia to Port Barrias, coal, p. t.

Steamer Brampton (Br.), Philadelphia to Italy, coal, p. t.

Export Trade Briefs.

The Cardiff correspondent of the *Liverpool Journal of Commerce*, says: "The season when large contracts are arranged for delivery over six, nine and twelve months ahead, has now practically arrived. Very little business has so far been reported and the majority of collieries were disinclined to quote for delivery over long periods ahead during the present uncertainty. Further details are to hand with respect to the Paris, Lyons & Mediterranean Railway contract for 400,000 tons of small coals. Messrs. Pyman, Watson, Franklin, Thomas & Co., the Federated Coal & Shipping Company, and Tabb & Burlitson, have secured 100,000 tons each at a price which leaves fifteen shillings to eighteen shillings for the coal. The authorities have stipulated upon an ash percentage of nine per cent. In addition 45,000 tons of through coals has been placed with Messrs C. L. Clay, shipment at Port Talbot, whilst large supplies of patent fuel have been contracted for, particulars of which are given below. The Paris & Orleans Railways have placed orders with South Wales, Yorkshire and Newcastle firms for supplies over next year, but particulars were hard to secure. For some time South Wales coal owners have been endeavoring to reduce the periods of credit so as to come into line with the practice which obtains in other districts. The subject is one which has engaged the attention of the Cardiff Chamber of Commerce for some time before the outbreak of war, and opinions on the advisability of shortening the credit are most wide. At a meeting of colliery owners held on Wednesday it was decided that 'notice be given that for all contracts and sales of coals entered into on and after the first day of January, 1916, the terms of payment will be net cash at fourteen days or cash against invoice less one-quarter per cent at the option of the seller.' This means that buyers have to pay cash in a fortnight instead of in a month as at present obtains. At a discussion on the subject by the members of the Cardiff Chamber of Commerce last month a resolution was passed that members considered the time inopportune for such a change, and asked the coal owners to reconsider the matter. The coal owners at Wednesday's meeting decided to adhere to the new terms which will be put into operation at the commencement of next year."

The Danish navy has recently received 2,600 tons of American steam coal from the Atlantic coast. This shipment is an experiment, and if the coal equals the Welsh coal in its steaming qualities and present conditions continue in England more business may be expected. The coal was laid down in Copenhagen c. i. f. at about fifty-five shillings (\$13.38) per ton.

General Review.

The Trade Is Encouraged by Larger Orders and by Better Prices Generally.

A little something in the tone of the market reports for this week indicates that the trade is taking seriously the reports of better business conditions. The reports reflect this improved sentiment. Heretofore, the reports have been hopeful enough, but they have not been quite convincing. This week they are all quite genuine.

There has been the matter of a car shortage. For two months the trade has been talking about such a possibility, but no one was quite ready to believe it possible. This week West Virginia has known it is a reality. There was coal to move to the east, to tidewater and to the west, but the railroads were able to give only a fifty per cent supply. Also, in the west, the first real suggestion of a shortage is beginning to appear.

In the matter of demand for steam coal the situation has also been encouraging. Up to now the steam trade has been just fairly active. The factories which were filling orders for war munitions have been buying coal, but the general run of businesses has not been working to normal time. This last week one gets the impression that business has really started up with something like old time vigor. At least every section reports a good demand for the steam sizes. Even in the west, where business has not been very brisk, the better demand for screenings moved the price up about five cents a ton. This came after a sale ranging close to 75,000 tons had removed the free coal from the market.

An indication in the same general direction is the present trend in the coke market. This week the price moved up a dime easily, even in the outlying districts. So long as the demand for coke was mainly in the Pittsburgh district the upturn in demand and price was of no particular significance; it was supposed to result directly from the making of war material by the steel mills. However, the price is advancing even west of Chicago. This shows that the foundries through that territory are using all of the coke made at home and are buying some from the eastern ovens.

The weather, naturally, has had some influence. This has not been uniform, but pretty generally the temperatures have been low enough to make a fire quite comfortable. Since the householders were notoriously unprepared for the winter, in the matter of fuel supply, the change in climatic conditions brought an instant demand for coal upon the wholesalers and producers.

The small production of anthracite up to October 1st is assuming an alarming aspect. Figuring for the calendar year, the production up to that date was nearly 2,750,000 tons short of that of last year. This means, in the main, that the people had no coal held over from last year and have not stocked anything like the normal amounts for this year. The shortage in this direction, complicated by a growing shortage of cars, may prove serious for some of those who have been depending upon that coal.

The one district of the country that is causing general uneasiness in coal circles is the northwest. There the people have been indifferent to their coal supply. The docks, disappointed in last year's business, have not followed an aggressive campaign for this season. Also, the railroads are just now beginning a quite belated movement of grain to the market. Everything threatens to combine to limit the supply of coal moving into that territory. If the weather should continue mild the northwest situation may be comfortable. But no coal man is willing to vouch for the outcome if the winter should prove severe.

The financial situation, generally, seems to be much improved. The banks not only have money to lend but, what is more to the point, they are getting the courage to lend it. This is one thing that is helping business generally. Another result is that collections are easier, since business men can pay out their money instead of being forced to use it to do their own financing.

These things explain the concrete development in the trade, which is that prices are stronger and the operators have a larger volume of business.

Contracts for 62,500 tons of steel rails for quick delivery have been let by the Baltimore & Ohio Railroad to the Maryland Steel Company, the Cambria Steel Company, the Carnegie Steel Company and the Illinois Steel Company.

Chicago Market.

Weakness in Screenings Disappears and the Market All Told Is Stronger.

Office of THE BLACK DIAMOND,
CHICAGO, October 14.

The biggest influence on the Chicago market this week is the removal of any suggestion of weakness from the fine coal market. Two factors have been pulling in opposite directions for the last month or so with the result that prices have fluctuated rather widely and the general disposition of the market was soft. That is, the large buyers of screenings have, of course, been busy trying to bear the market and they have been aided by the number of brokers who have sold screenings short. The resultant situation was rather trying to the operators who were trying to hold domestic prices at a moderate level and still bring the screenings prices up to a point where the mine run price would average a profit. A very careful survey of the situation was made this week. Those who were long on screenings made some big sales to others who were short and in this way something like sixty to seventy-five thousand tons of fine coal was taken off the market.

Anthracite coal has improved quite a good deal in demand within the last week. Dealers apparently are impressed by the fact that production up to the first of October is short practically 2,750,000 tons. There is small hope that this can be made up by the first of January. There is a likelihood of shortage and this is causing the retailers to supply themselves while they can.

In smokeless coal the car situation is the principal factor. Reports from West Virginia are that the leading railroads there are able to supply only fifty per cent of the cars demanded. This is making a very definite shortage of coal in the east and especially in the west. The eastern demand is arbitrary and therefore must be supplied. The operators have an option of selling coal in the west, but are not selling it and naturally the west is experiencing the greater part of the shortage. There is no great need for that coal just now, but the supply is short of what the need is. If the demand should by reason of a change in the weather become normal for this time of year, the coal would very quickly go to premium prices.

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.45	\$1.40
Lump and egg.....	4.30	2.25

The car shortage in Somerset county is not so severe as that in West Virginia, but still it is a factor and as a consequence, much of the weakness in the market noted heretofore in spots, has disappeared among the small producers. The larger concerns are holding firmly to circular price of mine run at \$1.40 and lump and egg from \$2.10 to \$2.25. The prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30@3.40	\$1.25@1.40
Lump and egg.....	3.80@4.30	1.75@2.25

The Hocking market, after the recent lull, has picked up again and is now almost as strong as it was the latter part of September. The demand is steady and in good volume, but nothing spectacular or extraordinary. Nearly all of the producers have abandoned the lower price and are now holding for \$1.75 at the mines. The prices up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.40	\$1.75

The splint market is about as it was. The mines have a good demand in the east and are short of cars. For that reason they are holding firm for circular price of \$1.50 to \$1.60. In the west, however, the docks are not bothered by a car shortage and have a great deal of coal on hand.

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.15@3.40	\$1.25@1.50

The eastern Kentucky situation is getting a little stronger. The mines are having some difficulty with labor which shortens the supply a little. However, possible production is so enormous it demands a lively market all the time to absorb it. Even so, the bottom price is perhaps \$1.75 while some of the best known coals are commanding \$2.00 to \$2.25.

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump.....	\$3.65@4.15	\$1.75@2.25
Egg.....	3.25@3.75	1.35@1.85

Franklin county operators have been having a good steady demand for domestic coal within the last week. For a time the latter part of last week there was an accumulation of unsold coal and this required some of the mines to shut down for a day or so. By the first part of this week, the accumulation was cleaned up to today the mines were running up to about seventy-five per cent of capacity. The screenings market for a time was rather inclined to be soft, first because it was under great pressure by the buyers and second, because the supply was increased due to the larger production of lump. The market is now firm, with prices quoted at a minimum of fifty cents in the city and a minimum of sixty cents in the country. Prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.80	\$1.75
Egg.....	2.80	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.45	1.40
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.55@1.65	.50@.60

Williamson county market is not quite so strong as it was last week. The weather has interfered with the free movement of coal. Even so, the larger producers are holding firmly for \$1.75 because they have enough business on their books to keep them running for another two weeks. Some of the smaller producers are moving lively to make sales, but so far have not been forced to shave the price. Fine coal has been moving a little better. The market up to Thursday was:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.65@2.80	\$1.60@1.75
Egg.....	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

With the exception of a few cars now and then from one of the producers the Saline county operators are out of the screenings market for sixty days. They have sold up their output on contract. This strengthens the market up to a minimum of sixty cents. The other steam preparations have been practically unchanged as to price, the demand being fair. Lump coal has been moving in satisfactory volume. The prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15
Screenings.....	1.65	.60
1½-inch lump.....	2.35	1.30

The market on central Illinois screenings has been fairly firm at forty cents within the last week with a tendency towards higher prices. The stiffening up of the southern Illinois market helped the central field materially. Sangamon county domestic coal has been firm at \$1.75. Prices up to Thursday were:

Central Illinois—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.47	\$1.65
Egg.....	2.32@2.47	1.50@1.65
Nut.....	2.47	1.65
Mine run.....	1.87	1.05
Screenings.....	1.22	.40

Not very many Knox county screenings have been coming into this market, most of them being sold on contract for much higher prices in the home territory. Such as come in here are commanding sixty-five to seventy cents. Prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump.....	\$2.37	\$1.50
Egg.....	2.37	1.50
Mine run.....	1.87	1.05
Screenings.....	1.52	.65

The Clinton field has had a fair demand for domestic coal at prices ranging between \$1.65 and \$1.75 and the market for screenings has improved somewhat, being in the neighborhood of fifty to fifty-five cents. The prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut.....	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.27@1.32	.50@.55

The coke market has been a little stronger. The by-product foundry advanced about ten to fifteen cents and the domestic sizes strengthened up at least ten cents a ton. Gas house is on the average about ten cents higher than it was. The prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville.....	\$4.85@5.00
By-product, foundry.....	5.00@5.25
By-product, egg and stove.....	4.75
By-product, nut.....	4.75
Gas house.....	4.00@4.10

Pittsburgh Trade.

Steam Coal Is Moving Freely on Contract and the Demand for Slack Is Heavier.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., October 14.

Generally speaking, it seems entirely safe to say that the coal and coke market has an excellent tone, and is in a far better condition than it has experienced for months past. The week just gone has shown a tendency toward higher prices, and marked advances have been made in many instances on spot sales.

Specifically, shipments on contract have largely increased, the demand of munition-making plants making it pretty hard for operators to keep the pace desired. At the same time domestic demand has been steadily broadening for industrial consumption and colder weather has added an impetus to the retail business that the local trade are very glad to see.

The cry for slack, of any or all grades is heard far and wide—the fact that the large demand is for mine run makes slack a scarce commodity. New stoking methods have largely increased this demand and a number of plants, including the Westinghouse electric interests, are making broad inquiry for anything obtainable, gas or steam of whatever grade. The car question is becoming more and more a factor, and a shortage of labor at many points assuming a serious phase, and this is a hard case to diagnose, for where a mine has its full quota today, a disinclination to work is shown by many, and they drop off here and there without warning, knowing they can easily get work again when so inclined, and it is very hard for operators to control such a situation, and with the outlook ahead for an unprecedented demand, as domestic business continues to expand there is a situation developing that will call for wise manipulation.

The lake trade continues to be a disappointment so far as new business is concerned, but shipping orders on contract are increasing materially as time becomes more limited. As to quotations, today's figures might be quoted as follows, f. o. b. mines:

Slack—when it can be had.....	\$0.80@1.00
Mine run of various grades.....	1.20@1.40
Three-quarter, screened.....	1.30@1.50
Five-quarter, screened.....	1.40@1.60

For early 1916 shipment quotations are not very clearly established, but some higher marks than here stated have been made, although no extended deliveries have been booked—most of the larger concerns being covered up to April 1st.

The Crucible Steel Company closed with the Keystone Coal & Coke Company, the present week for one year supply of Mine Run for one of their eastern plants, amounting to about 40,000 tons Westmoreland gas coal at an advance over present figures, and the general report is that stiffening prices are being obtained on all grades of coal.

Coke holds its own, though furnaces do not seem to be jumping over themselves to place orders for future supply. One good contract closed the past week by the Consolidated Coke Company, Pittsburgh, for the first half of 1916, brought \$2.35. Spot furnace can be had for almost anywhere from \$1.75 to \$2.00, price being largely governed by necessity on either side. November and December delivery would possibly hold to \$2.00 to \$2.25 subject to the same conditions. Announcement was made Monday by the H. C. Frick Coke Company that five hundred additional coke ovens were fired last week. At Bitner, where the plant has been idle for more than a year, two hundred or three hundred ovens have been blown in. It was stated that the H. C. Frick Company is running eighty-five per cent capacity, working full time, six days a week. This week seven hundred and fifty additional coke ovens will be fired in eighteen plants and the company will run ninety per cent of capacity.

The demand for foundry coke is not so pronounced. The activities of the foundry trade have not increased as has that of the steel mills. While in some branches of the trade, and in some districts, foundries are running full capacity, largely on special work, others are not so fortunate and the average, it is said, is not over sixty-five per cent of capacity basis.

The pig iron market has been generally quiet. Most sellers are pretty well covered for their capacities over the remainder of the year and are not disposed to sell very heavily for extended delivery. In the majority of grades prices have

been stationary, but show a marked firmness, and coke is in many instances being sold on the sliding scale basis, regulated by the price of pig iron, and little disposition being shown to sell far into 1916.

Pittsburgh News Items.

A charter has been granted the Pittsburgh Coal Land Company. Capital, \$200,000. Treasurer, William Miller, 7225 Meade street, Pittsburgh, Pa. Incorporators: M. H. Taylor, Erie, Pa.; W. K. Field, Columbus, Ohio; F. M. Wallace, Erie, Pa.; J. A. Donaldson, Emsworth, Pa., and J. B. L. Hornberger, Pittsburgh, Pa.

In the Pittsburgh district more than nine hundred by-product ovens have been completed recently or are in course of construction, at an aggregate cost of \$15,720,000. It was stated yesterday that the by-product ovens specified will, when all are completed, consume about 13,000 tons of coal daily.

The Frick Coke Company will fire 780 additional coke ovens this week. The plants to be put in action include the Adelaide, Brinkerton, Buffington, Calumet, Continental, Continental No. 2, Continental No. 3, Dorothy, Hecla, Kyle, Marguerite, Standard, United, York Run, Hostetter, Whitney, Leisenring No. 2, Lemont and Bitner.

Charles L. Doyle, 2126 Oliver building, Pittsburgh, has been made salesmanager for the Consolidated Coke Company, the product of which was formerly sold by the Pickands-Magee Company, with which he was identified, the Pickands-Magee Company practically retiring from the field.

Work has been started at the LaBelle Mine No. 4, of the West Virginia-Pittsburgh Coal Company, near Wellsburg, W. Va., on a steel tippie which is being erected to take the place of the wooden structure now in use. The work at the present time is being done at the part of the tippie that crosses the tracks of the Pan-Handle traction lines. It will be joined to some steel structural work that was done at the tippie some time ago. The tippie at the Gilchrist Mines No. 3 and the Locust Grove Mines of the same company have been improved in the same way.

St. Louis Trade.

ST. LOUIS, Mo., October 13.—(*Special Correspondence*.)—Buying on domestic coal has been very heavy in spite of the fact that the weather has been unusually warm for this season of the year. This indicates that our prediction made during the summer months that consumers were not buying coal and would therefore buy with a rush later on is coming true.

The coal yards claim that their business has been so heavy that they have had great difficulty in making deliveries. In fact it is a Godsend that the weather has been very mild, because had it been cold the coal yards would have been absolutely swamped and unable to cope with the situation.

The demand for car load coal has been very pleasing and very steady on all domestic sizes. A slight car shortage has developed on several railroads, though nothing serious. In view of the tremendous movement of domestic coal, screenings and steam sizes have held up very well. A slight drop of five cents a ton has been noticed this last week on screenings and nut.

Standard coal is moving well. Price on lump has come up a little bit and the month gives promise of growing better as it gets older.

The current prices are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal		
6-inch lump.....	\$1.30	\$1.87½
6x3-inch egg.....	1.25	1.82½
2-inch lump.....	1.05	1.62½
Steam egg.....	.90	1.47½
No. 1 nut.....	1.15	1.72½
No. 2 nut.....	.80	1.37½
Mine run.....	.85	1.42½
Screenings.....	.40	.97½

Stanton and Mt. Olive coals are all moving well. Dealers have all they can do locally and quite a tonnage is going north.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.....	\$1.50	\$2.07½
2-inch lump.....	1.25	1.82½
Screenings.....	.40	.97½

Williamson county coals are stiffening up in price. Egg, which was dragging considerably last month, is now moving much better. Prices on the higher grades of coal remain about the same. The mines, which were making liberal concessions ten days ago, are now holding very close to the circular.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.....	1.60@1.75	2.22½@2.47½
3x2-inch nut.....	1.50@1.75	2.32½@2.47½
Screenings.....	.50	1.22½

Franklin county coals are moving very well. All sizes are now moving freely. Egg is in good demand and also No. 1 nut.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.....	\$1.75	\$2.47½
No. 2 stove.....	1.40	2.12½
Screenings.....	.60	1.32½

The demand on anthracite is very good. Chestnut is now getting quite short.

	F. O. B. St. Louis.
Anthracite—	
Chestnut.....	\$7.55
Stove or egg.....	7.30
Grate.....	7.05
Smokeless—	
Lump or egg.....	\$2.25
Gas House Coke—	
Gas house coke.....	\$4.75
By-product coke (all sizes).....	\$4.25
	4.50

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

Duluth Trade.

DULUTH, MINN., October 14.—(*Special Correspondence*.)—The only coal company having general headquarters at the Head of the Lakes is not a price-cutter, according to the officials. This statement was made in reply to an article in THE BLACK DIAMOND, issue before last. The company does not want its name mentioned, but in view of the fact that it is the only coal company with headquarters here it might as well be. However, its officials declare that it does not cut prices, and where it cannot get business without that expedient it passes up the business—in every instance, is the declaration.

The Lehigh Valley Coal Company, chief dealers in anthracite coal at the Head of the Lakes, has leased the property and equipment of the Sunday Creek Coal Company on the Superior side of the bay, and is using the docks of the latter company for storing hard coal. The Sunday Creek Company, an Ohio concern, suspended business here because of the rate trouble in which it is involved in Ohio, and has been reducing its stocks all summer. The stocks were virtually cleaned up when the lease to the Lehigh Valley was made. Just how long the lease extends neither Supt. Emmert of the Lehigh Valley or Supt. O'Neill of the Sunday Creek will say; but a good deal of hard coal is being piled up on the docks. These docks formerly belonged to the old St. Paul & Western Coal Company.

Business in hard coal has hardly started yet, although many more orders have been received to date than at the same time last year. Inquiry is liberal, however, and it is generally expected that by the end of this month shipments will become heavier and will increase from then on.

The docks on both sides of the bay are pretty well filled up with soft coal now, despite the fact that receipts have fallen off of late, and coal dock superintendents declare that they are in excellent position for a heavy winter of shipment. Shipments have grown immensely during the last month is the general statement. Figures showing the actual shipments during September will not be available before next week, but it is expected that they will show a generous increase over the month last year.

The steamer J. J. McWilliams came to this port yesterday with a cargo of coal, but was immediately ordered to take the cargo to Fort William. Whether the McWilliams came here because of a mistake in orders received at the Sault or was diverted to fill a need at the Canadian port could not be learned.

The steamer James B. Neilson, upbound with coal for the Duluth, Missabe & Northern Railroad Company's dock, ran on the rocks at Point Isabel, Lake Superior, last Friday night in a heavy snowstorm. Tuesday her hold filled and her stern sank in eighteen feet of water. The wrecker, Favorite, is at work on her and expects to bring the steamer into port in a few days.

Probabilities of many more cargoes of coal coming up this season are even more remote than a short time ago, for the reason that rates on ore and coal have climbed to a point where they are prohibitive of coal carrying. Only contract cargoes will come, for with the grain rate at five and five and one-half cents, and ore shippers bidding as high as \$1.30 for wild boats, coal stands very little chance, and the dealers are indifferent anyway.

Cincinnati Trade.

A Change of Climatic Conditions Has Given Added Vim to the Domestic Market.

CINCINNATI, OHIO, October 14.—(*Special Correspondence.*)—With a little more frost in the atmosphere and indications of a somewhat early winter season, punch and vim have been ejected into the coal situation in this district and coal operators and dealers are a little more cheerful. Scarcity of labor, which is becoming more and more apparent, together with a most stringent condition of car service, have combined, exactly as has been prophesied, to alarm the laggard dealers and to cause a rush of orders which cannot possibly be filled. Every mail is filled with orders for coal of all grades and kinds, from one car to fifty cars, accompanied by an insistent note that the party giving the order desires prompt delivery and no questions asked as to price, in reason. Some of the companies, notably the Chesapeake & Ohio Coal & Coke Company, have had printed a form letter calling attention to the predictions of the firm, some time ago, that the situation now here was on the road, and announcing that it would be impossible to fill orders under from ten days to four weeks. This situation, which is repeated with more or less aggravating features by almost every firm in this territory, has caused quite a commotion among unprotected retail dealers.

On the other hand those who have contracts are sitting easy while the operators are sweating and toiling to get, at least reasonable, delivery, but the great majority of operations are behind on delivery from five to fifteen days. Most of the operations are running in periods of half a day; perhaps, a full day once in a while and to a total of from two to four days per week, with even that situation embarrassed by a scarcity of labor. One operation has engaged a number of negro laborers who are trying to learn the business of mining and delivering coal. It is reported as not being popular with many of them, but they are doing fairly well. Most of the skilled mechanics in the outside forces have gone to cities where opportunities exist to engage in manufacture of war munitions at much better wages and where they can enjoy the privileges of amusement in the cities. This cuts much more of a figure than at first would seem possible, people generally being of the opinion that the draft of men from the mines for service in the parent country at war, accounts for the heavy depletion of mining forces.

While the above statement of facts is true of West Virginia, it is also true of Kentucky, but to a somewhat lesser extent. In that field there has been a better situation for some time as to demand for product. Along the Louisville & Nashville Railway the mines are in good shape generally. All high grade coals are bringing for October delivery, \$2, with the possible production sold up for two months, or about December 10. Washed egg is going as fast as manufactured at \$1.75, and washed nut at \$1.60. Spot nut and slack goes at better than eighty cents and contract has risen to eighty-five and ninety cents. Very little cheap coal is in the market of either the West Virginia or the Kentucky product, jobbers gradually retiring from the handling of inferior products and being unable to get their requirements of the superior grades. Tracks are pretty well cleared up, especially on nut and slack which have grown somewhat under demand and which, two months ago, could have been bought in almost any bulk at forty and fifty cents and perhaps lower. Now nut and slack are firm at sixty-five and seventy-five cents, and must be brought from the mines at that.

Monday morning the Wyatt Coal Company added ten cents to the prices of their products, quoting Main Island block of the West Virginia fields at \$1.85; egg for domestic use, \$1.25, for steam purposes \$1.20; nut and slack, seventy-five cents and mine run firm at \$1. In other average grades and fields four-inch block is quoted at \$1.60; two-inch, \$1.35 and \$1.40; mine run, \$1; gas, eighty-five cents; average nut and slack, sixty-five cents, with all steam products becoming firmer because of increasing demand for contract delivery.

Smokeless products are moving along smoothly with very little solicitation now for placing of spot coal. The schedule is maintained with less difficulty, and the main thought of operations now is to make sure of contract delivery which has fallen behind because of suspensions somewhere along the line. Difficulties with the car

service are now the rule and operators see continuous and gradually increasing struggles to maintain their deliveries. They are not worrying much over it, having for six weeks called the attention of dilatory stockers to the approaching situation. They are now "letting the other fellow walk the floor."

O. W. Gardner, general manager of the Chesapeake & Ohio Coal & Coke Company, was in the city the past week on his way to Gallipolis for the sad purpose of attending the funeral of his father, S. J. Gardner, a well known citizen of that city.

Detroit Trade.

DETROIT, MICH., October 14.—(*Special Correspondence.*)—With a more active inquiry seemingly developing in the steam coal trade, the situation in the Detroit market is described as taking a very encouraging trend. While consumers do not seem to be buying in large quantities, the small orders are being booked regularly and in such numbers as to indicate that the attitude of consumers is generally favorable. Shippers say the outlook is very encouraging and some express the belief that a good market is likely to continue all through the winter.

Part of the improvement is credited to the better condition of general business and the larger activity in many manufacturing lines, following a more liberal demand for products of the factories.

Fine coal is in especially active demand and some of the shippers say they are experiencing some difficulty in supplying a sufficient quantity to meet requirements of customers. In this connection complaint is also beginning to be heard over delays in receipt of shipments, this difficulty being charged to shortage of cars in West Virginia mining districts.

After developing considerable activity, the domestic coal trade has taken an easier turn, reflecting the return of higher temperature than prevailed throughout last week. Orders have diminished, but shippers are looking forward to certain improvement in that branch of the business as soon as the frost again takes a stronger hand in weather conditions.

Such consignment coal is still being shipped into Detroit, but with the better situation here, this stock is giving little trouble and not very much of it seems to be put on the market at prices materially below those prevailing on mine shipment orders. Lump and egg are the most plentiful, but even these sizes are not burdensome.

In the anthracite trade, the bulk of the business is still being transacted by the retail yards, while shippers are receiving only a few orders. This circumstance is, in a way favorable for local consumers, as much difficulty is reported in obtaining cars for delivery of shipments from the anthracite region.

Shipment of coal over the lake route continues in volume considerably below that usual at this season. Most of the stock is being carried on the upbound trips of freighters employed in the iron ore trade. Nearly all independent carriers are now handling grain and accelerating dispatch by avoiding coal cargoes.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$1.00	\$2.40
Mine run.....	.90	2.30
Slack.....	.60@ .75	2.00@2.15
West Virginia Splint—		
Four-inch lump.....	1.50@1.75	1.90@2.15
Two-inch lump.....	1.25@1.40	2.15@2.30
Three-quarter.....	1.10	2.50
Mine run.....	.90	2.30
Nut, pea and slack.....	.55@ .65	1.95@3.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.40	3.00
Kentucky Splint—		
Lump.....	1.60@1.75	3.00@3.15
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85@ .95	2.25@2.35
Mine run.....	.70@ .80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.60	2.75
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.50	2.65
Three-quarter lump.....	1.35	2.50
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.05	2.20
Mine run.....	.95	2.10
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65

Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

Cleveland Trade.

CLEVELAND, OHIO, October 14.—(*Special Correspondence.*)—Lake coal has been coming forward rather slowly the past week, owing to the shortage of cars that has developed on most of the roads, and there is little prospect of improvement for some time to come. Then there seems to be a lack of vessel tonnage as well. Boats will not wait to load coal while grain cargoes are awaiting them at attractive rates. It is said that shippers paid fifty cents a ton, an advance of twenty cents, for a small vessel to load for Little Current this week. This was an exceptional case, however, and the temptation is not sufficient to warrant this figure on large cargoes to other points. Small vessels are scarce and occasionally command a premium, especially where their destination is a point difficult to reach or where trouble is encountered in discharging cargoes.

There has been no advance in the price of coal for lake shipment. It is said that plenty of No. 8 coal can be purchased at any time for \$1 per ton, and some have sold for even less in order to keep their mines in operation. The mines, in many instances, have been running rather spasmodically the past week, both because they could not secure a sufficient number of cars and from the fact that the demand for lake coal has not been strong.

A number of jobbers have been compelled the past week to order slack shipped in box cars to fill their orders, as other cars could not be secured. The Pennsylvania Lines, it is said, have taken most of the steel gondolas for the iron trade and the domestic trade has been compelled to accept their coal in hoppers. This causes a hardship in unloading, but under the circumstances it can not be averted.

There has been a little better demand for the larger sizes from the No. 8 district the past week, and slack has shown increased strength. This, together with the tendency on the part of the jobbers to hold what they have, pushed the price up at least five cents a ton. Orders are being filled first and spot sales made afterward. Quotations are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
No. 8 District—		
Three-quarters.....	\$1.05@1.10	\$1.95@2.00
Run of mine.....	.95	1.85
Slack.....	.85	1.75

While there has been some demand for Pittsburgh slack, the orders are somewhat slow in delivery. Other sizes have not been active in the market.

	F. O. B. Mines.	F. O. B. Cleveland.
Pittsburgh District—		
Slack.....	\$0.70@0.80	\$1.70@1.80

Youghiogheny slack has shown quite a little strength and is quoted at ninety cents, an advance of ten cents over a week back. It is firm at that price, with indications of going higher.

Orders for Pocahontas coal are coming in greater number and usually they are much larger than for some time back. With the exception of slack, however, the quotations are about the same as they have been for several weeks. Slack is selling five cents per ton higher.

	F. O. B. Mines.	F. O. B. Cleveland.
Smokeless—		
Lump.....	\$2.25	\$3.70
Egg.....	2.25	3.70
Slack.....	1.45	2.90

The demand for Massillon coal has been well maintained and, if anything, is stronger than at any previous time this season.

	F. O. B. Mines.	F. O. B. Cleveland.
Massillon—		
Lump.....	\$2.50	\$3.20
Nut.....	2.50	3.20
Run of mine.....	.90	1.60

Goshen slack has shown more strength than for some time and was quoted last week at from ninety to ninety-five cents at the mines or \$1.60 to \$1.65 on track here.

Cambridge coal showed an increase on slack only during the past week.

	F. O. B. Mines.	F. O. B. Cleveland.
Cambridge—		
Three-quarters.....	\$1.05	\$1.95
Run of mine.....	.95	1.85
Slack.....	.85	1.75

Fairmont slack was stronger and showed an increase in the quotations of at least five cents a ton, making it from \$1.75 to \$1.80 on track in this market.

Kentucky 4-inch block sold in this market from \$1.90 to \$2, the freight rate being \$1.25.

Indianapolis Trade.

INDIANAPOLIS, IND., October 14.—(*Special Correspondence*).—The coal trade in Indiana is steady if not quite as satisfactory as usual for October. The demand for domestic grade is very good. Most of the mines are being operated. The output of domestic is larger than it was at this time a year ago. Few retailers had stocks on hand and the result is that they are sending in rush orders to the operators. Domestic coal is steady to strong and bids fair to go higher the first real, old-fashioned cold snap that comes along. There is not enough domestic coal in the bins of the retail yards to last long. Retailers are finding it difficult to get their orders filled by the Eastern coal companies which helped out with the Indiana grades. The demand for steam coal is strong enough, but the funny thing about the market is that the prices are low. Summer prices prevail for steam coal. Operators and dealers say that the demand for steam coal is improving right along, but that the prices are not going up. However, the situation is much better than it has been for several months. The head of one of the largest banks at Anderson, a manufacturing center, stated here this week that the factories are increasing their weekly payrolls and the business conditions in his city are improving. They are better, he said, than they have been in a long time. The Indiana Bankers' Association held its state convention here this week and it was significant that the average banker was in a more cheerful frame of mind about conditions in Indiana. In fact the outlook is better than it was at this time a year ago, and it is regarded as likely that there will be an improvement in the demand and prices soon for steam grades. However, it should be stated that the situation is not so bad right now.

The following prices are being quoted by the wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut.....	1.20@1.30	1.70@1.80
Egg.....	1.30@1.40	1.80@1.90
1½-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.70@ .75	1.20@1.25
Nos. 5 and 6 screenings.....	.55@ .65	1.05@1.15
2½-inch domestic No. 4.....	1.50@1.55	2.00@2.05
No. 4 domestic.....	1.60@1.65	2.10@2.15
Nos. 5 and 6 domestic.....	1.40@1.60	1.90@2.10
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Southern Indiana Field—		
No. 5 mine run.....	1.05@1.10	
Domestic lump.....	1.40@1.50	

One of the most daring holdups in Indiana in recent years was perpetrated last Saturday at the Lattas Creek Coal Company mine in Greene county. Two bandits held up Earl Smith, paymaster of the company, and took away \$8,300. Smith was held up at the point of a gun. The robbers made their escape on a motorcycle. The mine is a subsidiary of the Vandalia Coal Company which offered a reward of \$500 for the capture of the bandits. One man believed to have been involved has been arrested at Terre Haute.

Twin Cities Trade.

MINNEAPOLIS and ST. PAUL, October 14.—(*Special Correspondence*).—Everybody in every branch of the fuel business is busy, and the volume of deliveries to consumers during the past week has been very heavy. The first cold weather of the month found dealers poorly stocked to meet the situation. On top of this, consumers had not ordered much coal in anticipation of their requirements, the result being that there was a rush of orders, such as has not been experienced during the past two years. Some dealers sold out their entire stock of coal within a period of three or four days, and the wholesale interests have been rushed with orders by telephone and telegram. Dealers who handle Illinois and Indiana coal, however, are the worst sufferers. Unless there is the regulation Indian summer, or the dealer had one or more cars in transit, when his stock was depleted, it means he is to be out of coal for ten days or two weeks until new shipments arrive.

This return of prosperity in the coal business has been very welcome. Last winter and fall there was no such spurt of orders, and the pressure all came from the man who had coal to sell. For a brief interval, at least, the tendency has been the other way. Some dealers were so overloaded with orders they could not secure sufficient men and teams to take care of them.

This activity has not influenced the railroad carriers. Movement of coal has slowed up a

trifle and some of the southern Illinois mines experienced a shortage of cars for several days, but the situation has not been anywhere near as acute as that experienced four and five years ago at this season of the year.

Dock prices on soft coal continue to be steady, and bargains are not as easily obtainable as they were a few weeks ago. THE BLACK DIAMOND last week called attention to a situation which is proving a source of considerable worry to dock managers, namely the shortage of vessels on the great lakes for coal loading. This situation has grown a trifle worse, and the fear that it will be a factor of considerable importance, if the winter is abnormally cold, is more general than it was a week ago.

Current prices on coal sold in this market are as follows:

	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate.....	\$6.80	\$7.80
Egg.....	6.85	8.05
Stove.....	6.85	8.05
Nut.....	7.10	8.30
Pea.....	5.50	6.70
Buckwheat.....	4.00	5.20

	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Splint, screened lump and stove.....	\$3.30@3.40	\$4.26@4.36
Splint, dock run.....	3.10	4.06
Hocking, screened lump and stove.....	3.30@3.40	4.26@4.36
Hocking, dock run.....	3.00	3.96
Youghiogheny, gas, lump and stove.....	3.30@3.40	4.26@4.36
Youghiogheny, gas, dock run.....	3.10	4.06
Pittsburgh vein, lump.....	3.30@3.40	4.26@4.36
Pittsburgh vein, dock run.....	3.00	3.96
Pocahontas, screened lump or egg.....	4.75	5.71
Pocahontas, screened lump and egg mixed.....	4.50	5.46
Pocahontas, mine run.....	3.25	4.21
Cannel, lump.....	5.25	6.21
Smithing, bulk.....	4.25	5.21
Smithing, in 100-lb. sacks.....	6.00	6.96
Briquets, anthracite.....	5.00	5.96
Briquets, smokeless.....	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks.....	\$1.65@1.75	\$3.95@4.05
Southern Illinois egg.....	1.65@1.75	3.95@4.05
Southern Illinois No. 1 nut.....	1.65@1.75	3.95@4.05
Southern Illinois No. 2 nut.....	1.40@1.50	3.70@3.80
Southern Illinois No. 3 nut.....	1.10@1.25	3.40@3.55
Southern Illinois run of mine.....	1.10@1.25	3.45@3.55
Southern Illinois 2-in. screenings.....	.60@ .70	3.90@4.00

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

Interests very closely identified with the by-product coke company of Milwaukee are seeking a site in St. Paul for the location of a by-product coking plant. Several locations have been considered, but none is considered entirely satisfactory. The new company wants to purchase about fifty acres with trackage and running water. If the plans in hand are realized, the ultimate investment will be about two million dollars. The gas output, it is claimed, will be sold to the St. Paul Gas Light Company. M. E. Schlesinger of Milwaukee is at the head of the new enterprise. It is expected if the new coking plant is erected it will require at least two years before the production reaches capacity.

Fenwick C. Atwill of the Atwill-Makemson Company, Chicago, has been in Minneapolis and St. Paul several days on a business trip.

Birmingham Trade.

BIRMINGHAM, ALA., October 14.—(*Special Correspondence*).—Domestic coal is still doing good business and demand good with both the operator and yard men. The consumer is putting in the winter's supply in fairly good sized lots.

Steam coal is only fair and the demand is not as large as has been anticipated. Many users of steam coal have put in coal saving devices. This is especially true in regard to the railroads, which have put on large engines of which one does the work which formerly required two, thus reducing a saving in steam coal.

Blacksmith coal is holding to a fairly good trade. Coking coal is having a remarkable showing with the number of furnaces now in blast. It is estimated that the number of tons used per day is very nearly twelve hundred.

Coal mining in Alabama is gradually increasing, and more men are now being given employment at and around the mines in this state than for two years. Announcement that the No. 6 mines of the Tennessee Coal, Iron and Railroad Company at Adger, in the Blue Creek regions, in the lower part of the county, will resume operations at soon as they can be gotten ready, it is given out that the beehive coke ovens between Adger and Johns will be started up, and also that the big coal washer, one of the largest in the state, at Pratt City, will be placed in op-

eration also. The washer has been idle for two years. The bins at this washer have a capacity of 50,000 tons of coal, and it is understood that these bins will be kept filled all the time and the washing kept up steadily. The Tennessee Coal, Iron and Railroad Company is out of the market so far as coal and coke are concerned for delivery this year, but the increase in the production of the raw material is necessary in the face of the increased make in iron and other products and the prospects of continued development.

Prices for October and the balance of the year:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Red ash Cahaba lump.....	\$3.00	\$3.30
Red ash Cahaba lump.....	2.75	3.10
Red Ash steam size.....	1.20@1.35	Frt. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut.....	1.75	2.05
Washed steam.....	1.35@1.60	Frt. rate 30c
Mine run.....	1.35@1.40	Frt. rate 30c
Jefferson Steam Coal—		
Mine run.....	1.15@1.25	Frt. rate 30c
Walker County Domestic—		
Carbon Hill lump.....	1.75	2.15
Carbon Hill egg.....	1.65	2.05
Horse Creek mine run.....	1.00@1.20	Frt. rate 40c
Genuine Corona—		
Lump.....	2.00	2.40
Egg.....	1.90	2.35
Steam sizes.....	1.25@1.35	Frt. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump.....	3.00	3.30
Cahaba No. 2 lump.....	2.75	3.05

Montevallo domestic prices ranging from \$3.00 to \$3.25 blacksmith coal, washed and screened, per ton \$2.00 to \$2.25 at mines with different rates to various points.

A reduction of only six cents per ton is allowed by the Interstate Commerce Commission on coal from the Birmingham district to New Orleans where the coal is for bunker purposes.

Following the granting of the increase of fifteen cents per ton on coal from the Birmingham district to New Orleans, making the rate \$1.40 per ton, a loud complaint was raised by the Alabama coal operators and it was shown that the Pennsylvania operators who move their coal to New Orleans by water would have all the advantage. Then the railroads attempted to absorb the fifteen cent increase in the switching and tipping charges in New Orleans on bunker coal, but the Interstate Commerce Commission disallowed this and fixed a rebate of six cents, the amount that is charged for tippie handling of coal to barges at the water front.

Alabama coal operators are somewhat distressed at the new tariffs just out, which allow only a six cent difference in the bunker coal to New Orleans, and stronger attention is being placed in the Warrior River transportation facilities. It is not improbable that effort will be made to handle as many thousand tons of coal down the Warrior River as possible.

Want Rates Changed.

DENVER, October 14.—(*Special Correspondence*).—Suit has been filed with the state public utilities commission by the Grand Junction Mining and Fuel Company and by the Palisade Coal & Supply Company to compel the Denver & Rio Grande Railroad to establish more equitable rates for hauling coal from the Cameo mines in Mesa county, operated by these companies, and to compel the railroad to publish coal tariffs from Denver to Salida.

The petitioners allege that the rates which they are compelled to pay are unjust, and also that the railroad gives such rates to operators at Bowie, Somerset and Crested Butte, in this state, and at Thompson, Utah, that they are unable to compete for Denver business. No date has yet been set for the hearing.

Default having been made in the payment of bonds of the Branchland Coal Company, Fayetteville, W. Va., issued in 1907, and secured by a deed of trust on the company's real estate, the Equitable Trust Company of New York has advertised the property which is situated in Lincoln county for sale on Wednesday, October 20. The bonds are for \$150,000, being 150 six per cent twenty years, first mortgage gold bonds of the denomination of \$1,000 each, while the estimated value of the property is between \$250,000 and \$300,000.

B. F. Mills, Cleveland sales agent of the Pittsburgh-Westmoreland Coal Company, is a candidate for the office of mayor of Lakewood, one of Cleveland's big suburban towns. Mr. Mills is making an active campaign and during the past week has delivered addresses in different parts of the town.

New York Trade.

Anthracite Trade Showing More Snap— Bituminous Boom Predicted.

Office of THE BLACK DIAMOND,
NEW YORK, October 14.

Throughout the east the anthracite trade is very active, and advices from the west show that a great deal more anthracite will be required before the lake navigation season closes. In fact, there is a heavy demand for anthracite from all sections, and as the result operations are now being worked on practically full time. Box cars for western all-rail shipment are very scarce.

As the demand increases, it is found that the producers are not going to be able to increase production materially. In fact, it is very evident that they are not going to be able to produce coal as freely as they were doing during the last months of last year, unless there is considerable change in the labor situation.

War has brought about a scarcity of labor in the anthracite regions, just as it has in the bituminous regions, and now that the operators have reason to tighten up on production, they are beginning to realize just how many men have been drawn away from the regions during the past year.

Shipments of anthracite for September were made public last week, and these show for the nine months of 1915, ending with September 30, total shipments amounting to 47,379,111 tons, as compared with 50,067,580 tons for the same period of 1914, or a decrease of 2,688,470 tons of shipments from the corresponding period of 1914. September shipments show a decrease of 727,421 tons as compared with September, 1914. Coal on hand at tidewater shipping ports on September 30 amounted to 633,338 tons, as compared with 653,496 tons on August 31, showing a decrease of 20,158 tons.

At New York harbor ports there is practically no surplus of the domestic sizes, and the demand for these sizes has grown so during the past few weeks that the full winter circular may now be said to be in effect. Individuals are quoting egg at ten cents off circular, but these instance are not so numerous. Some of these same individuals have been able to sell stove coal at an advance of ten cents over the circular. Chestnut coal is in heavy demand, and some of the individual producers are sold up on the size for a month ahead.

The steam size situation continues to be interesting, especially to those people who contracted during the summer months for heavy tonnages of these sizes at low prices. They are now finding it very difficult to secure coal at a price that will permit them to come out even on their contracts. High grade buckwheats are in good demand and in very light offering. They sell at the full circular price. Of the inferior coals \$2.25 and up is about the range on No. 1, \$2 and up on No. 2, and \$1.80 and up on No. 3. Pea coal is very scarce and sells for \$3.25 up, according to grade and port of delivery.

New York prices:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of red ash and other high grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.25 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation

The bituminous demand in the east is increasing from week to week, and this week finds the market showing more strength than heretofore. Some of the well posted men in the trade predict that in the course of a few weeks we are going to face a very serious shortage of bituminous, and that prices may advance radically over night.

Contract coals are moving just as freely as production and transportation will permit. Most of the large contract users want their

full monthly quotas, and a great many of them that only took a portion of their contract tonnage during the summer months, are now asking for shipments that will go far towards making up the loss of tonnage during the dull period. Manufacturing generally throughout the east is now on a seventy-five to 100 per cent basis, and certain favored plants that have large war contracts are in many instances, working day and night, call for heavier coal shipments. Some of the very largest producers are said to have withdrawn quotations, as they have plenty of contract business to take their entire output at the present time.

Car supply on B. & O. has been very bad in Somerset county especially.

Export shipments have fallen off, due to the shortage of vessels. This situation is very interesting and is fully covered on our export page of this issue. Bunker requirements are very heavy at this time, and some of the suppliers of these coals at the Atlantic ports believe that this trade will be stimulated no little bit by the diversion of steamers from the Panama Canal. As steamers will have to go longer routes to reach their foreign destinations it is predicted that bunker needs at the Atlantic ports will be heavier than would be the case if they were to use the Panama Canal route.

At the New York harbor ports spot coals are in very light supply, and prices are considerably firmer. Very little Quemahoning coal is offering, and this sells readily at \$2.85 and \$2.90. Medium grades of Pennsylvania sell at \$2.65 and up, while \$2.50 is about the price on inferior grades of West Virginia. Slack coal is selling at seventy-five cents and up at the mines, according to the region.

The Vessel Situation.

The coastwise vessels are in ample supply at the moment, but there are evidences that a shortage may come about at any moment. It is expected that some of the steamers and schooners that are now taking coastwise coal may be drawn into the export trade, due to the stiffening of export rates. Moreover, the movement of coal from the southern ports of New England is showing signs of increase, and it is expected that there will be a much heavier demand for vessel tonnage from this time on than has been the case heretofore this year.

Export freight rates have advanced very radically both to the Mediterranean and South America.

We quote current rates on freight as follows:

From Hampton Roads to Boston, eighty to ninety cents is about the range; to Portland and points east of Boston, from ninety cents to \$1. To sound ports, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to Bridgeport or New Haven, thirty cents; to New London and Providence, forty cents; to Fall River and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.85	\$1.30
Ordinary	2.55	1.05
Medium grades.....	2.65	1.15
Cambria County—		
Best Miller vein.....	3.00	1.45
Medium grades.....	2.70	1.15
Cheaper grades.....	2.60	1.05
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.50	1.00
Indiana County—		
Best grade.....	2.80	1.25
Medium grade	2.55	1.00
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.40	.85
Best 4-in. lump.....	2.65	1.10
Best grade, run of mine.....	2.65	.90
Gas slack.....		.75@1.00

New York Trade Briefs.

Practically all of the wholesale offices in the lower part of Manhattan were closed on Tuesday in observance of Columbus Day, which is a legal holiday in New York state.

Charles McCaffrey, of Owen McCaffrey & Sons, well known transportation people of No. 1 Broadway, recently spent a week's vacation in cruising and fishing on Long Island Sound.

W. S. Alden, of the Alden Coal Mining Company, No. 1 Broadway, and E. D. Enny, of the New York & Philadelphia Coal & Coke

Co., Produce Exchange, left on Wednesday for a trip to Knoxville, Tenn.

J. H. Davison, New York manager for Weston Dodson & Co., Inc., No. 17 Battery place, who was laid up for several weeks for an operation, was able to get back at his office late last week, and is spending several hours each day at his duties.

Chief Roderick, of the Pennsylvania State Department of Mines, has named James J. Stickler of Lansford, Pa., as inspector for the Pottsville district. He will assume the position made vacant by the death of Inspector John Curran of Pottsville.

Last week the miners at Ebbervale No. 7 mine of the G. B. Markle Company of Jeddo went out on a strike. About 150 men quit work because one of their members decided he had been discriminated in the work that he was doing and he quit the mine.

Car shortage is now being felt in the anthracite regions. Towards the latter part of last week several mines of one of the big operating companies were closed because there was not a sufficient number of cars available. One reason ascribed for the shortage at this time is the fact that a great deal of coal is moving towards the lakes, and cars are not returning to the mines promptly. Box cars for all-rail western shipment are very scarce.

The Lehigh Valley Railroad Company on Tuesday announced the retirement of Charles S. Lee, passenger traffic manager, to take effect October 31. Mr. Lee has been in continuous charge of the passenger traffic of the Lehigh Valley for twenty-two years. The position of traffic passenger manager will be abolished. George H. Lee, who on August 1st became general passenger agent, will in the future have entire charge of the passenger department.

The *Hazleton Sentinel*, published in Hazleton, in the heart of the anthracite region, states that representatives of the DuPont Powder Company of Wilmington, Del., have been in the anthracite coal regions during the past several weeks looking for machinists and pipefitters for service in the power company's numerous plants which are working day and night on war orders. It is stated that quite a number of young men from the anthracite regions have accepted positions with the powder company at pay from \$18 to \$25 per week.

Comment was made in some of the bituminous offices at No. 1 Broadway this week at the dearth of out of town visitors. Pennsylvania bituminous operators who usually make visits to New York city, are credited with visiting Philadelphia during the past week to witness the ball games. On the other hand it is also pointed out that many of these operators just now have about all the business they want, and do not have to come to New York to seek outlet for coals that they can produce in excess of their contract requirements.

New York's coal men interested in exports who have been interviewed are quite in the dark relative to the big deal in West Virginia coals that Charles E. Specht, of Johnstown, Pa., is reputed, according to the Johnstown papers, to have closed recently. It was stated in these papers last week that Mr. Specht had come to New York to close with the French government a deal which would mean the shipping of 200,000 tons of Pocahontas and New River coals by November 1st, as well as the purchase of 4,100 acres of coal land in Pocahontas county, West Virginia. According to these sources of information, the deal was started in New York some time ago, between a representative of the French government and Mr. Specht.

The closing of the Panama Canal by slides for several months will no doubt have considerable effect on the export and bunker coal trade. It will also cause considerable delay in the plans of Charles M. Schwab, for obtaining ore from the Chilean ore properties for his blast furnaces at Bethlehem. Before the slides, this company had landed two cargoes of ore at the new docks which the Lehigh Valley Railroad is constructing at Bayonne on New York harbor for the handling of this business. These docks, now 300 feet long, are about half finished. It is understood that shipments of the ore will be held up until the canal is reopened for transportation, as transportation charges around the Horn would be too heavy to make it possible to import the ore at this time.

Philadelphia Trade.

Because Business Is Better, There Is a Better Demand for Steam Coal—Anthracite Firm.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, October 14.

Even the skeptics seem convinced that business is booming and the general sourness of pessimism has been scattered so far as the bulk of the local trade is concerned.

Anthracite business has yet to feel the full flush of the betterment in conditions, but the effect of the up turn has already been felt in several of the sizes. So far the weather has been the disturbing element, but Indian summer or whatever name you want to call warm fall days, cannot last forever, and the winter's need for coal is as sure as death and taxes.

There has been a notable increase in inquiry for pea sized coal and quite a volume is now on the way to the yards of the retail dealers. Some of the independents are holding this size at \$2.15 and declare that they have no occasion to sell lower than this their estimated cost of production. Most of the company's coal can be bought around \$2.05, and it has been hinted that this price has been made for deliveries up to the first of the year. However, it is pointed out by the representatives of the companies that this price is subject to change without notice, so that should the increased demand come in any great volume the dealers who have their orders in will be the only ones to share in the advantage.

Egg coal is the only size "off color." In some of the mines there has been resizing of egg coal done, but so far there has been enough latitude in price to make this advantageous and quite an amount of egg is going into the bins for storage. Chestnut and nut coal are the leaders and stove size has also had a good run.

The merry little price war that has been a thorn in the side of the local retailers for many moons is again out in full force. Cuts ranging from fifty cents on the ton and more has been the cause of moving no more coal than ordinary (so one side says), but has caused considerable animosity in the districts and zones where the price-cutters operate.

The Bituminous Situation.

The past week has seen the soft coal men in clover. Free coal at the piers has been an asset during the past ten days instead of a disadvantage. What cars could be had were taken at prices that showed an advance over that asked a few days ago. Western Maryland coal which sold a few weeks ago around seventy-five and eighty-five cents brought \$1.12½ to \$1.15 a ton the opening of this week. Other coal with Somerset county as originating points showed healthy advances and were hard to obtain.

The car shortage has hit the trade with a heavy jolt. There are those who can see a break in this situation as soon as the railroads have finished with their stocking. It was at first understood that this would be completed by October 1st. Then the time was extended to November 1st, and it was learned this week that the Pennsylvania railway had extended their time until the second week in November. Be that as it may, every steel mill in this state is running full time and are taking their toll of cars and cold weather is bound to have an effect in the moving of traffic—and there you are!

One of the effects of the stocking has been to virtually withdraw all quotations from the Greensburg field. Concerns that have been using this kind of coal have found in the past ten days that there is none on the market.

Fairmont slack is another grade of coal that has disappeared from the quotation lists. Quotations ranging eighty to eighty-five cents have failed to bring forth any of this coal that is in such high favor in the cement district.

Most of the mines in the central Pennsylvania district that still had coal to offer a couple of weeks ago have announced that they are sold up for the month and some have had their tonnage for November snapped up.

One thing that has been a little in the mysterious to the local trade has been the absence of New England as a factor in this up-going market. It was offered as a prediction that were demands to come from the upper ports there would be no holding the prices that have been bobbing upwards for the past couple of weeks.

Loading over the piers has fallen off to a degree in the past week. The lack of charters and the heavy demand for grain boats has been the cause.

Philadelphia News Notes.

R. O. Dunne, president of the Dunne Coal & Coke Company of Pittsburgh, was a trade visitor on Tuesday.

A. W. Calloway, president of the Davis Coal and Coke Company, was in the local offices of B. Nicoll & Co. last week.

J. H. Alport, field man for Whitney & Kemmerer, whose home is in Barnesboro, Pa., was in Philadelphia this week.

S. A. Carson, general manager of the Southern Connellsville Coke Company of Uniontown, Pa., was in Philadelphia this week.

L. A. Hamilton, formerly salesmanager of the local office of the Watkins Coal Company, has joined the local sales force of B. Nicoll & Co.

Seth C. Hetherington, of Hetherington & Co., has been appointed a member of the Foreign Trade Committee of the Chamber of Commerce.

H. K. Stauffer of the local office of B. Nicoll & Co. was on a western trip which included a two days' stop in Pittsburgh the fore part of this week.

M. F. McDermott, general salesmanager of the Four States Coal Company of Pittsburgh, was in this city last week looking over the Eastern situation.

James A. Hill, president of the Knickerbocker Fuel Company of New York City, was a visitor at the local office of the company on Monday of this week.

A. M. Pershing, secretary of the Mountain Coal Company and who is connected with several other companies operating in the Greensburg district, was in this city early this week.

Salesmanager Gates of J. Tatnall Lea & Co. was a visitor to the mining district in Cambria county last week and made a survey of conditions as they have changed in the past couple of weeks.

Walter A. Alden, of the Alden Coal Mining Company of New York City, was noted among the influx of coal men and those of other lines who found this city a lodestone of attraction on the opening day of the world's baseball series.

Edward Harding, manager of the local office of the Blaine Mining Company, was called to Baltimore the latter part of last week on a sad mission. He attended the funeral of his mother-in-law, who was buried in that city on Thursday.

Charles Ownes, president of the Shade Creek Coal Mining Company, and J. Thomas of the Smokeless Coal Company, both of Johnstown and who are interested in the Imperial Coal Company with headquarters in this city, were visitors to the local office Tuesday.

A. K. Wright, of the Grampian Coal Mining Company, of Clearfield, was in this city early in the week. He declared that the shortage of men and cars in that section had reached an acute stage and a great many of the operators were away behind on their allotment of cars.

Freight charters for the coal trade are tightening up once more to a point almost prohibitive. With charters being made at outside figures for any and all vessels that will carry grain, only "tubs" can be found for coal transportation. Local companies who have tried to get bottoms this week have been asked exorbitant figures.

Edgar Cortright, who for the past eight years has been superintendent of the Great Northern's lignite mines near Redlock, Montana, arrived in this city last Friday on the way to visit his parents, Mr. and Mrs. N. D. Cortright of Mauch Chunk. He is on a leave of absence from the company he has been with and it may be that he will decide to remain in the East.

The collier Plymouth, sister ship of the Franklin, made her trial trip on Wednesday of this week and all being found right, she will be on her way to the Mediterranean within a week, a cargo being ready for her in Baltimore. She has a capacity of 9,400 gross tons and is the second of eight colliers that is being built for the Coastwise Transportation Company of Boston to take to the water.

Charles W. Mills of the Climax Coal Company has had further honors thrust upon him. He was appointed by Secretary Wilson of the Department of Labor, as an arbiter in the trouble that has caused considerable dissension between the machinists and their employers in Pittsburgh.

Mr. Mills is a member of the commission appointed by President Wilson to inquire into the Colorado miners' strike, and on which his associates are Seth Low and Patrick Gilday.

At the annual meeting of the Philadelphia and Reading Coal and Iron Company held in their offices in the Terminal Building on Monday of the current week, President Richards and the entire board of directors were re-elected to the offices already held. The only changes made in the personnel of the associated companies was the election of George C. Coughlin, city and southern sales agent, to the board of the Tremont Coal Company, and Warren B. Smith, line sales agent to the board of the Delaware Coal Company, and the Preston Coal and Improvement Company.

A concentrated effort developed in the middle of the week to place a team to represent this city in the golf tournament to be held at the Sea View Club near Atlantic City next Saturday and Sunday and at which the golfers of the New York trade intend to show their prowess. While the movement was a little slow in getting under way, by Wednesday of this week seven or eight of the wielders of the brassie and the niblick had consented to forming a team to give the proud and haughty New Yorkers a tussle for honors.

Vernon Taylor, secretary of the Cambria Smokeless Coal Company of Brockwayville, was one of the trade visitors of the week.

An appropriation of \$200,000 for additional coal for use at the waterworks and other city plants has been held up by common council of this city against the recommendation of the mayor that the necessary action be taken. Perhaps in no other city has there been such subterfuge employed as here to get coal without actual money to pay for it. The city in getting credit for this commodity does so on what is known as a "donation plan." Of this the mayor said to council: "To purchase coal on the 'donation plan' is not only a violation of law and all business principles and it leaves the city entirely at the mercy of the contractors." Coal is being received at several of the pumping stations on the donation plan, otherwise the city might be out of water in many districts. Of this the mayor has said: "This administration has been trying to change this, not only because it is a great loss to the taxpayers, but because it is a flagrantly loose way of conducting municipal affairs."

Baseball enthusiasts were in evidence last Friday and Saturday and again at midweek when the deciding games of the world's series were being played in this city. Some of the dyed-in-the-wool fans who were in our midst were W. F. Coale of the Georges Creek Coal Company, Carol Patterson of the Carrol-Cross Coal Company of Bloomington, Md., T. F. Kelly of the Kato Coal Company of Kato, Pa., who chaperoned a party made up of Messrs. Hoover and Peters, and Dr. Tibbens of Kato and C. H. Long of Mill Hall, Pa. William T. Greer, traffic manager of the Lehigh Valley, was another of the rabid ones. H. Kelly of the Vulcan Coal Company of Snowshoe, who was on an auto trip to the Panama exposition with his wife, found that this means of locomotion was not fast enough to get him back in time for the series, so he shipped his "boat" home rather than take a chance on missing the "opener." F. W. Foedisch, as usual, kept open house for the baseballists and took the trip to Boston to root for the home team.

Indications are that quite a number of the large consumers of steam coal around greater New York city, will stock some bituminous coal during the next several months, in anticipation of labor troubles in the spring. So far coal consumers around New York city have been very reticent about stocking because of the fact that the harbor for months has been so plentifully supplied with unsold coal all the time and salesmen are so clamorous to dispose of these unsold lots of coal at ridiculously low prices. During the past several weeks the coal supply of New York harbor ports has materially reduced, and salesmen have not been pressing bargain lots on consumers, and this has no doubt resulted in the changed attitude of those purchasers who are not looking about to make arrangements to store coal in anticipation of labor and other troubles.

The Baltimore & Ohio Railroad has bought part of the Baltimore Car and Foundry Company grounds at Curtis Bay to give new trackage in connection with the \$1,500,000 coal pier to be built there.

New England Trade

BOSTON, October 14.—(*Special Correspondence*).—Boston has not recovered from the \$3.60 f. o. b. cars Mystic Wharf bomb thrown into the wholesale bituminous trade district by the Darrow-Mann Company a week or so ago. Dealers are quoting privately all kinds of prices as a result of this bomb, and some of the largest houses, while adjusting themselves to the new conditions, are, in the language of the sporting world, "stalling" for time to get "their second wind." President Grant of the New England Coal & Coke Company has sent out the following letter to customers: "Gentlemen: On account of the uncertain future of the coal market, we have already been approached by some of our customers with regard to closing contracts with them for the year commencing April 1, 1916. By reason of our extensive storage and handling facilities at Everett Wharf, together with our large fleet of steamers, tugs and barges, in conjunction with steel cars utilized from mines to tides, and our numerous sources of supply of coal, we can assure our customers of receiving their fuel as called for in the future as in the past. If you are considering making a contract for coal for future delivery, we solicit an opportunity to submit our price and terms before you take definite action." The Darrow-Mann Company are not giving out any figures, but it is understood that they have booked a large tonnage for next season. Their two steamers, to be delivered next spring, aside from their barges, are capable of supplying very nearly one-fifth of the coal imported into Boston each year.

The official spot f. o. b. car Mystic Wharf market for New River and Pocahontas is \$3.60 to \$3.70 per ton, but it is an open secret that coal has been offered recently at considerably less than \$3.60. Georges Creek coal at that point seems to hold up well at \$3.90 to \$4.00, although not a great deal is selling, owing, no doubt, to the unsettled condition of other kinds. The bituminous market, however, has its bright side. The contract demand is even better than it was a week ago, owing to a further improvement in general business throughout New England. The war ammunition business in this section of the country is simply booming, which spells a greater consumption of bituminous. Advices from the Fairmont, W. Va., district are that coal there will unquestionably be selling at \$2.00 to \$3.00 per ton at the mines within the near future. The Consolidation Coal Company, it is understood, has temporarily withdrawn quotations, indicating that the company is sold ahead for some time. This company has done an enormous export business, especially to Italy, where they have even been supplying the lighting company of Rome. The demand for all-rail Pennsylvania coal is fairly good here on a basis of ninety cents to \$1.50 per ton at the mines, but the cargo business is rather flat.

Retail dealers are very busy delivering anthracite to household consumers. They appear extremely anxious to keep their bins well filled, which would indicate that consumers' demands have by no means been filled. Wholesale anthracite dealers claim that business is better than it was in October last year. It has been several months since the buying has run ahead of last year, and naturally the trade is greatly encouraged. The demand seems to run largely to stove and egg, and the important selling agents claim prices for these grades are very strong. Independent shippers are not cutting prices openly, but we know of one instance where a Cape Cod manufacturer has turned down a big company dealer because he could buy cheaper elsewhere. If there is any weakness, it is in nut, the supply of which at the moment is in excess of the demand. Cargo sales during the past week have been confined largely to Boston, Lynn, Beverly and Pawtucket. All-rail buying appears to have been scattered over a wide area. The down east demand has improved, but Maine distributors are still backward in re-orders. Car shortage at the mines is beginning to be reported and it is generally believed here that early snows would practically tie up the trade. Pea coal, locally, is moving better, but cannot be called really active. It sells at \$4.05 per ton alongside Boston Harbor, stove and egg at \$5.85 and nut at \$6.10. At Mystic Wharf, stove and egg are generally quoted at \$6.20 per ton on cars, and nut \$6.45. At Portsmouth these grades command fifteen cents per ton more.

The amount of vessel space offering has shrunk considerably during the past week, and as a result the marine freight rate market is really firmer, although not noticeably higher. From

Hampton Roads ports the general asking price is from seventy-five to eighty-five cents per ton, while from New York to Boston it is fifty to fifty-five cents per ton.

New England Trade Notes.

A Lowell man recently won a ton of coal by drawing it in a wagon over a stretch of road about a mile long.

The Harlem Wood & Coal Company of Bridgeport, Conn., has changed its name to the Harlem Valley Wood & Coal Co.

The schooner Brownstone of Hartford, during the recent heavy weather, founded off the Connecticut coast. No trace of the captain, his wife and crew have been found.

Following are the receipts of anthracite and bituminous at Boston during September and the nine months ended September 30, together with comparisons (in tons):

ANTHRACITE.			
September—	1915.	1914.	Decrease.
By sea, domestic.....	146,683	177,117	30,434
By rail.....	11,882	20,039	8,157
Total	158,565	197,156	38,591
Nine months—			
By sea, domestic.....	1,123,680	1,321,849	198,169
By rail.....	123,581	147,622	24,041
Total	1,247,261	1,469,471	222,210
BITUMINOUS.			
September—	1915.	1914.	Decrease.
By sea, domestic.....	383,109	451,941	68,832
By sea, foreign.....	27,946	14,129	*13,817
By rail.....	6,553	3,846	*2,707
Total	417,608	469,916	52,308
Nine months—			
By sea, domestic.....	3,502,225	3,764,267	262,042
By sea, foreign.....	312,899	132,971	*179,928
By rail.....	60,480	41,987	*18,493
Total	3,875,604	3,939,171	163,467

*Increase.

Baltimore Trade.

BALTIMORE, MD., October 14.—(*Special Correspondence*).—Every branch of the coal trade is now hustling. Anthracite handlers here are being pushed by customers for deliveries, the rush starting when the past week brought in some genuinely cool weather that required the starting of heating apparatus in home and place of business. Bituminous producers are busy endeavoring to get out coal as rapidly as possible with the reduced mine forces brought about by the drain from European war on reservists and to move the fuel promptly under the urging of customers and in the face of a more drastic car shortage. Agencies here are busy trying to get mine connections to give them the coal on orders they find piling in now. Many coal operations have notified agencies to withdraw quotations temporarily or to restrict sales to old-line customers and the result is that just at a time when more favorable prices become possible that coal men are restricted in sales.

As a result of above conditions and the growing demand from industrial consumers as nearly every branch of manufacture is awakening, prices for coal that is still available are stiffening.

Prices to the trade may be quoted about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.95@1.00	\$2.38@2.43
Run of mine.....	.85	2.28
Slack .....	.70@.75	2.13@2.18
Somerset—		
Best	1.35	2.58
Good	1.20	2.88
W. M. R. R.—		
Freeport .....	.85@.90	2.03@2.08
B. & O.—		
Freeport .....	.85@.90	2.03@2.08
P. R. R.—		
Best South Fork.....	1.40	2.58
Miller vein.....	1.20@1.25	2.88@2.98
Ordinary .....	.90@1.00	2.08@2.18

One of the big complaints of the coal trade here at present, at least that portion of it interested in foreign sales of fuel, is that the grain shippers continue to absorb practically all of the available bottoms reporting here unattached, and that the export movements from Baltimore have been held down as a result. During the past week a total of 27,564 tons was loaded here for foreign delivery, and this would have been at least doubled, say shippers here, had bottoms been available. Only one charter was announced here during the week, and that for the Mediterranean.

In an interesting statement concerning the business of the Consolidation Coal Company, President Jerre H. Wheelwright, in reality hands out a summary of general coal conditions. First he points out that despite industrial depression at

home that the export trade of the Consolidation, which has totaled about 2,000,000 tons since January 1, brings the total of coal handled by that concern up to about 9,000,000 tons for the nine months, or 1,000,000 tons a month, a record breaking production. He speaks of the labor shortage due by foreigners returning to Europe, and of car shortage, and then announced that his concern has temporarily withdrawn quotations from the open market so as to care for the demands of contracts already on the books.

Buffalo Trade.

BUFFALO, N. Y., October 14.—(*Special Correspondence*).—The anthracite shipments by lake showed an increase during the past week, being 126,200 tons, which is the largest record made in some weeks past. The figures are hardly up to the normal for this time of year and the reason is of course the large supply of coal remaining on the docks at the other end of the lakes. Of last week's shipments, Duluth-Superior took 60,900 tons; Chicago, 38,100; Milwaukee, 15,800; Green Bay, 5,800; Sheboygan, 5,600.

The demand from dealers is now on a larger scale and the companies are all having a pretty fair run of business, a good deal better than that of a month ago. One noticeable feature of the market is the tightening of the car supply, owing largely to the increased flow of grain to the seaboard. This movement will last for some time, it is said, and cars will become increasingly hard to get. The coal is not coming from the mines nearly as promptly as a few weeks ago, though dealers are not making much complaint as yet of delays to their shipments. The companies' representatives state that from now on it will be a wise idea for dealers to place their orders, because later it will not be so easy to get coal when wanted.

The bituminous demand has been making a good gain recently and there is now evidence of quite a little industrial improvement. The outlook is for considerably better business from now until the end of the year, although the conditions in Canada are a good ways from being satisfactory. If the Canadian market picks up, there will be small cause for complaint among coal men, and the prediction is made that it will improve this fall, on account of the heavy wheat crop and increased activity among industries.

Cars are getting scarcer and this causes a good deal of delay to shipments. The railroads admit that they are unable to supply cars as freely as a few weeks ago and they are placing them on a pro rata basis. Some operations have had to close down for lack of cars for a day or two. This shortage, together with the lack of labor, is resulting in a stiffening in coal prices and these are now much firmer than they were. The outlook is for a premium on slack coal within a short time, as it is already hard to get in quantity and is selling up to top prices.

Denver Trade.

DENVER, October 14.—(*Special Correspondence*).—Steady gains in the volume of business is reported this week by leading retailers and jobbers. Decidedly lower temperatures are ruling in the mountain section and the nights are cold. The week was ushered in by a half-inch blanket of snow and local retailers have been busy ever since.

Within a fortnight most of the sugar factories will be running full blast and this is giving a real impetus to the lignite business. In the northern district the mines are running full time, and several operators have lately increased their force. Lignite mines in other sections are also busy.

The Trinidad output is heavier this week than for some time. That district is leading the state in production, with Walsenburg a close second. The mines recently started in the Canon City district are also making nearly full time, and substantial increases are noted in the district's tonnage.

Reports from Routt county state that they are behind on the filling of orders, owing to the sudden increased demand with the advent of colder weather.

There is a good demand for all grades of slack this week, and prices are very firm. There is no immediate prospect of any surplus.

The following prices are ruling for lignite coal, f. o. b. mines: For Denver delivered, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.



An Assortment of Sizes of Hiawatha Coal Ready for Market.

The T. C. Keller Coal Company's mines have a productive capacity of 4,000 tons per day. More than 3,000 tons of this is held in reserve for a selected list of retail dealers who handle only domestic coal. This photograph shows some of that coal loaded at the mines and ready for market.

The Mine and Service of T. C. Keller and Company.

Prior to 1906, the T. C. Keller Coal Company was producing coal in Indiana. It had mines in the Sullivan, and later in the Clinton districts. It produced, therefore, at times from the Number Five and the Number Six veins, and later from the Number Four vein. These mines it sold for a reason. Then Mr. Keller and Mr. Steffens bought acreage in Franklin county, Illinois. This was also for a reason, which Mr. Steffens, who markets the Keller coal, explains as follows:

"From the Number Five and Number Six veins in Indiana we got a good coal, but it was not distinctive. It was a steam coal which every mine in Indiana and Illinois had in abundance. We could get nowhere by having merely what everyone else had; we were in an entirely too numerous company. In the Clinton field we produced Number Four coal. This is good and is elastic enough to satisfy both the domestic and steam trade in a way. But it was not distinctively either. So neither of our coals got far enough out of the ordinary to satisfy us exactly.

"What we were looking for was a coal that occupied a class by itself—a coal that was pre-eminently good for some particular purpose. That was why we bought in Franklin county Illinois. Even so, we didn't buy anywhere in Franklin county. Rather, we bought only the cream of that field, so far as our purpose was concerned.

"What we wanted was a western counterpart of Pocahontas coal—one equally good for coking and domestic use. We found one deposit that stands alone in that field. It is pre-eminently a domestic fuel; we have proved that. Also, it is pre-eminently a coking coal. These qualities gave us our distinctive features and therefore the coal we wanted.

"Our coal makes a coke that runs less than one per cent in sul-

Hiawatha Coal.

With 7,000 Acres of Coal Land and 4,000 Tons a Day of Output, the Company Specializes on Domestic Coal—How This Is Done.

phur and is extremely low in phosphorus. This makes of it a metallurgical coke. Those are

the two reasons we bought 7,000 acres of this coal land."

This quotation tells the whole story. The T. C. Keller Coal Company owns 7,000 acres of coal land in the heart of Franklin county, Illinois. It has sunk one mine, with a productive capacity of about 4,000 tons a day. Today it is producing domestic coal. Some day it and another mine or two may be producing coking coal.

There is not now and never has been a dollar of bonded indebtedness on the company. While it is a corporation, 100 per cent of the stock is owned by Mr. Keller and Mr. Steffens. It is really a partnership that has taken out incorporation papers. These two men selected the coal because they believe it is the best product of Franklin county. They say that their opinion is vindicated by the fact that the United States Steel Corporation's holdings completely surround their 7,000-acre tract. This latter was bought after they had acquired their land and proved its value.

The present policy of this closely held company is clearly outlined in this. With the exception of a few steam contracts, for screenings, the output of the mine is reserved wholly for the domestic trade. By using the same careful reasoning that led them to conclude that this particular acreage would yield primarily a domestic fuel and, when a need arose, a coking coal, they set about to carry their plans into effect. They opened a mine with enough capacity to satisfy any reasonable present demand, present competition considered. They can increase that capacity at will. Next, they divided up the work. Mr. Keller specializes on production. Mr. Steffens concentrates on sales.



A Carload of Hiawatha Coal.

The Keller Coal Company makes a specialty of domestic coal. That being true, its "leader" is the domestic lump. This photograph is of a carload of that coal ready for market.



The Topworks of the T. C. Keller Coal Company at Sesser, Illinois.

This plant, which was erected in 1906, has all of the features of the best mines in the bituminous field. It has the steel tippie for the preparation of the egg and lump. For the preparation of the smaller sizes, the conveyor carries the three-inch coal to the rescreening plant where a set of shaker screens is installed. The cylindrical hoppers have a large storage capacity and will permit the loading of cars in a few minutes.

The Sales Policy.

Since at present the first aim of the company is to sell domestic coal, its first concern naturally is to please and satisfy the retail dealers. To do that demands two things. The dealers must get a coal which they can pass on without apology and they must be sure of a dependable supply, or "coal under all weather, business and railroad conditions."

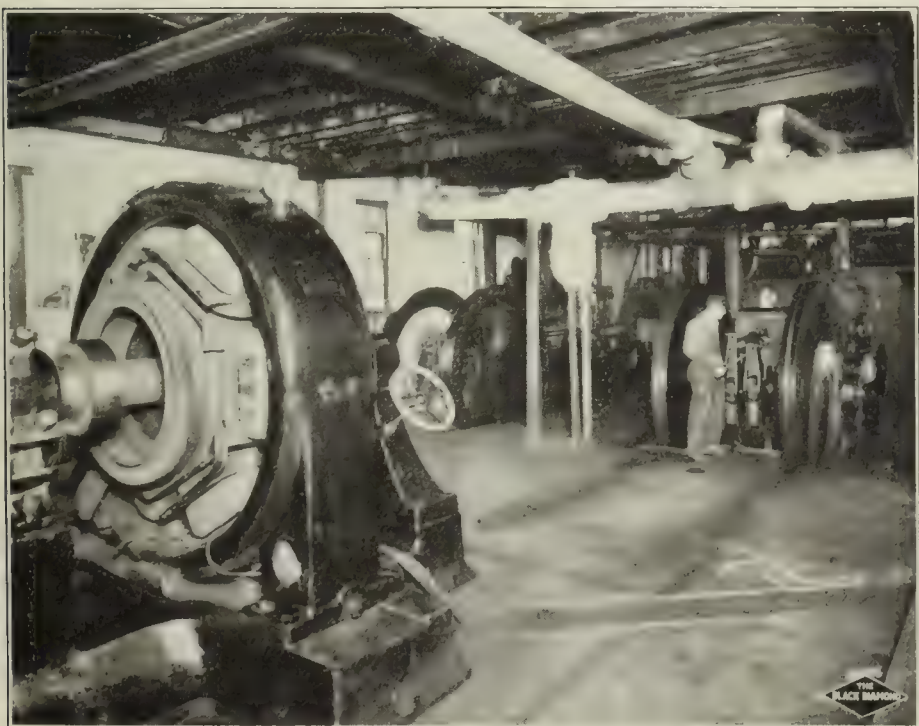
This was the problem which Mr. Steffens, as sales manager of the Keller Company, had to solve. He had to give personal service to the retailers. That is, there must be such an intimate relation between the Keller Coal Company and the trade that to all intents

they were practically complementary parts of one big agency for distribution. Mr. Steffens knew that this intensified personal service could not be given by one man to all dealers in so big a territory as the west. A concern owned and managed by two men could not be the common servant of everybody in eighteen states and hope to satisfy anyone.

On the contrary, the Keller Company must concentrate on relatively a few customers who were to be served. Accordingly Mr. Steffens began to select from the vast number of retail dealers those who could appreciate good coal and those who really wanted to be served properly. In keeping with this policy, the purpose of the advertising of his

organization is not to add great numbers of buyers, but to add a few here and there who can appreciate a good coal moving regularly at fair prices from one source of supply. It does not want numbers of buyers, but rather quality.

Seeing what the big plan is, Mr. Steffens conducts his sales department peculiarly when compared with the general trade practice. He has no salesman in Chicago. In reality, he does not appeal to the domestic trade in Chicago. The only coal ever sold there is an odd lot of screenings now and then. He has an office in Chicago, but its function is managerial. From there he sells coal over a big



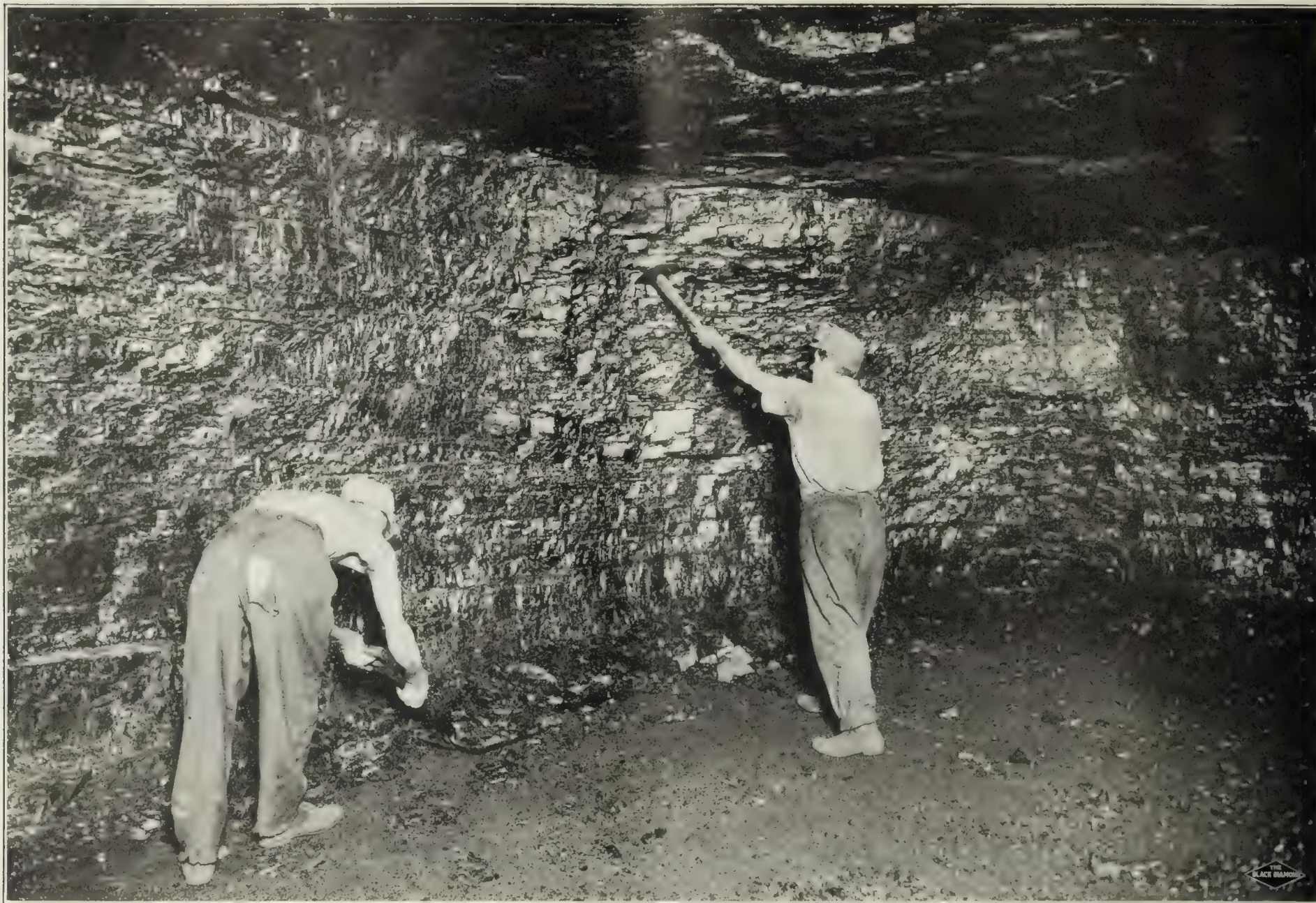
An Interior of the Power House.

In keeping with all other parts of the plant, the power house is modern in every particular and is substantial. It will be noticed that there are both electrical and compressed air machines, since the company fits its equipment below ground to the conditions there encountered.



Supports of the Main Haulageway.

The interesting feature in this picture is the series of steel "I" beams which support the roof. No expense has been spared to make this entry as near permanent as possible. The theory is that substantial roof supports alone assure uninterrupted working and hence a dependable supply of coal.



Hiawatha Coal in Its Native Haunts—the Keller Seam.

The claim is made by the T. C. Keller Coal Company that its vein is in the best part of Franklin county, Illinois, and that the vein here is as clean as any coal found anywhere in the west. The picture which shows no parting bears out the statement.

western territory, using the long distance telephone and telegraph extensively.

All of the salesmen of the company are stationed in what are known as the outlying districts. They are not mere tonnage grabbers; they are not looking out only for the single-car order. They do not "cover territory." Instead, they try always and only to bring in a few new customers who are going to be permanent "accounts" on the producing company's books.

A first rate example of what this policy means is afforded by the office which is maintained at Omaha, Nebraska. The man who travels Nebraska and western Iowa does not rush wildly over the whole territory, making hurried calls on dealers between trains. Instead, he goes over the territory leisurely and thoroughly. On these trips, before he asks a man to buy his coal, he makes sure that his credit is good; that he has marketing facilities which are the kind which suggest reliability; and that the retailer is the kind that the Keller Coal Company wants as an agent. In other words, he makes sure that the man would fit into the growing Keller family of retail dealers. Such information about a retailer cannot be picked up "between trains" in one day. For this reason, the Keller representative does not go over his field in a rush and on a mad quest for orders. He moves deliberately. And, when he returns to his office, he has usually added some new "accounts." Incidentally the use of the word "accounts" instead of "orders" in the office explains the whole policy of the Keller Coal Company. Mr. Steffens wants "accounts" rather than individual orders. This is a logical development of the policy which aims to serve a few well, rather than to try to serve everyone indifferently.

If this policy is as good as it sounds, it must have a definite expression of some kind.

It has, and that expression is this—in the words of the head of the sales force:

"There has never been a time since 1906 when a regular customer of the Keller Coal Company has been allowed to run short of fuel, no matter what the circumstances. The severe winter of 1911 was no exception. The times when car shortages came did not alter the case. When the demand for coal has been extraordinary as it is just prior to a strike, the rule holds good. It does not make any difference what the circumstances, the Keller Coal Company in twenty-five years has not disappointed any regular customers nor thrown one of its regular patrons on the mercies of the open market."

It is said, too, that customers appreciate this service and hence that the company loses no "accounts."

The Production Program.

Having such a decided sales policy, the Keller Coal Company must have one to match it at the mines. This policy must be one which, automatically, will permit the company to do what its sales representatives are saying that it can do. Since the company says, for example, that it produces mainly domestic coal, the mine equipment should be designed to produce mainly the domestic sizes of the very best preparation. This presupposes an arrangement of screens which will size the coal as the domestic user wants. It presupposes also a character of underground equipment which will yield the maximum percentage of the domestic sizes.

To see that precisely this is done, the mining department is under the personal supervision of T. C. Keller. Those who have visited him at the mines may have gained the impression that, for the president of a concern, he devotes entirely too much attention

to details. It is true that not a detail around the mines escapes him. Some believe that his policy is a mistaken one because when he is at the mines, he is all over the workings all the time and is inquiring into what everyone, from the trapper boy up to the superintendent, is doing.

If this be a "mistaken zeal," as some competing presidents of mining companies might say, there is at least purposeful method in it. For example, Mr. Keller knows that the natural bent of a miner is to follow the line of least resistance. Miners the world over are alike in that particular. They do a thing in the easiest way, regardless of consequences. If the consequences are the degradation of the coal, the miner is not concerned.

Also, the practical miner is a nomad. He travels from place to place, all the while, and in his travels picks up ways of doing things from nearly every mining camp. The result is that all miners have come to do things about in the same way. This constant shifting about of the working force establishes indeed a sort of common mining practice. If an operator has a distinctive way of doing things, he must wean the practical miner away from this composite practice of his craft.

Mr. Keller has his mind fixed on the production of domestic coal only and upon giving it the best preparation. Since he wants to sell domestic coal only, he wants to get the maximum yield of that size from the mines. To do that, he must be constantly keying up his miners and hence interfering in details around the mines. That explains why Mr. Keller pays so much attention to what others consider the smaller matters. Still, when one sees that the whole policy of the company swings around preparation of domestic coal, these are not "small matters" after all.

To help him carry out his policy, Mr. Keller has mine equipment designed to produce the maximum amount of the domestic sizes of coal with the best preparation. For example, the coal is taken from the seam in some

places with compressed air machines. But, where those will work the best, electric undercutting machines are used. He has found by experience that a vein will vary inside the limits of a modern mine. Accordingly, he has fitted the mechanical equipment precisely to the needs of the vein.

This having been done, he supplies electric lighting in the rooms so the men can work and clean the coal there under best conditions. Naturally, he has electric haulage to get the coal quickly and cheaply to the shaft bottom.

The Mine Equipment.

The Keller mine was opened in 1906, the first coal being shipped to market in the fall of that year. The plant now in use was built at that time. Since then, a great many things which are styled refinements of preparation have been introduced into mines generally and much is said about them. It is interesting to note that while he uses a different method, the mechanical skill of Mr. Keller enabled him to provide ten years ago devices which will do precisely the same thing others are now spending so much money to do, namely, to get a maximum of domestic sizes and to clean those sizes thoroughly.

To avoid degradation, the coal is lowered gently upon the shaker screens. There it is sized into six-inch lump, six by three-inch egg, three by two-inch nut, two by one and one-half-inch stove, one and one-half-inch by three-quarter-inch chestnut, all of which are available for various uses around the household.

For example, the smaller sized coal is known to be good for hot water heaters.

The company does not make an appeal to the steam trade, except when it must move the smaller sizes resulting from the production of lump. Thus it makes two-inch, or one and one-half-inch, or three-quarter-inch screenings.

Having thus arranged to get the maximum yield of domestic coal, the Keller Coal Company proceeds to make all needed arrangements to assure the kind of service that the retailers want.

One of the first things insisted upon by the dealer is, of course, the accuracy of weight. The Keller mine is located on the Chicago, Burlington & Quincy Railroad. This line is extremely careful to see that the marked tare of the car is accurate. This it assures by putting the empty cars over its scales at regular intervals. When that is necessary, it changes the stenciled tare on the side of the car. The Keller Coal Company depends upon the Burlington road, in the main, to see that the stenciled tare is correct. However, before it accepts a tare weight, it makes sure that the car is clean. Having done that, it notes the date when the last tare weight was taken. If this was more than four months before the date the car is to be loaded, the empty car is put over the company's track scales and is weighed. If, however, the tare weight has been ascertained within four months, the tippie man considers that it is correct and the car is placed for loading.

After being loaded, the car is weighed on a track scale which is half way between the

tippie and the storage yard. These scales are balanced every morning and are carefully cleaned after every car passes over them. Once a month, at least, they are subjected to a thorough inspection and are repaired if necessary.

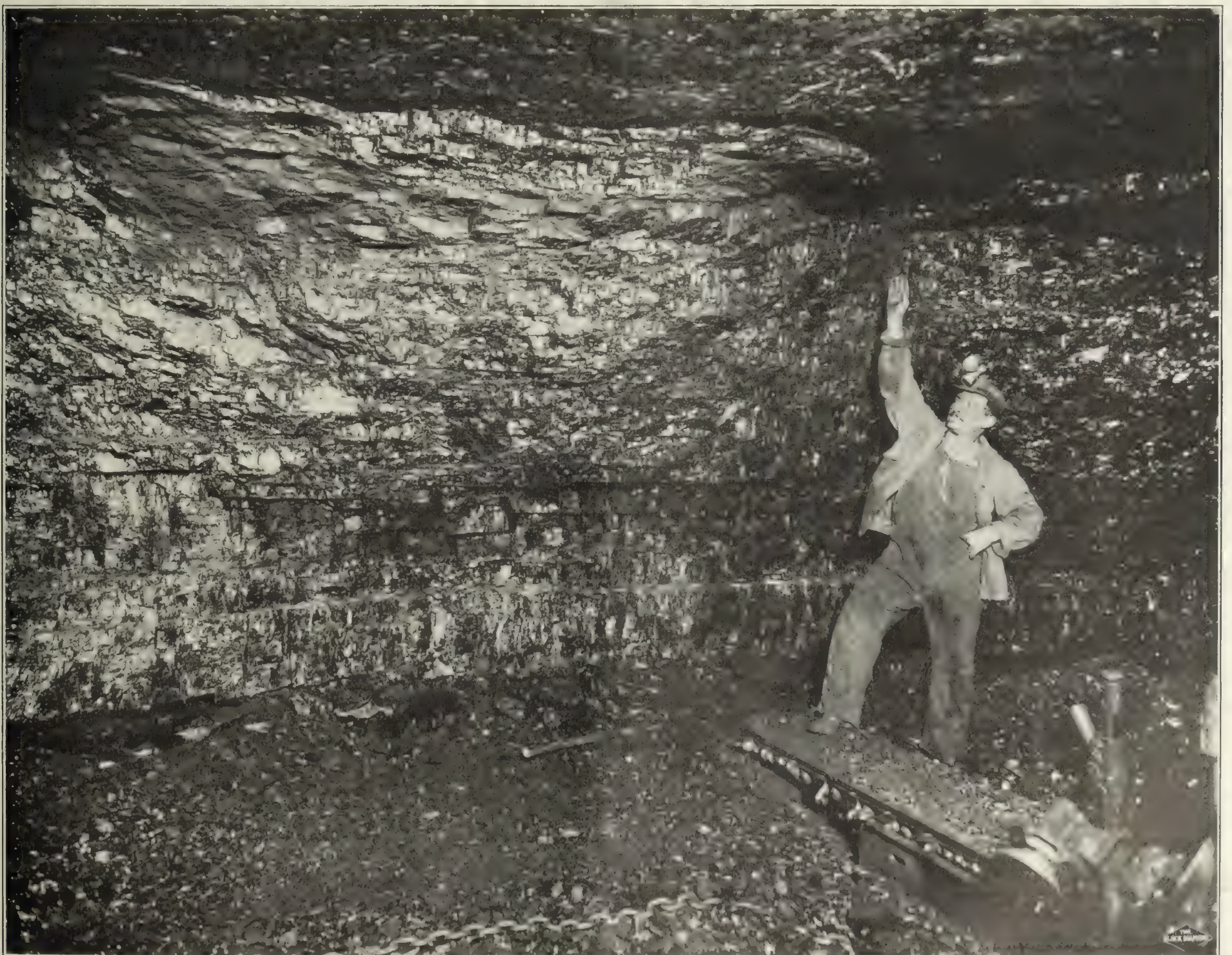
The Keller Coal Company also knows that a retailer is anxious to get his supply of coal regularly. To assure such a result, cars for the transportation of the coal must be available. Also the company must have room enough at the mine to accommodate all the cars it is going to load. At the Keller mine, there is an empty car track which will accommodate 100 cars. In the Sesser yard, available to this company, there is room for 150 empties. Below the Keller tippie there is room for 100 loaded cars, and in the Sesser yard there is room for 200 loaded cars. This gives all the storage room that could possibly be used.

Transportation Facilities.

The mine is located on the Chicago, Burlington & Quincy Railroad only. However, that is one of the best equipped coal carrying roads in the west and affords a market not only to points local to its own line, but to all points local to connecting carriers.

The output of the T. C. Keller Coal Company is marketed under the name of Hiawatha coal.

[This article by THE BLACK DIAMOND is designated an advertisement in compliance with the Postal Laws of the United States as revised August 24, 1912.]



Another View of the Vein in the Keller Mine at Sesser, Illinois.

The Hocking Valley Coal Trade.

COLUMBUS, OHIO, October 14.—(Special Correspondence.)—There is continued stiffening of the Hocking market, particularly on domestic sizes. No mines need to remain idle for lack of business, but a number, including the big Sunday Creek interests, are taking the stand that there is no money in the Hocking coal trade under existing labor and freight rate conditions, and are letting the season go by default. This attitude makes stronger demands on mines that are active. Capacity production is the rule. Steam orders are gaining steadily, if slowly, in volume. On no sizes, however, are prices on old-time prosperity basis. An early advance on domestic is talked of. The present schedule, herewith appended and in force up to Thursday, is firm:

Hocking Valley—	F. O. B. Columbus.	F. O. B. Mines.
3-inch lump.....	\$2.20	\$1.60
3½-inch lump.....	1.95	1.35
Egg.....	1.60	1.00
Mine run.....	1.75@1.80	1.15@1.25
Nut, pea and slack.....	1.20@1.25	.60@.65
Coarse slack.....	1.10@1.15	.50@.55
Washed Coals—		
Egg.....	2.35	1.75
Stove.....	2.20	1.60

Pomeroy, which is largely a domestic product, is feeling the thrill of a strong market. Dealers, who have been tardy about providing for Pomeroy customers, are now urging up shipments. Mines are working steadily, and in some instances salesmen are instructed to accept no orders after October 15 at present prices. Present quotations are:

Pomeroy—	F. O. B. Columbus.	F. O. B. Mines.
2 and 3-inch lump.....	\$2.25@2.30	\$1.60@1.65
3½-inch lump.....	2.15@2.20	1.50@1.55
Mine run.....	1.75@1.80	1.10@1.15
Nut, pea and slack.....	1.20@1.30	.55@.65

The best grades of standard splint are in more active demand at slightly better prices than have prevailed before this year. On the other hand some fields are working quite short time, and find it impractical to increase circular. Screenings are firmer than they were a week ago. Herewith are prices corrected up to Thursday:

West Virginia Splint—	F. O. B. Columbus.	F. O. B. Mines.
2-inch lump.....	\$2.35@2.40	\$1.40@1.50
3½-inch lump.....	2.25	1.30
Mine run.....	1.80@1.90	.85@.95
Low ash nut, pea and slack.....	1.55@1.65	.60@.70
High ash nut, pea and slack.....	1.35@1.45	.40@.50

Fancy domestics are strong at the maximum quotation. Some producers having sales offices here are calling their men in from the road on account of being sold up. If the demand continues to grow in the same proportion as during the past week or two an advance in prices is one of the early certainties. Current quotations are:

White Ash—	Columbus.	Mines.
3-inch lump.....	2.65	1.75
1½-inch lump.....	2.40	1.50
Egg.....	2.15	1.25
Red Ash—		
Chunks.....	2.75	1.85
Egg.....	2.50	1.60
Screenings.....	1.50	.60

Columbus retailers are enjoying a good trade in spite of a persistent natural gas campaign that has been run in the newspapers for several months past. Prices are: Pocahontas lump, \$4.50; Pocahontas mine-run, \$3.75; white and red ash lump, \$3.75; splint lump, \$3.50; Hocking lump, \$3.25.

Columbus News Notes.

J. Earl Myers, manager of the Whitney-Kemmerer Company, Pittsburgh, was a recent visitor.

E. F. Murchey, of the Morris Coal Company, Cleveland, was in town last week.

V. G. Miller, of the Webb Fuel Company, Cincinnati, was recently calling upon the trade here.

J. M. Leonard, sales manager of the Brothers Valley Coal Company, was one of last week's arrivals.

R. S. McGee, of the Carbon Fuel Company, Cincinnati, was looking after business here last week.

Edward E. Chester, of the J. H. Hillman & Sons Company, was a recent caller upon the Columbus jobbing trade.

A Simons, of Redfield, president of A. Simons & Son, paid a visit to headquarters of the firm here last week.

H. W. Kelly, retailer dealer of Angola, Ind., was a caller last week at the headquarters of the M-O-I Coal Association, of which he is one of the directors.

The Gibson-Spence Coal Company have removed from the eighth floor to the eleventh floor of the Columbus Savings & Trust building, the change giving them double their former office space.

F. M. Andrews, C. W. Huddleson, E. E. Learned, Dwight Howard and M. E. Andrews are incorporators of the Banner Coal & Coke Company of Columbus. The capital stock is \$10,000.

C. M. Anderson, western sales manager of the Elk River Coal & Lumber Company, returned on Saturday last from a trip to the mines at Dundon, W. Va., on which he was accompanied by his force of traveling men.

E. E. Hazelton, manager of the Hazelton estate, having coal interests in the Hocking valley, has taken a road position with the Dean Coal Company. Frank S. Stimmel, formerly of the retail firm of Stimmel Brothers, Columbus, has gone with the Dean company as city salesman.

The Ohio Board of Administration has awarded to the Ohio & Pennsylvania Coal Company, Cleveland, contract for approximately 1,000 tons of mine-run, at the price of \$1.79, delivered on siding of the Cleveland State Hospital, for use in that institution. The coal is to be Ohio mined.

Earl Welker, who some weeks ago absconded with \$577 funds of the Columbus Builders Supply & Coal Company, instead of depositing them in bank, is reported to be under arrest at Portland, Ore. He was a trusted employe, and the manager was at first inclined to the theory of foul play when the young man disappeared.

As part of the financing scheme of the new coal line being built between Columbus and the Ohio river, authority has been asked of the Ohio Utilities Commission to issue \$1,000,000 five per cent thirty year gold bonds. Request is also made for increase of the capital stock from \$50,000 to \$3,450,000. The company states that it has already made an outlay of \$1,364,000 and expects to expend an additional \$3,450,000.

The Franklin county courts has decided in favor of the New York Coal Company in a suit for royalties on coal lands leased to the Sunday Creek Company. The plaintiff was given a judgment for \$4,936 with accumulated interest on a royalty basis of 7½ cents per ton. Other suits of like nature, involving the same parties, are pending. The coal properties involved are near Orbiston, in the Hocking valley.

Martin Ebersbach, president of the Puritan Coal Company, Pomeroy, and R. L. France, secretary of the Detroit office, were in conference here at sales headquarters Monday with Sales Manager Kuhns. The Puritan is the largest producer of the Pomeroy field, and has kept going steadily during the entire year. The last shipment was recently made on a 70,000 ton lake contract.

Complying with the postal law of August 24, 1912, THE BLACK DIAMOND submits the following information to its readers: This journal is published weekly at 1112 Manhattan building, Chicago, Illinois. President and business manager, A. T. Murphy, 1112 Manhattan building, Chicago, Illinois; editor, G. H. Cushing, 1112 Manhattan building, Chicago, Illinois. Publisher, The Black Diamond Company, 1112 Manhattan building, Chicago, Illinois. Stockholders, A. T. Murphy, 1112 Manhattan building, Chicago, Illinois; Samuel Kersten, 554 West Jackson boulevard, Chicago, Illinois; John O'Neil, 226 La Salle street, Chicago, Illinois. There is no outstanding bond issue or mortgage of any kind on the publication. (Signed) The Black Diamond Company, A. T. Murphy, president.

Sworn to and subscribed before me this 20th day of September, 1915.—G. L. Toale, Notary Public.

We are always pleased to receive inquiries on Hocking, Pomeroy, West Virginia and Kentucky steam and domestic coal.

The Seidenfeld-Hammond Coal Company
Murray, Ohio

NEW YORK COAL COMPANY
COLUMBUS, OHIO


Miners and Shippers of Specially
Prepared Domestic Coals
Also Manhattan Washed Coals

THE PEACOCK COAL CO.
Sole operators of
Genuine Peacock Pomeroy Coal
Capacity, 3,000 tons daily
Harrison Building Columbus, Ohio


The Gibson-Spence Coal Co.
Producers and Shippers
"Banner" Hocking "Blue Ridge" White Ash
"Valley" Cambridge "Pine Mountain" Kentucky
Anthracite—Pocahontas—Smithing
Columbus Savings & Trust Building - Columbus, Ohio

SUNDAY CREEK
COAL COMPANY
Outlook Building, Columbus, Ohio

The Lorain Coal & Dock Co.
Columbus, Ohio
Capacity 10,000 tons No. 8 Pbg.
Coal Daily

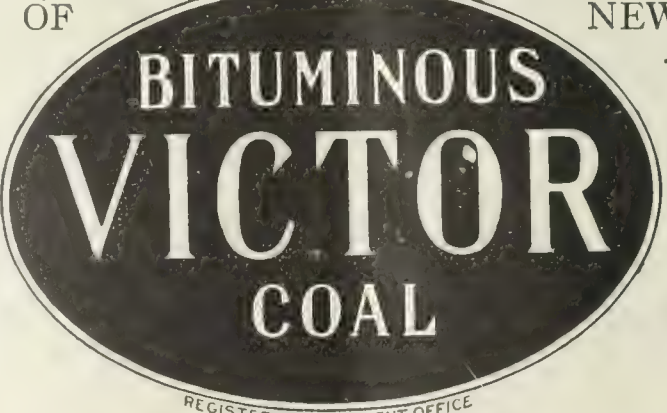


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Do Coal Men Want to Kill the Sherman Act?

Officials of the United Mine Workers of America have suggested to the operating associations and to individual operators that a joint movement be undertaken to persuade Congress to modify the Sherman anti-trust law.

This proposal the operators are considering seriously. Indeed, it will stand elaborate study. While the proposal in all its phases must be analyzed, perhaps the most important thing at the minute is the fact that for the first time the operators and miners are to join forces in any legislative campaign. That in itself is promising and an opportunity which should be embraced while the mood holds. It is something at least, which should be encouraged to continue as a factor in coal. Assuming that joint action will come, the circumstance raises two questions.

First, in view of the modified legislative program of the government, is this the proper time to attack the Sherman anti-trust law?

Second, if not that, is some other program more promising?

The first thing to consider in any attempt to answer these questions is what the coal trade really wants to do. Under that heading there are two wants—those of the operators and those of the miners. At a certain point these wants dovetail. Before that point is reached, however, they seem to run in quite opposite channels. That being true, we will study them separately.

What the Operators Want.

Primarily what the operators want is to make money out of the coal business. They have created both small and large corporations, capitalized for both small and large sums of money. These corporations exist for profit only. The operators want to make them profitable.

Secondarily, the operators are confronted by a series of demands which are more or less social in character. For example, the miners insist that they should be paid not only a living wage, but enough to make possible some of the pleasures of life; the miners are demanding better living conditions, i. e., better sanitary conditions, entertainment in the mining camps; the miners demand safety, which means the use of more appliances in mining; the miners demand compensation for those that are injured and even pensions for those who have grown old in the service. The operators would grant all of these demands if they could. Thus the secondary want of the mining corporations is money enough to meet these social obligations without robbing the stockholders.

These two needs call for larger coal revenue. Thus the two wants of the coal operator unite to spell a desire for more money. The question is: How is this money going to be obtained?

As elaborately argued heretofore, the coal operator is confronted by an almost impossible proposition in the fact that a coal supply which is to last this country for approximately one thousand years is made available for immediate production. In order, therefore, to get the large revenue it is necessary to control the business. There are only two ways to do this, so far as has been publicly discussed.

One of the ways is to form a bituminous coal monopoly under private capital. The other is to procure a change of the laws as will permit those in the business to co-operate.

Heretofore the Sherman anti-trust law has stood as a barrier against the realization of either one of these plans. Therefore, on the face of it, the proposed campaign of the miners against the Sherman law seems to be a step towards the solution of coal trade ideals.

What the Miners Want.

In America the whole labor situation is in an intensified transition period from what it was toward what is to be. As is the case in any transition period, the time is one of storm when the real issue is not clear. Still, what in general the laborer wants is to get away from the old conditions where brain or cunning got practically

The Proposal Is Made by the Miners, But a Need to Make Cooperation Safe May Dictate That the Obnoxious Old Law Shall Stand.

all and when the worker got merely enough to allow him to "get by."

Primarily, what the miner wants is what every other worker wants, namely, a different division of coal trade revenue.

In the matter of detail, the miner wants enough money to give him a better standard of living; to give him better living conditions; more safety in the mines, compensation for his injuries without having to fight for it, and, when he has served long and faithfully, a pension to serve him in his old age. Therefore, the miner in the ultimate, wants the coal business to earn more money so he may get more.

After the details have been thrashed out, the ultimate wish of the miner is the ultimate wish of the operator, namely, that the coal mining business should be made more profitable. However, the miner is confronted by precisely the same trouble as the operator. The Sherman law has stood in the way. It has threatened that complete organization of the miners which alone could force the operators to grant the union demands. Also, it has prevented the organization of the operators, and thus has prevented them from combining to collect from the public, through united effort, the money which the miners want. These two things account for the miners' interest in having the Sherman anti-trust law modified.

The Sherman Anti-Trust Law.

The Sherman law, which thus becomes the center of interest to both the operators and miners, is easily divisible into two parts. The first part consists of the first three paragraphs, which clearly tie the law to the criminal code. These paragraphs make it a felony to gain a monopoly of anything, or even to attempt to gain a monopoly.

The second part of the law goes into detail. It is said there that it is unlawful for producers to agree or to even allow other minds to meet on a proposition in such a way as to affect the price of anything to the whole people. This law has been considered heretofore as a most effective barrier to anything like an agreement of the coal people upon anything.

So long as the Sherman law stood as the only statute which regulated business, this paper voiced the sentiment of all coal operators and practically when it considered the Sherman law as impossible. We have held, and still hold, that standing alone, it tried to prevent the monopoly but instead actually procured it. That is, business must have a master. The coal trade must also have a master. It is impossible to give the coal business a master when from 5,000 to 10,000 different concerns are going each as it pleases. With the individual wish expressed in the unit of industry, there is possible no program for that industry as a whole. Therefore, the nation must make choice of two things. It must be content to have no coal trade program or it must modify the law which compels each unit to remain separate and apart from all others.

When fusion of these small units on common points could not be made possible by agreement and still obey the law, and since something in unison must be done, the only way to get a trade program was to lessen the number of individual units by purchase or consolidation. The ultimate end of consolidation, of course, is one comprehensive organization. This means monopoly. On this account we have said that the Sherman law in the end procured the monopoly which at the beginning it tried to avert.

However, that was true only so long as the Sherman anti-trust law stood as the only regu-

latory statute. Within the span of the present administration the Sherman law has been supplemented by two others. One is the Clayton bill and the other is the Trade Commission bill. The latter is supposed to be helpful to business by permitting certain kinds of co-operation among producing units, etc. The question now to be considered is whether the passage of these other two laws does not so change the attitude of the government as to make it unnecessary and really inadvisable to do away with the Sherman law.

That is, heretofore the Sherman act was the only regulatory statute. Therefore, it made any attempt to reach an agreement on anything a criminal act. If an act even headed toward monopoly or in any way restrained trade it was as much of an offense as it was to monopolize an industry.

Now, however, by the passage of the Clayton bill and the Trade Commission bill, the Sherman law becomes the law which regulates only the illegal combinations of capital. It today stands as a statute which can be used when necessary to correct the practices of those who do not want to co-operate. It stands mainly as the corrective of those institutions which want to destroy the smaller concerns that they may have undisputed sway.

The theory of the new laws is that the small units of business may co-operate to make their enterprise profitable without making it oppressive to the people as a whole.

So long as these three laws stand as they now are, the probabilities are that business men will co-operate under government regulation because they must. But, while co-operating, they will stop far short of monopoly because they do not care to encounter the penal clauses of the Sherman law. Thus necessity will force co-operation, but fear of the Sherman law will throttle any effort at driving a little fellow out of business.

A Danger Zone.

The great danger is that if the Sherman law were done away with the enforced co-operation under the Trade Commission act would very quickly run into a monopoly. Seeing this danger, many of the smaller operators are finding themselves opposed to any change. They prefer to keep the Sherman act in force as a corrective measure and as really a powerful instrument to drive men into regulated co-operation.

The Possible Alternative.

Those who see the coal trade in its larger aspects are convinced that while we are well started towards a program which will save the coal trade from itself, we have not yet arrived at a satisfying goal. That is, the major difficulty of the trade remains unsolved. This difficulty is that the supply of coal which must last the country for a thousand years is still available for immediate production. Therefore coal men may co-operate as much as they please, but if by co-operation they succeed in making the present business profitable they will only invite the opening up of new mines to destroy that possibility of profit. Thus the mere act of making the business profitable by co-operation will destroy the effect of the agreement by increasing competition.

There is need, therefore, of some control of coal deposits in such a way that production may be limited. This, because of the size of the deposits, is impossible by the use of capital. The only thing which can possibly attain that result is for the government itself to hold the coal land in reserve as part of the public domain and declare that in future no mine shall be opened until the nation declares there is a use for it.

This suggests a possible alternative course which the miners and operators working together can procure. That is, they can carry on their legislative campaign, not in trying to emasculate the Sherman act, but they can seek to persuade Congress to take the initial steps leading towards a forced restriction of coal production.

Can Coal Be Carried on Upper Mississippi?

Only recently the Interstate Commerce Commission made a ruling which seems to threaten to give eastern coal the predominance in northwestern markets because the freight rate now shows a differential against western coal. The fact which determined this was an order permitting an increase in freight rates on western coal of ten cents a ton, without the railroads announcing a corresponding increase in freight rates on eastern coal.

To those not intimately familiar with the coal business, it seems strange that coal could be hauled from West Virginia, Pennsylvania, and Ohio to Minnesota and, regardless of a higher average mine price, undersell coal from Indiana and Illinois. The supremacy, however, is explained by the fact that eastern coal has a rail, water, and all-rail haul, whereas western coal has an all-rail haul.

Being confronted by the alternative of losing the northwestern market or finding some other way to get the coal there, some of the western operators are beginning to suggest:

Why not a rail, water and rail haul on western coal also? That is, why not take Illinois coal, especially, over the Mississippi river; dump it on barges; move it to the northwest; transfer it to the railroads, and thus complete the movement?

There would seem to be no obstacle in the way of such a movement because eastern coal is moving by rail to Lake Erie, by lake to the northwest, and by rail again to the interior.

The western proposal brings up for discussion a most interesting subject. From the Kanawha district in West Virginia, from the Pittsburgh district in Pennsylvania, and from the Fairmont district in West Virginia, coal has been moving down the Ohio and Mississippi rivers for fifty or sixty years. This seems to make the movement a success and at least possible. However, recently one large company bought a mine because it had a river connection. A little later it sold it again because the river is a failure in the opinion of this operator.

Another mine owner comments that the largest river shipper has never paid a dividend. A third mine owner comments to the effect that although the Kanawha river has been navigable for over a half century, the new mines which are being opened in that district are shipping by all-rail only.

In view of these facts, the natural comment is made, by Illinois operators, namely:

"If the coal producing districts which have been using the river routes for so long find them impossible and now want to abandon them, why should Illinois undertake it—Especially why should Illinois undertake navigation on the upper reaches of the Mississippi river when the lower portions—which naturally are better, being deeper—have already proved a failure?" There is quite a good deal of pertinent logic in that question.

However, before considering it as either final or binding, it is perhaps best to become acquainted with an interesting discussion of this subject by J. H. Bernhard, a member of the American Society of Civil Engineers. It seems that in March of this year, Wm. W. Harts, a member of that society, read a paper on "rivers and railroads in the United States." Some of his notions did not exactly appeal to Mr. Bernhard, who wrote a letter to the society which is far more important than the paper which provoked it.

Mr. Bernhard, incidentally, is a gentleman from Holland who was attracted to this country by the tremendous and apparent opportunities for water transportation here. He has been instrumental in perfecting a design of boat which will fit our streams. With it, he is reviving the Warrior river traffic in Alabama with noteworthy results. Recently he has undertaken to adapt barges to the needs of the Mississippi river and has made an experimental and demonstration trip up that stream. In the paper in question he discusses these various enterprises and gives some facts and figures.

Among other things his opening statement challenges attention immediately when he quotes Charles S. Riche, lieutenant colonel of the Corps of Engineers of the United States Army, as pointing out in 1912 that "there are forty-three different kinds of lock dimensions and twenty-six various channel dimensions in the United States." Then he proceeds:

"As stated by the writer in an address before the River Terminal Conference in St. Louis in 1914, 'God alone could build a boat that would meet economically such a variance of conditions.'

When Freight Rates are Thrown Out of Line by Railroad Action, the Coal Men Consider Using the River—What Bernhard Says.

The railroads, on the other hand, have a uniform track and permit a uniform height, length and width of car, so that a railroad car can go anywhere in the United States, Mexico and Canada.

"The author, remarking that the traffic on the majority of our inland water routes has decreased, states, 'It is apparent that the present condition of our water routes, as to the depth and availability of their channels, is in advance of the use being made of them.' Does this mean that, in his estimation, further improvement is not necessary? If this argument held true, the poorer the roadbed or the poorer the street, the less the reason for improvement. The author wishes us to believe such when he states in his next sentence:

"Whenever streams do not show an increasing



A Type of Coal Barge on the Warrior River.

traffic which is at least approaching the increase in commerce in the region traversed, it shows that the usefulness of the stream in question is declining, and the necessity for continuing large expenditures is open to doubt."

"The writer's contention is that the only result of such decline should be the immediate investigation of its cause.

"Although entirely in accord with Major Burgess, who places the cause of the decline on the railroad rate, the writer would like to add to this reason other equally important ones. Next to the rate-anarchism, poor river terminals, obsolete boats, the absence of proper connecting links between existing routes, poor navigation laws and regulations, Government assistance, banking facilities, and insurance rates are equally important as causes for the decline of water transportation.

"The rate situation in the United States is a natural result of former railroad abuse. The rail rates form a most natural and impossible fabric based on two faulty foundations: First, 'charge what the traffic will stand'; and second, 'any rate to meet water competition.'

"It is almost entirely correct to say that there is no rail rate in the United States based on cost plus profit, although the aggregate—the gross receipts of the railroad—is calculated in that way. In the preliminary report just published by the Interstate Commerce Commission for the fiscal year ending June 30, 1914, the average cost of operating, for the railroads in the United States, was given as 72.21 per cent of the gross receipts, and the average receipts were 0.733 cent per ton-mile. The rail distance between New Orleans and St. Louis is 700 miles, which would give, as the average charge, based on 0.733 cent per ton-mile, \$5.13. With these facts at hand, examine some of the following rates in effect between New Orleans and St. Louis.

"The rate for bran is \$2.10; beef, \$5.00; beer, \$4.20; bridge materials, \$3.50; canned goods, \$5.20; cement, \$2.50; coffee, \$4.60; condensed milk, \$4.20; flour, \$2.80; grain, \$1.80; lumber, \$4.00; molasses, \$4.10; nails, \$4.40; nitrate of soda, \$3.40; paint, \$4.60; rice, \$4.80; salt, \$4.30; soap, \$4.60; sugar, \$3.40, and vehicles, \$5.00.

"As will be seen from the foregoing, all these charges are well below the average, but then there might be water service between New Orleans and St. Louis.

"Although rebates are forbidden by state or Federal statutes, railroads grant them quite as much today as at any time in the past, the only distinction being that formerly they were granted to individuals surreptitiously, and now they are granted to cities and towns openly; the former became illegal, the latter is legalized. These rebates arise from the unjust practice of railroads in basing rates to river points on water competition.

"The railroads say they must be allowed to meet competition of the boats, otherwise the boats will take their business between river points. The Interstate Commerce Commission admits this claim, and allows the railroads to haul freight to river points at a loss, and then recoup themselves for this loss by exorbitant charges to off-river points. From these facts, one of two things must be true: either the railroads lose money on all hauls to river points, or they get excessive returns on hauls to off-river points. It is plainly a rebate case—'robbing Peter to pay Paul.' The river towns are having their freight hauled at the expense of the off-river towns, and pay for this privilege with the loss of still

lower rates by boats; and the public loses all around."

Mr. Bernhard on another occasion said that he doesn't believe the waterways of America are at fault. The fault lies with the equipment which we endeavor to use on them. That is, we have been trying to do water borne commerce without either the boats or the docks which fit into modern conditions. He believes that the boat must come first. On this score, he says that the design of the boat must be, first, adjusted to the character of the material it is going to have to handle and, second, it must conform to channel conditions.

In speaking about the docks, he reaches the obvious conclusion—which has been proved on the lakes and on the Atlantic Coast—that a dock must conform to the kind of boat which it must load and unload. There can be no doubt that the success of lake transportation is due entirely to the harmonizing of boats and the docks. There can be no doubt that the rapid growth of water-borne commerce in the east is due to the fact that we first got the boats to carry coal only, and then got docks which would load and unload the coal with something approaching true efficiency.

On both scores, Mr. Bernhard is inclined to insist that if we want to make the inland rivers attractive, we must do in a measure the same things there that we have done on the lakes and on the Atlantic. We must get the boats to fit the commerce, and then get the docks to fit the boats.

Where the Government Fails

In his comment on the Government attitude towards water-borne commerce, Mr. Bernhard is inclined to be caustic and to accuse the Federal Government of a complete lack of ability to analyze its own action. For example, he says that the one branch of the Government will spend hundreds of millions of dollars to improve the inland waterways while at the same time another branch of the Government is adopting a policy which must kill the water-borne commerce. That is, the rivers and harbors committee makes preparation for waterway improvements and the engineering corps of the army is kept constantly busy making improvements. Then the Interstate Commerce Commission not only permits, but encourages the railroads to name rates in

competition with river traffic which will kill the river business.

The Experimental Trip

Speaking about a portion of the experimental trip up the Mississippi river, Mr. Bernhard in his paper says:

"These high terminal expenses are a serious menace to water transportation with the old-fashioned stern or side-wheeler, and are even more unproportionate and out of all reason where modern craft are used. The 1,000-ton, self-propelled barge that went to St. Paul from New Orleans in August, 1914, brought this forcibly to light. The most serious handicaps this barge encountered were terminals; in almost every instance it cost more to load and unload the cargo than to carry it to the place of destination.

"The New Orleans freight was received, watched, and loaded, including the receiving clerk's time, for a total of twenty-six and one-half cents per ton. The time consumed for loading was five hours, or forty-six and one-half tons per hour, during which time the barge expenses increase at the rate of \$3.86 per hour, or a total of \$19.30.

"At Jeffries, La., 554.6 tons of lumber were received, being loaded and unloaded by the shipper. The loading took from Thursday at three o'clock in the afternoon, until Monday at ten o'clock in the morning, working night and day and Sunday, a total of ninety-one hours, or six and one-tenths tons per hour. The loading cost the shipper twenty-seven cents per ton. Loading the lumber on the barge cost, in time lost, ninety-one hours, or \$351.26. The entire cost of loading and unloading, to the shipper, was \$245.72, and this, together with the time loss to the barge, expressed in dollars and cents, makes a grand total of \$807.35, as compared with the transportation of the entire lumber cargo of 554.6 tons for \$998.37, or \$1.80 per ton to carry the lumber 1,000 miles, and \$1.46 to carry it to and from the barge.

"With any proper semblance of an opportunity, this lumber should have been loaded on the barge in twelve hours, causing a saving in this item alone of seventy-nine hours, \$305, and it is safe to say that what now cost \$807.35 to load

wonder that the laborers who loaded the cement, and crossed this path every minute for seven hours, were far from efficient.

"The bank is approximately four feet above the water level, the side having an inclination of about fifteen degrees from the vertical. This bank is made up of stone blocks which apparently were meant to be thrown neatly on top of each other and thus form a bank, but the work had been poorly done, for some of the stones were lying in the river in front of the wharf, and one could see the rock blocks on the bottom, close to the bank, so that any barge coming near the bank and being gradually loaded, would settle down on these sharp blocks, to the great detriment of the barge bottom, and preventing a quick departure after the boat was loaded.

"Just at what would be called the head of this 'river terminal,' is the wharf shed of the Streckfus Line. This projects into the river about twenty-five or thirty feet, and in the angle formed between this wharf-house and the quay, there are some piles which are now rotten. To the south of this bank, about 150 feet from the Streckfus wharf, there is another wooden shed, but on the bank, and at that point the river terminal practically stops. A number of small and very frail motor craft and rowboats are anchored nearby, the outermost one about thirty feet from the river bank.

"The writer desires to state that he is not exaggerating, but is really describing what he believes was the best landing place on the Mississippi river at that date (August, 1914), with the exception of New Orleans, and equal to those at St. Paul or St. Louis.

"On this bank the barge was to receive 200 tons of cement, at a rate of fifty cents per ton less than that by rail—or at two-thirds of the rail rate. It might be stated here that, besides the loss in time to the barge, the shipper, who saved \$100 on his 200 tons by freight rate differences, paid \$103 for loading and unloading, causing in the final transaction a loss to him of \$3, notwithstanding the fact that the rail rate for a distance of 400 miles was reduced thirty-three per cent by the barge.

"Owing to the slope of the wall and the visible rock at the bottom of the river, the barge was

"While the barge was being loaded, a deck-hand was kept busy sounding for rocks, in order to prevent the barge from sticking on one of them.

"A switching engine was kept in waiting to move the box cars up to the place where they could be unloaded. The loading was done at the rate of twenty-eight tons per hour. The wages of the engine driver and fireman amounted to, say, eighty-four cents per hour; or, only on their account, the cost of loading increased three cents per ton; or, on the tonnage moved in this instance alone, their idle time would have paid interest for the entire year on \$100 worth of terminal equipment.

"On the overhead charges of the barge, the book charges, hull insurance, and liability insurance, are affected directly by the time of loading. Indirectly, the traveling expenses and administration charges are increased; to this is to be added the proper proportion of wages, and fuel for light, subsistence, supplies, and tarpaulin hire, which gives the amount to be used in calculating the money loss during the loading and unloading. For fifty-hour days and eight hours, this gives:

Overhead book charge	\$ 819.18
Hull insurance	221.68
Liability insurance	25.13
Wages	2,244.13
Traveling and administration expenses.....	1,017.52
Light	29.16
Subsistence	400.00
Deck supplies	270.72

\$5,027.52

or \$3.86 per hour.

"The total cost of loading and unloading the barge on this trip was \$1,733.12, or sixty-three per cent of the gross freight receipts.

"As a final word about the problem of inland navigation, the quarantine regulations which have to be contended with are worthy of a few remarks. Should there be bubonic plague in New Orleans, and should a vessel leave for foreign harbors with a health and inspection certificate from the Federal health officers, then such vessel will see such certificate honored wherever it goes; but should the authorities in the first harbor it touches desire to have it go through certain formalities, then at least all subsequent harbors will not further bother the vessel regarding its stay in New Orleans; but should a craft turn its prow upstream, and dare to remain within the jurisdiction of the United States officials, then any city or state health officer, regardless of any reasons to the contrary, and indifferent as to the number of former inspections and fumigations, may, on the boat's arrival within his "sphere of influence," stop, inspect and fumigate to his heart's content; and so it came about that this steel barge, which was in New Orleans only six hours during the daytime, while the loading was in progress, and had been officially declared "absolutely rat-proof," was frequently detained by the various health officials along the route until the very end of its journey. At St. Paul, 1,921 miles from New Orleans, thirty-five days after its departure, it received its last health inspection, although it had lain five days off Jeffries, three days at St. Louis, and shorter periods at various other places, had been officially fumigated, and had had hundreds of visitors. The writer firmly believes that it escaped more serious delay because many officials were puzzled as to how to fumigate such an air-tight steel structure, which had an open engine-room and pilot-house, carried its freight out in the open on deck, had its hold sealed with water-tight bulkheads, and had a deck without hatches. It is possible that some of these inspections were due more to curiosity about the construction of the barge than to sanitary reasons.

"The barge left on July 6th, at four in the afternoon, and returned on August 29th, at two in the afternoon, a total of fifty-four days and eight hours, including loading and unloading; and during that time covered 3,843 miles, spending 240 hours and forty-five minutes in loading and unloading 1,182 tons. She lost eight hours and four minutes on account of engine trouble, was grounded for 174 hours and ten minutes, or waiting for the pilots to ascertain the location of the channel, notwithstanding the fact that at no time was a less depth than six feet found.

"The barge carried coffee, rice, sugar, cement, molasses, lumber, flour, paper, and chemicals. Out of the total of 1,921,000 up-stream ton-miles capacity, it delivered 1,066,986 ton-miles, and of the 1,921,000 down-stream ton-miles, it carried 183,181 ton-miles, or a total for the round trip of thirty-two per cent of the barge's capacity. The total gross receipts were \$2,762.57, or 2.21 mills per ton-mile; the same freight moved by

(Concluded on page 332)



Coal Barge at a Dock on Warrior River.

and unload should not have cost more than \$210, under fair conditions, permitting an increase or decrease in rate of sixty per cent.

"At Hannibal, Missouri, 200 tons of cement were loaded, at a total cost to the shipper of \$73, or 36.5 cents per ton. This was done in seven hours, or at the rate of twenty-eight and one-half tons per hour. As the best "terminal facilities" were found here, a short description follows, the writer's criticisms being such as are justified by usual and average conditions in Europe.

"Hannibal is on the Mississippi, has a population of about 14,000, and has a fairly flat and low bank. The city seems to be prosperous, and its streets are well paved and clean. The railroad station is practically on the river. The main line and some switch tracks of the Burlington Railroad are near the "river terminal," being about eighty feet from the water's edge. This is partly due to the fact that the river bank does not run in a straight line, but is irregular. From the switch track nearest to the water, the bank has an easy slope to the river. The bank is paved with irregular cobble-stones on which it is very difficult to walk, so that there is little

lying about three feet out from the bank; luckily her bow happened to be at just about the same height as the river bank. The Atlas Cement Company, which was to load the cement, had arranged everything to the best of its ability. The cement was in eight box cars on the side track. To bridge the three feet gap between the barge and the shore, a temporary platform was constructed.

"The contract of transportation made with the Atlas Cement Company stipulated that the barge would carry no terminal facilities, or any facilities whatsoever for the handling of freight (not even a gangplank) and that the loading and unloading was to be at the expense of shipper and consignee. The only gang-plank on the barge was a two by ten inch board for the crew.

"The cement was taken from the cars and placed on horse-drawn dump-carts, which were then drawn across the eighty feet of bank to the platform, where they were dumped; there the bags of cement were loaded on hand trucks and rolled on deck to the place provided. This method of loading (at the best terminal on the Mississippi river except New Orleans) was the cheapest and occupied the least time.

The Coke Industry in 1914

The production of coke in 1914 was the smallest, except in 1908, in ten years, or since 1905, and amounted to 34,555,914 short tons, valued at \$88,334,217. Compared with 1913, when the production was 46,299,530 short tons, valued at \$128,922,273, the output in 1914 decreased 11,743,616 short tons, or 25.4 per cent, in quantity and \$40,588,056, or 31.5 per cent, in value.

The value of coke has a marked tendency to follow the rate of production, answering in a general way to the law of supply and demand. Prices in 1914 fell gradually, with slackening demand and decline in output, from the beginning of the year to the end, the result being an average value obtained at the ovens of \$2.56, as compared with \$2.78 in 1913. The decline in value was shared almost equally by beehive and by-product coke, the former declining from \$2.39 to \$2.15, or ten per cent, and the latter from \$3.82 to \$3.39, or eleven per cent.

The cost of coal to the manufactured per ton of coke produced in 1914 was \$2.166, or practically the same as in 1913 (\$2.169), and this fact, considered with the decrease in average value for the coke, indicates that the actual returns to the producers were relatively less in 1914 than in 1913.

Of the 34,555,914 tons of coke made in 1914 in the United States, 23,335,971 tons were beehive or oven coke, valued at \$50,254,050, and 11,219,943 tons, valued at \$38,080,167, were by-product or retort coke. In 1913 the production of oven coke was 33,584,830 tons, valued at \$80,284,421, and that of retort coke was 12,714,700 tons, valued at \$48,637,852. From this it appears that only 12.7 per cent of the decrease in quantity was in by-product coke and 87.3 per cent was in oven coke.

The decrease in the production of retort coke in 1914 was 1,494,757 short tons, or 11.8 per cent; the beehive output decreased 10,248,859 tons, or 30.5 per cent. With the exception of two years, 1908 and 1914, the production of by-product coke has increased each year since the first ovens were completed at Syracuse, N. Y., in 1893. Except in 1909 the percentage of by-product coke to the total has increased each year; in 1901 it was 5.4; in 1910 it was 17.1; in 1912 it was 25.3; in 1913 it was 27.5; and in 1914, 32.5. The average value per ton for oven coke in 1914 was \$2.15 against \$2.39 in 1913. The average value for retort coke was \$3.39 in 1914 as compared with \$3.82 in 1913. As explained in previous reports, the higher value of retort coke is due not to the superior quality of that product but to the fact that the retort ovens are located at considerable distances from the coal mines and at or near the centers of consumption where markets for the gas and other by-products as well as for the coke are available. Hence the expenses of transportation are borne by the coal and are added to the value of the coal as charged into the ovens. An equivalent value is necessarily added to the coke. The beehive and similar types of ovens are, on the other hand, located in the immediate vicinity of the mines and the expenses of transportation are borne by the coke, and the beehive coke thus costs the ultimate consumer as much as the apparently higher-valued retort coke.

Connellsville coke has for many years been the standard furnace coke of the United States and the Connellsville region is the only one for which weekly reports on the trade conditions are made to the technical journals. The *Connellsville Courier* presents each week a comprehensive review of conditions affecting the demand and the prices for the commodity which has been the mainstay of the region.

The coal consumed in the manufacture of coke in 1914 was 51,623,750 short tons, valued at \$74,949,565, as compared with 69,239,190 tons, valued at \$100,561,439 in 1913. The value of the coke made in 1914 was \$88,334,217, the difference between the cost of the coal and the value of the coke made from it being \$13,384,652, which, less the cost of manufacture and expenses of administration, represents the profits on the coke-making operations. In 1913 the value of the coke was \$128,922,273, and the difference between that and the cost of the coal was \$28,360,834.

In 1913 there was a net increase of 420 in the total number of ovens, although 2,833 ovens, all of the beehive type, were abandoned during that year. At the close of 1914 there were 2,895 less ovens in existence than at the beginning of the year. There were 192 retort ovens constructed during the year, out of a total of 779, so that the new installations of beehive or partial combustion type aggregated 587. The total number of ovens

and retorts in operation in the United States decreased in 1914 from 102,650 to 99,755, a net loss of 2,895. As the retort ovens showed an increase of 121, there was a net decrease of 3,016 in the number of beehive ovens in existence in 1914 compared with 1913. In addition to the number of ovens abandoned during 1914 there were 45,117 idle, of which 667 were retorts and 44,450 were beehive ovens. The 44,450 idle beehive ovens included 21,801, which were the entire equipment of 177 idle establishments. The statement regarding the number of idle ovens represents only those which were idle during the entire year and does not include any ovens which were idle during a portion of the time only and which contributed to the output in 1914. The number of ovens and retorts in blast during the whole or a portion of 1914 was 54,638, as compared with 72,008 active ovens and retorts in 1913. The 54,638 active ovens and retorts included 5,142 retorts and 49,496 beehive ovens. As the 5,142 retorts produced a total of 11,219,943 tons of coke, the average production for each retort was nearly 2,200 tons; the 49,496 beehive ovens produced 23,335,971 tons, or an average of a little over 470 tons per oven. In 1913 there were 5,531 retorts which produced an average of 2,300 tons per oven, and 66,477 beehive ovens which produced an average of 505 tons per oven. The new ones in course of construction at the close of 1914 numbered 1,249, of which 644 were retorts and 605 were beehive ovens.

The tendency to consolidate into large units is exhibited in the manufacture of coke, as in other branches of industry, and the number of coke-making establishments has shown a steady decrease since 1909, when, on December 31, there were 579 coke-making establishments in the United States. At the close of 1910 the number of establishments had decreased to 578, at the close of 1911 to 570, in 1912 to 559, in 1913 to 551, and in 1914 to 536. Although the total number of establishments in the United States decreased 15 in 1914, the number of by-product plants increased four, whereas the plants using beehive ovens decreased 19. There were 5 establishments with a total of 231 ovens under construction at the close of 1914. Four of the new establishments with a total of 171 ovens were retort oven plants.

The statistics of production of coke in 1913 and 1914 are presented, by states, in the following tables:

MANUFACTURE OF COKE, BY STATES, IN 1913 AND 1914.

State—	Establishments.	Ovens		Coal Used Short Tons.	Yield of Coal in Coke, Pct.	Coke Produced Short Tons.	Total Value of Coke.	Value of Coke, per Ton.
		Built.	Building.					
Alabama	46	10,284	20	5,218,323	63.6	3,323,664	\$ 9,627,170	\$2.90
Colorado	15	3,588	....	1,349,743	65.1	879,461	2,815,134	3.20
Georgia	2	251	....	82,871	51.5	42,747	186,304	4.35
Illinois	1	568	58	2,481,198	74.9	1,859,553	8,593,581	4.62
Indiana	5	749	41	3,535,136	77.1	2,727,025	13,182,136	4.83
Kansas	1	2	....	....	....	....	....	....
Kentucky	9	1,049	100	512,245	61.9	317,084	753,897	2.38
Missouri	....	....	56	....	....	....	....	....
Montana	3	351	....	....	....	....	....	....
New Jersey	1	150	....	339,351	75.4	255,792	695,041	2.72
New Mexico	4	1,030	....	788,172	59.4	467,945	1,548,536	3.31
New York	4	555	....	1,067,207	71.1	758,486	3,301,400	4.35
Ohio	7	471	119	507,417	69.3	351,846	1,231,554	3.50
Oklahoma	2	260	....	....	....	....	....	....
Pennsylvania	276	53,058	582	43,195,801	66.6	28,753,444	67,929,864	2.36
Tennessee	15	2,427	....	694,085	52.5	364,578	925,430	2.50
Virginia	18	5,695	100	2,015,259	64.7	1,303,603	2,840,275	2.18
Washington	6	331	....	118,786	64.2	76,221	432,770	5.68
West Virginia	124	17,826	35	4,034,251	61.3	2,472,752	5,504,416	2.23
Maryland	....	....	....	....	....	....	....	....
Massachusetts	....	....	....	....	....	....	....	....
Michigan	9	2,005	210	3,299,345	71.1	2,345,329	9,354,765	3.99
Minnesota	....	....	....	....	....	....	....	....
Utah	....	....	....	....	....	....	....	....
Wisconsin	....	....	....	....	....	....	....	....
Total	551	102,650	1,321	69,239,190	66.9	46,299,530	\$128,922,273	\$2.78
1914.								
Alabama	38	9,285	....	4,678,196	65.9	3,084,149	\$ 8,408,443	\$2.73
Colorado	14	3,573	....	1,048,251	63.5	666,083	2,203,031	3.30
Georgia	2	201	....	45,298	54.1	24,517	100,529	4.10
Illinois	4	586	40	1,932,132	73.8	1,425,168	5,858,700	4.11
Indiana	5	789	33	3,125,207	72.8	2,276,652	9,055,937	3.98
Kansas	1	2	....	....	....	....	....	....
Kentucky	9	1,151	....	672,624	66.0	443,959	971,060	2.19
Missouri	....	....	56	....	....	....	....	....
Montana	3	351	....	....	....	....	....	....
New Jersey	1	150	....	328,921	77.6	255,283	680,972	2.67
New Mexico	1	1,030	....	660,501	54.9	362,572	1,228,045	3.39
New York	1	555	100	659,418	69.0	457,370	1,726,133	3.77
Ohio	8	538	51	745,097	70.0	521,638	1,678,686	3.21
Oklahoma	2	260	....	....	....	....	....	....
Pennsylvania	274	54,075	867	30,286,961	66.9	20,258,393	42,447,886	2.10
Tennessee	11	2,303	12	487,446	54.2	264,127	642,573	2.43
Virginia	18	5,435	....	1,319,901	59.2	780,984	1,582,419	2.02
Washington	7	336	....	133,319	63.7	84,923	472,531	5.56
West Virginia	118	17,120	....	2,316,309	61.6	1,427,962	2,847,284	1.99
Maryland	....	....	....	....	....	....	....	....
Massachusetts	....	....	....	....	....	....	....	....
Michigan	10	2,015	90	3,184,139	69.8	2,222,134	8,429,988	3.79
Minnesota	....	....	....	....	....	....	....	....
Utah	....	....	....	....	....	....	....	....
Wisconsin	....	....	....	....	....	....	....	....
Total	536	99,755	1,249	51,623,750	66.9	34,555,914	\$88,334,217	\$2.56

Production in Previous Years.

The first record of the quantity of coke made in the United States was in 1880, when, according to the report of the Tenth United States Census, the production is stated to have been 3,338,300 short tons. The annual production since 1880 has been published in this series of reports, the present chapter completing the record of thirty-five years, which is shown in the following table:

QUANTITY OF COKE PRODUCED IN THE UNITED STATES, 1880-1914, IN SHORT TONS.

1880	3,338,300	1898	16,047,209
1881	4,113,760	1899	19,668,569
1882	4,793,321	1900	20,533,348
1883	5,464,721	1901	21,795,883
1884	4,873,805	1902	25,401,730
1885	5,106,696	1903	25,274,281
1886	6,845,369	1904	23,661,106
1887	7,611,705	1905	32,231,129
1888	8,540,030	1906	36,401,217
1889	10,258,022	1907	40,779,564
1890	11,508,021	1908	26,033,518
1891	10,352,688	1909	39,315,065
1892	12,010,829	1910	41,708,810
1893	9,477,580	1911	35,551,489
1894	9,203,632	1912	43,983,599
1895	13,333,714	1913	46,299,530
1896	11,788,773	1914	34,555,914
1897	13,288,984		

Of the fifteen coke-producing states for which the statistics may be separately published, there were three in which the production increased in 1914, and twelve in which the output decreased. More than seventy per cent of the total decrease was in Pennsylvania, which showed a decrease of 8,495,051 short tons out of a total for the United States of 11,743,616 tons. The largest percentage of decrease was in Georgia, which was 18,230 tons, or 42.7 per cent, less than in 1913. Virginia with a decrease of 40.1 per cent and New York with 39.7 per cent followed Georgia in order of percentage of decrease. Ohio with a gain of 169,792 tons, or 48.3 per cent; Kentucky, with 126,875, or forty per cent; and Washington, with 8,702 tons, or 11.4 per cent, were the only States reported separately that recorded increases in 1914.

In the following table is shown the production of coke by states during the last five years, with the increase and decrease in 1914 as compared with 1913:

QUANTITY OF COKE PRODUCED IN THE UNITED STATES, 1910-1914, BY STATES, IN SHORT TONS, WITH INCREASE AND DECREASE IN 1914.									
State—	1910.	1911.	1912.	1913.	1914.	Decrease			
						Quantity.	Pct.		
Alabama	3,249,027	2,761,521	2,975,489	3,323,664	3,084,149	239,515	7.2		
Colorado	†1,346,211	951,748	972,941	879,461	666,083	213,378	24.3		
Georgia	43,814	37,553	43,158	42,747	24,517	18,230	42.7		
Illinois	1,514,504	1,610,212	1,764,944	1,859,553	1,425,168	434,385	24.5		
Indiana	†	916,411	2,616,339	2,727,025	2,276,652	450,373	16.5		
Kansas	†	†	†	†	†	†	†		
Kentucky	53,857	66,099	191,555	317,084	448,959	*126,875	*40.0		
New Jersey	†	†	270,429	255,792	255,283	509	.02		
New Mexico	401,646	381,927	413,906	467,945	362,572	105,373	22.5		
New York	652,459	686,172	794,618	758,486	457,370	301,116	39.7		
Ohio	282,315	311,382	388,669	351,846	521,638	*169,792	*48.3		
Pennsylvania	26,315,607	21,923,935	27,438,693	28,753,444	20,258,393	8,495,051	29.5		
Tennessee	322,756	330,418	370,076	364,578	264,127	100,451	27.6		
Utah	§	†	†	†	†	†	†		
Virginia	1,493,655	910,411	967,947	1,303,603	780,984	522,619	40.1		
Washington	59,937	40,180	49,260	76,221	84,923	*8,702	*11.4		
West Virginia	3,803,850	2,291,049	2,465,986	2,472,752	1,427,962	1,044,790	42.3		
Other states	2,169,772	2,332,471	2,259,589	2,345,329	2,222,134	123,195	5.3		
Total	41,708,810	35,551,489	43,983,599	46,299,530	34,555,914	11,743,616	25.4		

*Increase in quantity of coke produced, 1914.

†Includes Utah.

‡Included with other states having less than three producers.

§Included with Colorado.

In the following table is given a statement of the establishments, the number of ovens built and building, the quantity of coal used, the percentage yield of coal in coke, the quantity and the value of the coke produced, and the average value per ton for the years 1880, 1890, 1900, and from 1910 to 1914, inclusive:

Value of Coke Produced.

As has already been indicated, the prices for coke during 1914 averaged lower than in 1913, and every state with the exception of Colorado, New Mexico, and Wisconsin, showed a larger percentage of loss or a less percentage of gain in the value than in the quantity of the coke produced. The total value of the coke produced in the United States decreased from \$128,922,273 in 1913 to \$88,334,217 in 1914, a loss of \$40,588,056, or 31.5 per cent. The percentage of decrease in quantity was 25.4 per cent. Nearly two-thirds of the total decrease in value occurred in Pennsylvania, whose production for 1914 was

valued at \$25,481,978 less than that of 1913. Indiana was second in order of decreased value, with a falling off of \$4,126,199 in 1914 as compared with 1913. The value of the output of Illinois and West Virginia decreased more than \$2,000,000 each, and that of Alabama, Virginia, and New York more than \$1,000,000 each. The value of the retort coke produced was \$38,080,167, a loss of \$10,557,685, or 21.7 per cent in 1914, as compared with 1913, and that of oven or beehive coke was \$50,254,050, a decline of \$30,030,371, or 37.4 per cent. In quantity, retort coke showed a decrease of 11.8 per cent, and oven coke of 30.5 per cent.

In the following tables are presented statements showing the value of the coke produced in the several states for the last five years, with the quantity and percentage of increase and decrease in 1914 as compared with 1913, and the total value of the coke produced in the United States in each year since 1880.

STATISTICS OF THE MANUFACTURE OF COKE IN THE UNITED STATES IN 1880, 1890, 1910-14.									
Year—	Establishments.	Ovens—		Coal Used, Short Tons.	Yield of Coal in Coke.	Coke Produced, Short Tons.	Total Value of Coke at Ovens.	Value of Coke at Ovens, per Ton.	
		Built.	Building.						
1880.....	186	12,372	1,159	5,237,741	63.0	3,338,300	\$ 6,631,267	\$1.99	
1890.....	253	37,158	1,547	18,005,209	64.0	11,508,021	23,215,302	2.02	
1900.....	396	58,484	5,804	32,113,553	63.9	20,533,348	47,443,331	2.31	
1910.....	578	104,440	2,567	63,088,327	66.1	41,708,810	99,742,701	2.39	
1911.....	570	103,879	2,254	53,278,248	66.7	35,551,489	84,130,849	2.37	
1912.....	559	102,230	2,783	65,577,862	67.1	43,983,599	111,805,113	2.54	
1913.....	551	102,650	1,321	69,239,190	66.9	46,299,530	128,922,273	2.78	
1914.....	536	99,755	1,249	51,623,750	66.9	34,555,914	88,334,217	2.56	

Bearing of the Kellogg Price-Fixing Decision.

Recently another court decision has been handed down on the ever-fascinating question of price-fixing. In order to see how it affected the general situation, as explained from time to time in these articles, I have obtained a copy of the decree, and also a statement from the manufacturer against whom the decision was rendered. The case was that brought by the United States Government against the Kellogg Toasted Corn Flakes Company in the United States Court of the Southern District of Michigan.

Several months ago the Government began suit against the Kellogg Company on the ground that its method of selling its corn flakes was a violation of the anti-trust acts and an interference with competition. The plan which the Government objected to was this: The Kellogg Company sells corn flakes in cartons. Its invariable price to the retailer in any quantity is \$2.80 per case, and the fixed price to the consumer is ten cents a carton. The Kellogg Company got a patent on its carton, having no connection with its corn flakes, and claimed that this gave it all rights that any patentee had to fix the price at which its product should be sold by jobber and retailer.

At that time it controlled the jobber by making him agree to resell only at \$2.80 and threatening him with penalties if he did not, and it controlled the retailer by notifying him and practically making him agree to resell only at ten cents. In addition to this, every package bore this notice:

"This package and its contents are sold conditionally by us with the distinct understanding, which understanding is a condition of the sale, that the package and contents shall not be retailed nor advertised, nor offered for sale at less than ten cents per package. Retailing the packages at less than ten cents per package is a violation of the conditions of sale, and is an infringement on our patent rights, and renders the vender liable to prosecution as an infringer.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich."

Both jobber and retailer were notified that if they broke the price they would be cut off. In one case a buyer did break the price and was sued by the Kellogg Company in a state court, which upheld the legality of the plan by granting an injunction.

There were some legal skirmishes over the Government's case, and the Kellogg Company finally agreed that the court should make a decree against it enjoining it as follows:

"(a) From requiring jobbers to enter into any agreement or understanding to resell toasted corn flakes purchased from defendants at a price fixed by defendants, and from suggesting to said jobbers, in writing or otherwise, that if they fail or refuse to observe said fixed price they will be cut off from a further supply of said product.

"(b) From exacting in any manner from retailers of toasted corn flakes any agreement or understanding that they shall sell the same at a price fixed by defendants, and from suggesting to said retailers, in writing or otherwise, that if they fail or refuse to observe said fixed price they will be cut off from a further supply of said product.

"(c) From packing or selling said toasted corn flakes in cartons or boxes having thereon the following notice, to wit: (text of this notice appears above.)"

The Kellogg Company very kindly sent me the following statement giving their interpretation—and I suppose their counsel's—of the decree:

"We fought the case vigorously and recently, after consultation with the best legal advice that we could secure and with others interested in price maintenance, came to an agreement with the United States attorneys upon an amicable settlement and an *agreed decree* that enjoins certain practices which the Government officials

view with disfavor and which we have not used for some years.

"It, however, preserves to us our basic sales right of selecting our customers, providing there is no conspiracy, agreement or understanding with others in reference to whom we shall select. The decision enjoins us from requiring either jobbers or retailers to enter into an *agreement* or understanding to resell the Toasted Corn Flakes purchased from us at a price fixed by us, and from stating that if they fail to observe said fixed price they will be cut off from further supply. It further enjoins us from printing on our boxes and cartons the notice which formerly appeared there.

"For some years, as you know, we have had no contracts with jobbers or retailers aside from the patent notice on our cartons as to resale price, and as we have had no such contract we obviously have not endeavored to enforce such; and in view of this widely known fact the consent decree only prohibits old and abandoned methods.

"The patent notice we will discontinue, although when we adopted this notice it was upon competent legal advice and in good faith, believing it to be lawful. Since, however, the court believes it not legally justified, we agreed to abandon it."

Now let us see how all this fits into the situation as to the price-fixing law, as it existed before. It does not affect it at all. When the suit was begun, the Kellogg Company sold only to jobbers, which indeed is its present practice. It was going to jobbers and making them sign an agreement—it stopped this some time ago—on penalty of being cut off, to resell at \$2.80. It could not go to all the retailers, since it did not sell them, but it made it clear to retailers in various ways, which included the notice reproduced above, that they must resell at ten cents, or they would find their supplies cut off. The latter result the Kellogg Company would bring about by forcing the jobber who had sold the cutter to cut him off.

The court says now that the Kellogg Company and of course any other manufacturer, may not require jobbers to sign or make agreements to resell at a certain price, and may not threaten those jobbers to cut them off if they do not so resell. Nor may it notify retailers to sell at a certain price or threaten to interfere with those retailers' supplies if they do not. But what does all this amount to, in the way of taking from the Kellogg Company any power that it had before to stop cutting? Nothing, as I see it, for the Kellogg Company's right to choose its own customers, to sell or not to sell, has not been and cannot be interfered with. The jobbers all know what price the Kellogg Company expects them to sell corn flakes for; suppose one of them sells at \$2.65 or \$2.70? No arrangement has been made between the jobber and the Kellogg Company that the price should not be cut—there is neither contract, suggestion nor the hint of it. But the Kellogg Company merely exercises its fundamental right of choosing its customers and cuts the jobber off. And as the jobber knows it will do that, and probably doesn't wish to be cut off, the same result is accomplished without an agreement or a threat, and he holds the price.

As to the retailer—the Kellogg Company doesn't sell retailers—the company has the same rights that it had before to stop retail cutting and to interfere with the supplies of a retail cutter. It had no real right before and it has none now—except to learn the name of the jobber who is selling the cutter and to cut that jobber off. It can do that just as freely today under the above decree as it could before, and nobody can question it in the slightest degree. In other words, what a manufacturer may not do by agreement, understanding, suggestion or threat, it can do just as effectively through his fundamental right of choosing his own customers.

That is why in my judgment the latest decree not only has no special bearing on the price-fixing situation, but will probably have none on the Kellogg Company's methods of selling its product, or the methods of any other manufacturer.

(Copyright, October, 1915, by Elton J. Buckley.)

Eight cargoes of bituminous and none of anthracite arrived at Fort William, Ont., last week, three being in American steamers and the others in Canadian bottoms. Dispatch is fast. Car shipments to western Canada are still increasing and while stocks are being held down, it is said in advices from the Canadian head of the lakes that there is no danger of shortage.

The Mine Clearing House.

"First Aid" Put Into Practice.

A great deal has been written on the subject of first aid to the injured, about the apparatus used, the efficiency of the various teams and the annual outing given by the large mining companies to further the interests in this noble movement. However, very little has been said concerning the actual work done.

In Foster's tunnel, a water level opening of the Lehigh Coal & Navigation Company, nine men were entombed for a period of six days and five hours, behind a compact mass of coal, timber and other debris, by a rush of water from an abandoned working. One of the men had his dinner pail with him. There was also a small amount of "miner's sunshine," a tallow compound which is burned in miners' lamps. This comprised the supply of nourishment on which the men existed during the time they were entombed.

Immediately after word had been given out that an accident had occurred rescue parties and first aid corps were formed to open up the closed gangway and to be in readiness to give such aid as was necessary in the rescue work. After six days and five hours of nerve wrecking endeavors, the men were located up a chute, all alive but somewhat weakened from the lack of nourishment and the terrible strain. Upon being taken from the chute a cup of warm coffee and when necessary a hypodermic injection was given to each man by the company physician, who in turn wrote on a slip of paper what treatment had been given each man. This paper was given to the captain of the stretcher squad and was finally delivered to the physician in charge of the Panther Valley hospital where the men were taken to recuperate.

The work of the rescue squad was so efficient that not a single life was lost and the men are now able to take solid food, in fact some of them have been permitted to leave the hospital.

The above example shows that the efforts of the men who give training in this line are by no means wasted.

ISAAC M. DAVIES,
Mine Inspector.

Miners' Advisory Safety Committee.

The following is an account of safety measures that have been put into effective use in Vermilion county, Illinois:

The Bunsen Coal Company has installed a safety committee at each mine consisting of three miners who go through the mine and make a complete inspection and then make to the company recommendations as to safety or any other improvements that may come to the notice of the committee. Any recommendations made by this safety committee are taken up by the company for consideration.

One recommendation made by this committee that strikes the writer as being very efficient was that all empty powder kegs should be kept from the sides of the entry, so that drivers and trip riders in stepping off the cars would not be likely to be injured by tripping over cans and falling under the cars.

VERMILLION.

The above suggestion is well worthy of serious consideration by all companies as a large number of accidents occur through failure to keep the sides of the passageways clear of obstructions and many men are injured in jumping off the cars through coming in contact with such obstructions.

Improvement in Indiana Mines.

In the past few years there has been a very marked improvement in the newer coal mines of Indiana, in the way of equipment and safety devices. Compressed air punching machines and the electric breast machine are fast being displaced by the electric continuous cutters. Surface plants of many new mines are constructed of fire-proof material such as brick, iron and concrete, which greatly protects life and property and gives excellent service. Hoisting shafts are made large in order to accommodate large cars, and in some instances are cased with concrete to render them fireproof. The electric motor haulage, from the point of economy and production, far surpasses other haulage systems, its greatest handicap being the dangerous trolley wire; it is to be hoped that the storage motor will be so perfected in the near future that the trolley can be eliminated; however, many coal companies are

now protecting with guard boards all non-insulated electric wires where employees have to pass under them in going to and from their work, thereby reducing accidents. Some new companies are constructing stoppings on the main haulage, of brick or concrete, thereby saving a great quantity of air and providing protection against fire. Wooden road is fast giving way to steel, which in the long run is cheaper, and also reduces wrecks and prevents many accidents. The horse, mule and pony are being brushed aside by the gathering motor. An automatic steel door is being used in the Ayrshire coal mines of Pike county, that does away with the trapper and gives excellent service. The telephone from top to bottom and inside the mine is very convenient and worth much more than it costs. The bottom and all partings should be spacious and seven or more feet high and well lighted and timbered. After a mine is equipped inside and out with all the modern improvements it is yet up to the superintendent and mine boss to perfect a thorough organization of their day and monthly employees, being careful to employ only efficient and reliable persons.

JOHN C. WRIGHT,
Mine Inspector, Boonville, Ind.

Making a Flying Switch.

The following device to prevent accidents to trip riders when making a flying switch has given increased efficiency and safety at the Madison Coal Corporation No. 2 Mine.

There is no question that the position of the trip rider when he has to go ahead of the motor to turn the switch point for the motor to take the loaded track and the empties down the empty track while making a flying switch is one of peril, from the fact that in getting off the motor while it is in motion, he is liable to fall while running ahead of the motor and also he may be struck by the empties going at a flying speed when they have been detached from the motor.

The Madison Coal Corporation at the No. 2 Mine has solved this difficulty in a simple and a practical way which practically eliminates the danger and gives increased efficiency; as the trip rider does not have to get off the motor to make a flying switch.

On the outside of the outer rail of the loaded track there is an upright piece with a small wheel on top and this contrivance is connected to the two points of the switch. The height of the wheel above the rail is such that the frame of the motor depresses the wheel when the motor passes over it and this motion is communicated to the switch points by rods that close them so that the motor goes over to the loaded track, and as soon as the motor has passed over the points the weight is released and the points come back to their former position allowing the empties to take the empty track, the points being always open to the empty track. This is so simple and gives such satisfaction that the Madison Coal Corporation, which is noted for the safety precautions in its mines, deserves full credit for the device.

W. L. MORGAN.

Practice Is Better Than Precept.

In the safety-first campaign precepts in the form of danger signals of various kinds, supplemented by personal instructions serve a very good purpose and are necessary. However, any and all such means will not be effective nor serve their purpose if the boss himself is not scrupulously observant of all the safety regulations laid down by the company and does not make it a point to observe not alone the letter of the instructions, but goes beyond the letter and in the true spirit of the safety-first movement is perhaps over-cautious in looking out for danger.

This may seem like a very trite statement and one that is entirely superfluous to make, for naturally the one who issues safety instructions might be expected to be the one most careful in carrying them out. However, the old maxim that "practice is better than precept" is violated far too frequently by mine officials who often do not observe their own rules and say at least, by their actions, "do as I say, not as I do."

Several years ago the United States Bureau of Mines invited a number of foreign mining officials to visit the coal mining regions of America to advise in regard to safety methods. This visit was made shortly after the series of great

disasters beginning with the one at Monongah, West Virginia, and when the eyes of the entire United States were focused upon the coal mining industry.

In a certain section of the country, during the visit of inspection, a party consisting of the foreign experts, several state mine inspectors, the president of one of the largest coal companies in the United States, the general mining superintendent of the same company, a number of under officials of the same company, and officials of the United States Bureau of Mines was visiting a certain mine. A very animated discussion about certain mining practices was started and the party sat down at the face of a room to carry on the argument. The fire boss, whose specific duty it was to inspect all places into which the party went and to look after the safety of the party called attention to a large piece of overhanging slate under which the party was sitting and one end of which had already separated several inches from the roof. He was told by the high officials in the party that they would be there only a moment, but the argument waxed hot and was protracted and when the fire boss gave a second warning he was told in polite language to "go way back and sit down," which being a sensible man he did.

This is no doubt an extreme case, but it typifies a too common practice and the mine boss or mine official too often takes chances that he warns his men to avoid, and thus sets them the bad example of breaking rules.

In many cases men are but children of a larger growth and they will follow an example much more readily than they will a rule or regulation in printed form.

Pittsburgh, Pa.

PRECEPT.

First Aid Box for Pitching Mine.

Editor BLACK DIAMOND:

A first-aid box designed for use in mines where it is necessary to take material up or down ladders or through very narrow passage ways in order to reach an injured person, has been designed by Mr. S. E. Davis, captain of the Berkeley, Mont., first-aid team. Although it may not be particularly applicable in coal mines, particularly where the seam is flat, there are instances in many of the mines of the Rocky Mountains and in the pitching seams of the anthracite region of eastern Pennsylvania and the bituminous mines of central Pennsylvania and possibly also in Oklahoma where the apparatus might be useful.

The box in which the apparatus is stored is made of one-half inch lumber and the interior dimensions are four inches square by forty-two inches long. It is hinged lengthwise in the center of one side, so that when open there are two parts, each two inches deep. In one section are stored the splints, which are of two sizes. First, three splints one-half inch by four inches by three feet six inches, and second, two splints one-half inch by four inches by one foot four inches. The other half of the box contains a stick for making a tourniquet, five yards of four-inch roll bandage; picric acid gauze, one package; plain gauze, one package; triangular first-aid bandages, sixteen; also an apparatus made of bent wire to be used in pressing bandages under an injured part. The entire equipment weighs about ten pounds and by means of lacing leather one inch wide, four feet six inches long passing through loops on the top of the box, it is possible to carry it in the hand or slung over the shoulder as desired.

In connection with the same apparatus a novel long splint made up of two short splints has been devised. To accomplish this a number of holes are drilled at equal distances center to center through the two short splints and they are then fastened together by means of bandage lacing or any like material, similarly to an extension fire or painter's ladder. In this way a splint of different lengths is rendered available.

MONTANA.

The New York Sun, in its issue of Tuesday, said: "There is evidence that steel companies are having some difficulty in securing an ample supply of coal for steam and smelting purposes and have been buying various lots of low-grade fuel which would not be used under ordinary circumstances. Coal merchants report the sales of 100 cars of coal high in volatile and ash to eastern steel companies in the last two days. Such coal a few months ago sold at ninety cents to ninety-five cents a ton, but today is commanding \$1.20 a ton for early shipment."

Rate Hearing Is Resumed in Ohio.

COLUMBUS, OHIO, October 21.—(*Special Correspondence*).—Action against the Hocking Valley Railway Company, with the Sunday Creek Coal Company as chief plaintiff, in the attack against intrastate coal rates, was resumed before the Public Utilities Commission on Tuesday. After a preliminary bout in August, adjournment had been taken to give time for preparation. The small hearing room of the commission was unable to accommodate all of the coal and railroad men who had been attracted to the reopening of the proceedings.

Before the plaintiff introduced its first important testimony, consisting of the report of the committee of rate experts appointed by the commission to go over the office records of the railroad company, the chief counsel of the latter, announced that he would probably ask for another postponement when this document had been submitted. His grounds were that since the plaintiff had submitted to the defendant a summary of its findings there had not been time enough for him to check up on the statements contained therein. He would not consider this competent evidence until the check had been completed. The commission ruled that this would be a matter to pass upon after the report was heard.

H. B. Arnold, of counsel for the Sunday Creek Company, first examined a clerk from the traffic department of the same, who stated that the company had twenty-four mines in Ohio, of which ten were on the Hocking Valley, nine on the Toledo & Ohio Central, two on the Baltimore & Ohio, and three on the Zanesville & Western. The total capacity of these mines was placed at 22,800 tons a day. Through H. J. Reese, secretary and treasurer of the company for some years past, effort was made to show that this corporation was owned by the Hocking Valley previous to its recent reorganization, but the commission sustained the defendant's objection. C. E. Morton, a Columbus attorney, testified that he had served as counsel for the New Pittsburgh Coal Company in a rate action before the Interstate Commerce Commission in 1912, and that under his examination General Superintendent Connors, of the Hocking Valley Railway Company, had stated that the cost of hauling coal from Nelsonville to Toledo was two mills per ton per mile.

The report of the examiners was then submitted in manuscript form as an exhibit. C. W. Hillman, chief expert, took the stand. His direct examination consumed the remainder of the day. As establishing Mr. Hillman's competency for the work on which he had been engaged, Attorney George P. Boyle, of Chicago, of counsel for the Sunday Creek Company, drew from him the statement that he was president of the Mutual Audit Company, having headquarters at Louisville, Ky., and a long list of cases in which he had served before the Interstate Commerce Commission and state commissions was recited. Incidentally Mr. Hillman gave his railroad experience, beginning with the engineering department of the Cumberland Valley, in 1875, and including important positions with railroads, notably the Northern Pacific and the Rock Island, covering a period of many years.

The testimony of Mr. Hillman consisted mainly of a technical explanation of his methods in handling rate cases and to a dissection of the exhibit to which reference has been made. Counsel sought to show that work in the present case had been along the lines that had been approved by various tribunals in important cases elsewhere. The exhibit covered thirteen large pages of closely typewritten manuscript, with hundreds of separate calculations. It showed in minute detail every step leading up to the summary which is herewith given.

Following the close of the direct testimony of Mr. Hillman, which was concluded shortly before noon Wednesday, John F. Willson, chief counsel for the railroad, started in on a grueling cross-examination of the witness. He first gained

from Mr. Hillman the admission that he had been retained in the case by the Sunday Creek Company, at the time the latter intervened in the hearing in August, and that while serving as a member of the board of examiners appointed by the commission he was, with the knowledge and consent of that body, drawing pay from the source named.

Asked as to the amount of his compensation, the witness declined to answer. The commission held the question to be competent. Mr. Hillman then stated that he received \$50 a day and all expenses. To date he had drawn \$1,200. This was approximately one-third of the total amount for expert work to be paid the Mutual Audit Company. This sum would cover the salaries of the three assistants engaged with him in the examination, which were in addition to Mr. Hillman's personal fee of \$50 per day net. He admitted that this pay was going on while he was on the witness stand.

The railroad company attaches great importance to the foregoing as grounds for error should the case be appealed to the courts. It will be recalled that at the beginning of the hearing, in August, the company denied access to its office records, but order for examination was made by the commission. The matter then hinged on how and by whom the data should be taken. The plaintiffs and defendants failing to agree on these points, the commission took the problem in hand, and stated that it would appoint a force of examiners that would be fair to both sides. Subsequently it named one of its own department heads as chairman, and Mr. Hillman and three of his force comprised the remainder of the force. The railroad entered strenuous objections to Mr. Hillman and his associates, but was overruled. The commission had announced at the early stage of the hearing that it had no funds with which to employ experts. On the score of economy it made use of those under pay of the plaintiff, and took the ground that in passing upon whatever report might be submitted, it would not allow, by reason of this makeshift, any prejudice to the interests of the defendants.

With Mr. Hillman still on the stand throughout the remainder of the day, the report was gone over item by item, as in the case of the direct examination. The drift of Mr. Wilson's cross-examination was to make it appear that all the calculations adduced were with a natural bias against railroads, the many rate cases in which Mr. Hillman had been retained as expert having used him in this manner. His system of cost separation and compiling, to show the total expense that entered into a haul, was attacked vigorously, as reflecting his own theories, rather than being based on sound mathematical science.

PanamaCanal Announcement

Maj. F. C. Boggs, Corps of Engineers, chief of the Washington office of the Panama Canal, makes the following announcement:

"A cablegram dated October 12 has been received from the governor of the Panama Canal, advising that continued movements of sliding material make it impossible to predict any approximate date of reopening the canal. The governor states he does not advise sailing via the Panama route until further notice, which will be given as soon as material is removed sufficiently to insure stable conditions."

A second cablegram, dated October 12, has been received from the governor of the Panama Canal, as follows:

"Referring to your cable of the 11th instant, mass of material involved in the break of October 14, 1914, which has been sliding gradually into prism, moved precipitately. This, combined with a similar movement from the break which occurred just opposite, on the west bank, in August, causes present conditions. Length of channel in-

volved, 1,300 feet, of which 200 feet has present width of only twenty-five feet and depth of three to fifteen feet. For week ending October 9, 209,000 cubic yards of material were dredged, but, as the movement continued, the result has been to maintain only what slides left in first instance. Canal is therefore physically closed temporarily. On the east side bank is upward of 300 feet above canal level and on the west side varies from 300 to 400 feet above. Material in settling and moving creates earth waves, with deep depressions behind, these being some five to six hundred feet from the canal prism, with elevations of sixty to eighty feet above water surface. These waves undoubtedly counterbalance weight of broken mass on either side, and when removed may cause another similar movement; hence impossibility of making any prediction as to date of reopening until after waves which now block the channel have been removed and action of remaining material determined. Heavy rains materially affect movement. Whether light-draft ships can pass in advance of thirty-foot-draft ships must depend on conditions when reasonably secure channel is attained."

Welsh Miners' Wages.

[Vice-Consul William L. Jenkins, Swansea, Sept. 15.]

The independent chairman of the South Wales coal conciliation board, on September 14, 1915, gave his decision on the application of the South Wales Miners' Federation for an increase in the wage rate. The miners applied for a twelve and five-tenths per cent advance, and the mine owners made a counter offer of five per cent. As the parties were unable to agree, the independent chairman was called in for a deciding vote. He granted the workmen their full demands.

In money terms the minimum wage of the coal miner prior to the new award was \$11.88 a week. With the present twelve and five-tenths per cent addition, this minimum will be raised to \$13.36 a week. A local newspaper makes the following comment: "Miners in the coal field are at present in a prosperous state, especially when it is borne in mind that not more than two per cent of the coal hewers are down to the minimum limit. The money earned by the lowest paid laborer in the coal field, as apart from the various other more highly paid classes, will now be \$8.89 per week."

Twin Cities Coke Plant.

Articles of incorporation of the Western States Coke Company, with a capitalization of \$2,000,000, have been filed with the secretary of state of Minnesota.

The company will erect a by-product plant at the Twin Cities the exact size for which has not yet been determined. Options on several large properties are held by the company and a final selection is to be made within a day or two. It is expected that the plant employing several hundred men, will be in operation within a year.

The illuminating gas as generated will be disposed of to the St. Paul Gas Company. A certain percentage of the gas will be used in the manufacture of coke.

The use of by-product coke for fuel both in manufacturing plants and in homes is new in the northwest, although it has been successfully employed in the east and middle west. It is claimed forty per cent of the fuel used today in Milwaukee is by-product coke.

What is known to the coke world as the Schlesinger interests, owners of the Milwaukee coke plant, are the principal stockholders of the Minneapolis corporation. Associated with the Schlesingers is Wm. A. Read & Company, New York City, one of the largest eastern financial institutions.

The coal to be used in the new coke ovens will be carried principally from West Virginia, by rail to the great lakes, thence over the water route to Duluth and by rail again to Minneapolis. About 1,000 tons of coal will be coked daily into 700 tons of coke. For the latter it is claimed that it possesses greater heating units than coal, is practically smokeless and dustless and sells for much less than coal.

The officers of the company are: Henry J. Schlesinger, president; A. A. Schlesinger, vice-president and treasurer; and Edwin G. Wilmer, secretary. The directors, in addition to the officers are H. H. Springford, William Bannen and George H. Prince. With the exception of Mr. Prince, all are from Milwaukee.

HOCKING VALLEY RAILWAY COMPANY—COSTS IN CENTS PER TON FROM NELSONVILLE DISTRICT TO SUNDRY POINTS ILLUSTRATING APPLICATION OF COSTS UNITS.					
	Toledo, 180 miles.	Fostoria, 150 miles.	Marion, 107 miles.	Delaware, 85 miles.	Columbus (Mound St.) 61 miles.
Gross weight—line	19.412830	16.177395	11.539879	9.167190	6.578807
Gross weight—yards, maintenance.....	1.784785	1.427828	1.070871	1.070871	.713914
Wheels	2.680367	2.680367	2.680367	2.680367	2.680367
Car miles	13.367444	11.139536	7.946203	6.312404	4.530078
Loaded cars .....	.642386	.642386	.642386	.642386	.642386
Assembling	2.475365	2.475365	2.475365	2.475365	2.475365
Yards—operations	6.313473	5.16978	5.143654	3.837710	3.285450
	46.676650	39.712657	31.498725	26.186343	20.906367
Add lock and wharves (for lake coal only).....	1.889295				

New York Golf Tournament.

The New York Trade Golf Association held its third annual fall tournament on the links of the Seaview Golf Club, near Atlantic City, N. J., on Saturday and Sunday, October 16 and 17.

This is a very interesting new course, opened some two years ago, bordering on Absecon bay, a tributary of the Atlantic. The clubhouse, which was the stopping place of the golfers and their guests, is one of the finest to be found in the east.

The attendance was small. Doubtless the distance from New York had something to do with this. The association now has a membership of around fifty, and just a fourth of these were in attendance. The guests numbered about six.

Wallace Eyre of Knickerbocker Fuel Company, won the low net prize for medal play in the qualifying round on Saturday morning. Marshall Naun had the lowest gross score, eighty. This prize was a handsome gold medal fob.

E. Kelly Rothstein of B. Nicoll & Co., was the winner of the prize in the first eight. This was a silver vase. Winner of the runner-up prize was Walter Peterson of Susquehanna Coal Company. This was a sterling silver cigarette case.

The winner of the second eight was A. E. Metlach of the Pennsylvania Coal & Coke Corporation. This was a silver mounted flask. J. E. Parsons of Consolidation Coal Company won a silver mounted thermos bottle as runner-up.

In the third eight Col. R. B. Baker of Sterling Coal Company, won first prize, a silver cigarette case. J. W. Searles of Pennsylvania Coal & Coke Corporation, runner-up, got a silver mounted carafe.

In the eighteen-hole handicap, Marshall Naun of Sterling Coal Company won first prize, a silver mounted cigar jar; W. H. Temple of the same company, winning second prize, a silver tray.

The visitors' prize, a handsome cup, was won by J. S. W. Holton of the Sterling Coal Company, Philadelphia.

Norfolk & Western Tonnage.

The Norfolk & Western Railway hauled 2,910,221 tons of coal in September, compared with 3,005,618 tons in August, and 2,509,916 tons in September, 1914. The September, 1914, tonnage was the record until June of this year.

Comparison of the last four months of this year with the corresponding months of last year, show as follows:

Month—	1914.	1915.
June	2,315,956	2,680,465
July	2,503,062	2,854,445
August	2,450,808	3,005,618
September	2,509,916	2,910,227

Total.....9,779,742 11,450,749

An increase of 1,871,007 tons in thus shown in four months' time. And this is in spite of the fact, too, that June, July, August and September of 1914 were the largest months' shipments of the year. However, for the whole year, by comparisons, the Norfolk & Western's tonnage for 1915 will be about two months ahead of last year. In other words, the road's shipment in 1914, its banner year, was 25,471,969 tons, whereas by the end of October the shipment for this year will be nearly or quite as large as for the whole of last year.

The Norfolk & Western comptroller's report shows the shipments from the various fields it serves as follows:

Pocohontas field	1,620,362
Tug River district.....	354,918
Thacker district	230,198
Kenova district	89,921
Clinch Valley district.....	144,234
Other N. & W. territory.....	3,798

Total N. & W. fields.....	2,443,494
Williamson and Pond Creek R. R. Co.....	87,152
Tug River & Ky. R. R. Co.....	54,662
All other railroads.....	324,913

Grand total.....2,910,221

Charleston Piers Opening.

On the 15th instant, the first cargo of coal loaded into a steamship over the new Southern Railway coal piers at Charleston, S. C., was placed in the holds of the steamship International, which is owned by the Clinchfield Coal Corporation.

This steamer was brought around from the Great Lakes some months ago, and it has been used heretofore in service between Hampton Roads and Galveston. The cargo taken on the 15th amounted to 2,500 tons, and 175 tons of bunkers. Fifty-four fifty-ton Clinchfield gondolas were required to make up the cargo and bunkers. This cargo was shipped to Tampa, Fla.

Enoch Carver Dies.

Enoch Carver, a well known coal man of the older times in Cincinnati, Chicago and West Virginia, and lately district inspector in the West Virginia state mining department, and also a colonel on the staff of Governor Hatfield of West Virginia, died last Saturday from injuries sustained in an accident last week while about his duty.

Col. Carver was inspecting the Longacre mines of the Sunday Creek Coal Company when he was crushed by a runaway motor car in an entry of the mines. He had just recuperated from a long sickness and his constitution being thus weakened could not resist the shock. His death came at the Kanawha Valley hospital at Charleston, and the funeral and burial was largely attended in Charleston Monday.

Col. Carver was an Englishman born, was sixty years of age, and had been connected with coal mining most of his life. He came to America at eight years of age and moved to West Virginia at twenty-two years of age. He was engaged in the coal business in Chicago from 1888 to 1892 and in the latter year he moved to Charleston, W. Va., becoming engaged in mine operation there. He was well known and highly esteemed by coal men wherever known. The funeral was largely attended by state officials and coal men from all over the country.

Col. Carver had three sons in the coal business—Enoch, Jr., of the New River Coal Company, Chicago; W. W., of Percy Heilner & Son, Cincinnati, and David, of the Milwaukee Coke & Gas Company, Milwaukee.

"I well remember Mr. Carver," said Mr. Charles L. Dering of the S. C. Schenck Company. "When I was a youngster on the street hunting coal orders he and his brother had an office and yard here under the name of Carver Bros., from which they sold West Virginia and other coals. I always looked forward with pleasure to a call at Mr. Carver's office. He was one of those cheery, genial gentlemen whom it was not alone a pleasure to meet and to know, but his words of wisdom and encouragement to a struggling young salesman were at once a help and an inspiration. Mr. Carver was of that sterling, rugged type of the older coal days, who set a mark of high integrity in business, and he was an honor to it to the end of his days. A man not only greatly respected but well beloved among his fellows. He was a splendid inspiration to those manly sons of his who are growing up and making a place for themselves in the coal business. His life will be a beautiful memory to them."

National Coal Association.

The National Coal Association takes the place of and is the continuation of the Order Kokoal. But it is far more than a change in name.

It combines all the social and fraternal features which made Kokoal so popular and yet is carrying on a definite work that will secure practical benefits to each member as well as do much for the coal trade as a whole.

For thirty days longer, anyone who has been a member of the Kokoals will be accepted as a charter member of the National Coal Association upon payment of the first year's annual dues of \$5. After that date the charter list will be closed and a membership fee required in addition to the annual dues.

Next month a membership handbook will be published in convenient vest pocket form containing the names and firms of all those who are members of the National Coal Association. This handbook will be a ready reference list of prominent coal men and will undoubtedly be frequently referred to. You ought to have your name and company represented.

Several important articles have already been sent to members covering "The Jobbers' Cost of Selling Coal," "The Anthracite Miners' Demands for Next April," "The Cause of Smaller Profits," "Why It Pays Retailers to Know Their Costs" and "The Costly Effect of Price Cutting."

You will find it worth \$5.70 just to receive the information that the National Coal Association is sending to its members at frequent intervals while the many other advantages will make you feel that a membership in the N. C. A. is your best business investment of the year.

ARTHUR M. HULL,
Secretary-Treasurer.

Coal on Upper Mississippi.

(Concluded from page 327.)

rail would have cost \$4,932.98; thus the water rate caused a saving of \$2,170.41, or forty-five per cent of the rail rate, which was an average of 5.98 mills per ton-mile, as against 2.21 mills per ton-mile by water or four mills per ton-mile over the same mileage (the rail distance being shorter than the water distance).

"The total expenses of the barge were high, and some items were out of all proportion on account of the lack of organization and other consequences of this "isolated" trip (guests, extra crew, etc.). For instance, the extra pilots, needed because the crew was totally unfamiliar with the route, received for this single trip in wages \$1,014.13, or \$18.67 per day, an item entirely in addition to the usual pay-roll.

"Heavy expenses, incurred through slow loading, etc., to a large extent caused by the fact that this was an isolated trip, all make the expenses extraordinarily high. Under usual conditions, with a regular service and more boats than one to carry all the overhead and administration charges, the total expenses would have been less than \$3,500, but the total expenses for this 3,842-mile journey were \$5,740.42.

"The overhead charges, including six per cent interest on investment, six per cent depreciation, one-half per cent for repairs not covered by insurance, harbor dues, taxes, traveling expenses, and traffic manager (who, on account of this trip, was six weeks on the road), his wages, advertisements, photographs, traveling expenses of general manager, office and administration expenses, telegrams, telephone, soliciting expenses, salary of clerks, etc., gives a total of \$2,011.66.

"The following are the details of the cost of the trip:

Fuel	\$ 261.37
Deck supplies	270.72
Subsistence	400.00
Engine room supplies	140.00
Wages of crew, including supercargo at \$150 per month	1,230.00
Extra pilots	1,014.13
Hull, liability, workmen's compensation, cargo and freight insurance.....	412.34
Overhead charges	2,011.66
	\$5,740.22

or a total of 1.65 mills per ton-mile of carrying capacity.

"Had the barge been fully loaded both ways, the gross receipts would have been \$8,491.00, at the rate of 2.21 mills per ton-mile (the average of her freight charges), yielding a profit of \$2,750.78, even under these adverse conditions, on this single trip, and this, notwithstanding the fact, that, in mills per ton-mile, the freight rate of the barge was thirty-seven per cent of the rail rate, so that on the lumber alone the barge saved the shipper \$1,300.52, making a rate of \$998.65, as compared with a rail rate of \$2,300.17, or \$2,750.78 profit on a single trip, or eight and one-half per cent on the investment."

Baltimore Coal Tonnage.

A recent compilation of figures on shipments of coal over the three railroads entering Baltimore shows the increase in tonnage as follows:

STATEMENT OF BITUMINOUS AND ANTHRACITE COAL TONNAGE (IN TONS OF 2,240 POUNDS) TO BALTIMORE, MD.

BITUMINOUS COAL, TONS.		
Year ending June 30—	1914.	1915.
Track delivery.....	832,481	853,456
Transshipped to destinations inside capes of the Chesapeake.....	941,328	835,724
Transshipped to destinations outside capes of the Chesapeake.....	3,381,500	4,062,484
ANTHRACITE COAL, TONS.		
Brought to Baltimore, includes track delivery and transshipment.....	798,501	828,909

New coal deposits have lately been discovered at Benetzte, Elk county, Pa., not far from the mine of the Penfield Coal Company, at Weedville, and the Shawmut Mining Company's operations at Byrnedale and Force. It is reported that capitalists who have secured a good many acres in the neighborhood will organize a coal company and start producing coal within the next few months. The mines in the vicinity are all busy and a shortage of men exists.



Consolidation of Facilities Only.

The discussion of the general question of the advantages of consolidating businesses in communities where there are too many yards, which appeared last week in *THE BLACK DIAMOND*, was commented on by a dealer in a river town with respect to the possibility of working out at least one feature of consolidation, that is, the joint use of handling facilities.

"For instance," he said, "I know of five or six concerns that are operating floats for handling river coal. Each of them has its own float tender and other employes, and all of them use the old-fashioned plan of loading their wagon direct from the barges, and also getting their coal into their yards the same way. The plan is at once crude, time-consuming and expensive.

"It might be exceedingly difficult to convince any one of these dealers, if it came down to a question of consolidating, that he should retire, for the good of the business, and let somebody else take care of the trade that he has painfully and laboriously built up over a period of years; but it would be much easier to get his o. k. on a plan to join with other dealers similarly situated in the establishment of a modern coal-handling plant to be used by all of them on a pro rata basis.

"In the case I have mentioned, the half dozen concerns are all handling the same kind of coal, and they could easily keep an elevator busy, provided it had the tonnage of all of them. But conditions now are such that the single elevator which has been in use for handling river coal from time to time is no longer in operation, the reason being that not enough business was offered. And with this labor-saving equipment standing idle, the other concerns I speak of are worrying along without any mechanical loading facilities whatever. A condition of this kind certainly suggests that the coal dealers here need the services of a live efficiency engineer!

"If they could get together on the use of this elevator, whereby each paid so much per ton for handling the coal and all shared in the dividends on the business of running the elevator, if there were any, it would be a kind of consolidation which is feasible, practical, profitable and not at all hard on the individual member of the trade."

A Movement for Better Help.

All sorts of "better" movements have been started in this country during the past few years: There have been plans for better babies, better cities, better apples and better everything else worth while. All the movements are good and worthy of support.

What coal dealers need, as much as anything else, is better help, meaning the rough labor used in handling and delivering the coal. This is a general statement, and so is subject to exceptions. There may be retailers who have splendid drivers, who are well able to represent them properly; but taking it by and large, the trade is using, and possibly is forced to use, cheap and unintelligent labor, which does not do much good as far as strengthening the position of the dealer with his customer is concerned.

In the case of a yard where the coal must be moved by hand at every stage, and where every wagon must be loaded a forkful at a time, the job assigned to the wagon-driver is a tough proposition. It is hard work to shovel coal, and naturally the dealer gets as employes for this class of work only those who are not

fit for anything better. In a great many cities the lowest class of negro labor is used, and most of the negroes are about on a par with the mules they drive.

A leading dealer who recently established mechanical facilities for handling the coal, and who substituted pulling a rope and opening a chute for shoveling coal into the wagon by hand, has found, to his interested surprise, that this simple change has made his yard a most popular one with coal-wagon drivers. Everybody is anxious to work for him, because the job has been robbed of its worst feature. The extremely laborious task of loading by hand has been eliminated, and loading now is simply and easily performed. Therefore the dealer has his pick of the negroes who work around the coal-yards in his town.

As a man can handle many more loads of coal under this arrangement than formerly, the drivers are able to earn more, even at the reduced scale which the dealer using mechanical devices naturally established. Since the pay is thus made more attractive, while the actual labor required is less, it follows that the dealer, as an employer of labor, has been advanced several degrees, and that he can enter the market for a better class of help than he has been entitled to heretofore.

Capital seeks the most attractive and remunerative market, and labor is the same way. Those who have labor to sell want to sell it for the most money and the best possible working conditions. The dealer with up-to-date equipment is not only saving money and getting the various other advantages which are usually commented on, but he is putting himself in a position to command service of a highly improved character, compared with that which he has been getting.

From the standpoint of creating good-will and holding trade, this is well worth emphasizing.

More Intelligent Drivers Needed.

It is a fact that more intelligent men are needed in handling coal deliveries. The driver of a wagon can really be a salesman of the company's product, if he is up to his job. In many lines of business the drivers are regarded as salesmen, and are so denominated. Wholesale bakers, launderers and others are among those who have found that their drivers can be trained along lines which will take advantage of their natural ability, and make them worth more than they are worth when they confine their efforts to the purely mechanical task of getting the goods from the customer to the plant and back again.

The coal business is getting to a stage where greater responsibilities are likely to be imposed on the driver. Take, for instance, the development of the cash system, which is taking hold in all parts of the country, where the coal is sold c. o. d.; as happens in a great many cases, it is up to the driver to make the collection, to explain the nature of the charge to the customer, and to get the money safely back to the office. No particular feature of this transaction is tremendously difficult, and yet handling it does require some intelligence. The more intelligent the driver is, the better impression he will make—for his employer—on the customer.

Suppose the driver, considering him now from the standpoint of his possibilities as a salesman, were to deliver a load of coal in a neighborhood where he saw that a new family was moving in. If he had the ability and the knowledge, he could go into that house, explain his connection

with the business and solicit an order. Inasmuch as coal is one of the first things needed, it would be almost a certainty that he would get the order. And if this happened, a permanent account would probably have been added to the books of the coal dealer.

In communities where a fairly high grade of help is already being used, much of the foregoing is not apropos; but that part of it relating to making a salesman of the driver is decidedly relevant. If the drivers were trained to watch for chances for getting business, it would be a big advantage, even if they did no more than make a report to the office of business-getting opportunities which they run across. The coalman himself sees chances for new trade every time he leaves his office, and his employes have similar opportunities. It is up to him to train them to take advantage of these opportunities.

A Chance for the Coal Man.

Business men in all lines are looking for chances to advertise in an effective way. They are on the lookout for new stunts, novel means of presenting their proposition, and unusual ways of stating the same old familiar things. If anybody can suggest a new point or a clever way of going after the customer, the merchant in practically every field will express his appreciation substantially.

Selling real estate is a difficult task, requiring patience, wide knowledge of conditions, and a thorough acquaintance. Real estate men have become, especially during the past few years, big and successful advertisers, because they have found out that it pays to advertise in a big way. All sorts of "stunt" features have been developed in connection with real estate operations, each intended to give the proposition sufficient "punch" to make it attractive.

In one or two cities where the writer has been recently it has been observed that real estate men advertise that homes which are for sale have the coal-bins filled, and that the houses are ready to be used. This is true especially of new houses, just completed. It often proves desirable to have a fire in the furnace, in order that the house may be warm and cheerful, and the intelligent real estate man, seeing that to go a step further would cost only a few dollars, and would have a big effect on the prospective purchaser, has had the whole bin filled. On a house worth several thousand dollars, the cost of the coal is such a small percentage as to be a negligible factor, while going into a house with the coal supply already taken care of undoubtedly appeals to the man who is going to buy the house. In one instance, a \$7,500 sale was made on the strength of this feature, the buyer being unable to decide between two houses of equal desirability until this feature was presented to him.

A coal dealer could probably present this suggestion to real estate men and builders who are putting houses on the market with every chance of making a good impression. The advantage of the stunt as a "talking point" would readily be appreciated, and even after the novelty wore off, it would be such a popular feature, from the standpoint of the buyer of the property, that practically all of those with homes for sale would find it necessary to provide the initial coal supply. In addition to getting this business, the dealer could post his sign prominently about the coal bin, so that the occupant of the house could see who had furnished the fuel, and would thus have the suggestion to continue to provide himself from that source.

The point that the coalman should emphasize in approaching home-builders on this subject is that it would bring out more prospects, and that the cost, figured on the value of the house, would be a very small fraction of one per cent.

Protect the Driver.

Coal dealers who operate motor trucks should consider the advisability of providing cabs which will protect their men from the rigors of wintry weather. It is impracticable in most instances to do much in this direction with horse-drawn equipment, but motor trucks can easily be fixed so that the man at the wheel will be comfortable. An opening can be made so that the heat of the engine will enter the cab, and if this is enclosed completely, the driver will be snug and warm. That this will add to his efficiency, and thus be worth while from the standpoint of the owner, is evident.



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Old Enemies Made Friends.

The title of this editorial is an attractive one to write to. It is susceptible of many illustrations. Rather than taking the obvious slant at it—considering how by removing disagreements from our one-time enemies we can get upon terms of the most cordial friendship—we prefer to discuss the situation created by the suggestion of the mine workers. They propose that since every business man has considered the Sherman act his enemy, coal men should make an assault upon it and kill it.

Rather than consenting at once to so interesting a proposal, we find ourselves inclined to hold back and to ask even whether this old and common enemy of all business men has not been transformed by recent events into a warm friend and a well-meaning ally.

The Sherman act was for years considered a bug-bear and a back breaker. That was when the whole country was obsessed with the idea that virtue resided in bigness alone. In those days the very idea of bigness was attractive because the people then did not care to pay the bill created by the extravagance resulting from permitting small men to get their business education at public expense. The people thought that system was rather hard on the consumer. So, for a long time, they wanted to have only big companies in which men could be trained to do big things. After an individual had grown big, he could form another

big company in competition with the one which had trained him. It was a very attractive doctrine which was preached in those days of large thinking. It was said that not only could America be given good service cheaply but the export field could be brought under our control.

In those days of our mental extravagance the Sherman anti-trust law was considered the enemy of all mankind because it inveighed against the formation of any such large corporations because they are conducive to monopoly. In those days every business man hated the Sherman law most cordially.

In these later days, the people have seemingly espoused a wholly different doctrine about the size of corporations. They no longer want the big ones under unit control but small ones under multiple control. And so, the popular attitude toward the Sherman act has changed. That is, the people are not quite so keen for big corporations as once they were, but are coming to be more sympathetic with the small men. They don't think it so much of a crime for a small man to get his experience at public expense.

One thing that changed public opinion was a growing realization that big businesses are all right if we have big men to handle them. But, we have a limited supply of big men. Therefore, our national preference today is for small businesses, run by small men, who get their education from co-operative movements.

This newer idea makes the Sherman act a friend rather than an enemy. That is, it still stands as a threat to the man who wants to monopolize. Also it keeps co-operation down, whereas it might want to assume large proportions if all restraint were withdrawn.

The theory is that very few persons will be good unless there is some coercion or some fear. Coal men believe that co-operation is a good thing. However, there must be fear of something or co-operation will not be an abiding force. Therefore, the operators want to continue the fear of the Sherman law as a check on monopoly.

Paternal Financing.

Many good and earnest coal men become deeply concerned every now and then lest ours develop into a paternal government. As a matter of fact, it is far more paternal today than most of them will believe possible. And it is going to be more so before it is less. Men fail to realize the extent to which paternalism has gone, merely because they fail to co-ordinate the information they have.

For example, everyone knows that we have the income tax law. What they overlook is that the collection of that tax is a mere incident. The vital fact is that in order to make sure that all persons pay the tax, the government has a right to send its examiners into a corporation's office to go over the books. Thus the government can get any information that it may want about any business.

Coal men also fail to consider the paternal aspect of the Trade Commission bill. It is going to teach uniform accounting. It will even send experts into private business to teach how accounting should be done. By having its system of uniform accounting in a business it can get information classified as the government wants it. Also,

the law creating the Federal Reserve Board is essentially paternal. This board is now discounting the commercial paper of private concerns. In order to do that, the government must know quite a good deal about the business of the concern whose paper it handles.

These seem to be rather elaborate steps in the direction of controlling private business, but the big development has never been brought out. Until the passage of the bill creating the Federal Reserve Board, the government was merely maintaining a system of espionage over private banks. It interfered in no way with the function of banking. With the passage of that law, the government went into the banking business. Banking is no longer a private business only. It is private so far as collecting the deposits and negotiating the loans is concerned, but it is a public matter when it comes to that holy of holies of the banking business—the rediscounting of commercial paper. That is, we have no longer a private bank, but a hybrid organization.

Some business men are almost sure to resent this interference of the government because by so doing it will gain intimate knowledge of their business. They consider it all right and proper to tell the secrets of their business to the private banker, but they don't care to tell them to the government.

Perhaps the reason is they are doing things of which they are ashamed. That is, their acts may not be exactly corrupt, but still not orthodox when considered from the moral or ethical point of view. In a word, some of them have been making money a little surreptitiously. Of course if the government becomes acquainted with these side-door and back-door methods a way will be found to correct them.

But there is still another angle to the situation. The government, so long as it has stood on the side lines of the business and knew nothing about it, was inclined to adopt an idealistic idea of what business should do. Having no conception of business difficulties, it was inclined to lay extraordinary burdens on business. Maybe if the government gets a few more facts, it may be a little more sensible.

In other words, paternal financing may tone up the morals of business and tone down the impracticality of the government and result in a pretty fair compromise.

Talkers in Business

You can almost tell, from the amount of talking a man does, just what is his status. If he talks a great deal, he either is not using his faculties to the best advantage in the job at hand, or he has latent possibilities which have not yet been called into full action. If he has the ability to talk, but does not, he probably has arrived at a full realization of his capabilities and is devoting 100 per cent of his energies to the work at hand.

Conspicuous examples present themselves. Theodore Roosevelt is probably the greatest talker of all time. Two things are true about his career.

First, he was never completely on any job. That is to say, he never did all that he was capable of doing with any one situation. Perhaps he was too much interested in talking about it to quit talking and get down to detailed work.

Second, no man who has come into prominence in America has had greater

possibilities than Roosevelt. His capacity for knowing things and for covering a great amount of territory in his mental investigations is astounding. He has an almost unlimited capacity for acquiring information. This faculty alone proves that Roosevelt is one of the greatest men of America.

But, his voluminous utterances prove also that he either had not arrived at a position where he could use all of his abilities, or being in that position he has not used his great ability to the best advantage. Perhaps both things are true.

The most conspicuous example of the silent man was J. P. Morgan. The few things that he has been quoted as saying prove that he had the ability to talk. Still, he said very little. His record of achievement shows that perhaps no man ever came nearer realizing 100 per cent of his capacity. The organization of the community of interests of railroad control, the Steel Corporation, the International Mercantile Marine, and the other combinations are clear proof of his enormous capacity. It is also proof of the fact that he devoted himself exclusively to doing things instead of talking about them.

In a much smaller way, any observant coal man can go through his list of friends and get a lot of diversion by trying to decide whether the volcanic talkers are merely wasting time, or are expressing latent ability of large order. By observing the silent ones in the trade, they can speculate whether the gentleman is merely tongue-tied, or whether he is devoting himself intensely to the job at hand.

Seeking a Master.

Any one in position to watch the developments of the coal trade must have concluded that the dominating desire of the industry is for a master. It wants that more than it wants anything else. It wants a system of control and if that is not possible it wants personal control.

For years all coal men have talked this subject all of the time; consequently, they think of it constantly. It has become almost an obsession with them and they would abandon pretty nearly every other program in order to get just this one thing—a system or a person to control the business.

The fact which every one appreciates is that the coal industry is a great body without a head. It is like one of those vegetable organisms of which we hear; it has no heart and no center of influence. Instead there is a sort of life center in every atom of its entire being. The coal trade is precisely like that. Every place where there is a coal office there is also a master of some small part of the business. These isolated centers of control are in no sense and in no way related to each other. They do not even act in conjunction with each other, or out of consideration for each other. They are distinct and separate entities, each pursuing his own way as it pleases him to do from minute to minute. Under the circumstances there is no trade program and cannot be.

All coal men are possessed of the human longing for, first, relations with other humans and, second, for a form of control. It is this longing which, expressed in our community life, caused us to create the Federal Government for our political mastery.

Having it, we endowed it with far more power mentally than we could do or did by the constitution. We did that because we wanted a master for the whole people and knew that we could not get along without it. The coal trade is looking for precisely some such form of control. It would be perfectly willing to give supremacy to any system or any person who could prove itself or himself the master of the trade.

If any one doubts this conclusion, we invite him to read over the addresses made before any number of trade conventions in the last ten years. If this is not the dominating desire of them all, we have lost our ability to understand the meaning of plain human speech.

A Day in Autumn.

Such weather as we are having may not be good for the coal business, but such days as these are good for the human soul. They give a man a chance to run out of hoppers and feel free. In summer man is kept busy fighting the heat, the mosquitoes, and the army of bugs. This subtracts much of his vital energy from life's real purpose and devotes it to nonessentials. In the winter time he is fighting the cold. He is subtracting from his big work a part of his store of vital energy and devotes it to a struggle for ordinary physical comfort. In the spring, generally, he is fighting the rain. Thus in nearly all seasons a man is physically and mentally below par before he even begins to work, because so much of his energy is subtracted from the immediate thing in hand.

But in days like these man is left master of all his faculties for the accomplishment of the work at hand. It is not warm enough for discomfort. It is not cold enough to invite resistance. The insects which have annoyed have gone for the year. And every outlook on nature tones up rather than tones down the man's physical organism. Therefore, in times like these, a man is, and should be, his best.

Union Extravagance.

One of our lively contemporaries in Oklahoma remarks in caustic fashion upon the fact that it cost \$15,000—\$800 a day—to oust one Peter Hanraty from the presidency of District Twenty-One of the United Mine Workers.

One coal operator made comment to the effect that this explains why the miners' union is now poor. He started with the fact that this small convention in Oklahoma cost \$800 a day. Then he enumerated the more elaborate and costly conventions in the various eastern states and ended by computing the enormous expense of holding an international convention. He was a trifle disposed to criticize the union for sending so many delegates to so many state conventions.

Rather than criticize this tendency, we are very much disposed to encourage it. We suggest, instead of delegate conventions, that they get together as a committee of the whole; that is, that they have all of the miners assemble at state conventions and most of them attend the international conventions. We suggest that the union pay both mileage and per diem while the men are thus regaling themselves. If we can persuade the union to spend its money in that way, it will

not have so much money to use to whip the operators every few months. Therefore, let us all get together and boost for a miners' convention of the whole.

Coal Thoughtlessness.

No industry has ever had as many or as severe critics as has coal. The most severe of them all are men engaged in the coal trade. Coal men are always saying of other coal men that they are a thoughtless crowd—that the men in the business cannot see beyond the points of their own noses. Any coal man will proceed to elaborate his views by reciting any number of instances which seem to prove his conclusion. Candidly, some of the evidence is convincing.

Still, leaving all passion aside, isn't it possible that there may be good cause for this apparent thoughtlessness of coal men? Isn't it, for example, just another way of saying that the coal producers are up against a proposition which discourages all of them? Isn't it possible that instead of trying to do the thoughtful thing and the far-sighted thing, they know it is useless and must plunge ahead in a disheartened way, hoping that something almost miraculous will get them out of their ever-present dilemma?

As a matter of fact, no man can think seriously about coal production as it stands today without becoming more or less discouraged. Few men can face one fact alone about coal; follow it to its logical conclusion, and fail to be disheartened at the outlook. Some statisticians say that the supply of coal will last for a thousand years, even though the population increases at the same rate as has been the case in recent decades. Others limit the supply to 150, 200 or 250 years. The length of time the coal supply will last does not make any difference. The determining fact is that whether we have a hundred years' supply, or a thousand years' supply, all of it, under present regulations—or lack of them—can be opened up within a year's time and made available for immediate use. That is, if the coal business today were, by any scheme or device, to be made universally profitable, it would be possible to duplicate within the next year the existing productive capacity in any one field. It would be possible nearly to double the output in the whole producing district. Indeed that is probable. Therefore, if any operator ever gets to a point where he can be sure of a profit, the fact of his profit will wreck or jeopardize his business by inviting any number of new competitors. In essence, the object of these competitors will be to challenge his right and ability to collect the money which spells his profit.

It is this fact which eternally is in the back of the head of every coal man. They meet it every time they think of tomorrow. Under the circumstances, there is not much room for practical idealism in the coal trade. Nor as a matter of fact is there reason for any far-sighted thinking. Most coal men don't want to think too far into the future. If they try it, they can find nothing that will warrant that enthusiasm which most of them have to put into their business every day to move the present tonnage.

Perhaps this explains the apparent lack of forethought—or any serious thought at all, on the part of coal men.

News Local to Chicago.

Carl Scholz, president of the Rock Island Coal Mining Company, left on Friday night for a trip to Oklahoma.

L. O. Stanton, general sales agent of the Clinton Coal Company, with headquarters in the Old Colony Building, was on a trip over the territory this week.

Enoch Carver, western representative of the New River Coal Company, with headquarters in the Fisher Building, was called to Charleston, W. Va., on Friday of last week, due to the death of his father as a result of a mine accident. He is not expected to return to Chicago until Monday.

W. R. Kernohan, western representative of the Pocahontas Coal Sales Company, with headquarters in the Fisher Building, returned the latter part of last week from his trip to California, where he spent four weeks. While there he was paying a visit to the relatives of his wife and incidentally taking in the exposition.

The property of the Dering Coal Company of Delaware, in Vermillion county, Indiana, and in Fayette township, Vigo county, Indiana, which was sold last May on foreclosure sale to Henry Russell Platt of Chicago, has been purchased by the J. K. Dering Coal Company. These properties include the old No. 6 mine, near Durkee's Ferry; the old Willow Grove property, just west of Clinton; 320 acres about a mile south of Durkee's Ferry, and some other isolated tracts. Work will be begun at once to sink shaft at the old No. 6 mine to the fourth seam of coal and the company expects to be taking out coal within sixty days.

The speakers' committee of the Chicago Coal Merchants' Association, of which Leo Romanski is chairman, held a meeting on Friday afternoon of last week to arrange for the forthcoming dinner of the association. It is now planned, unless something interferes, to hold this dinner on the evening of the second Tuesday of November. At that time there will probably be some moving pictures, some music by a quartet that has won quite a reputation as an entertainer, and there will be just one address, which will be a presentation of the record of the Chicago Coal Merchants' Association on what it has done for the coal trade in the last year or two.

James F. Callbreath, secretary of the American Mining Congress, arrived in Chicago on Wednesday of this week from his western trip and stopped for two days on his way to Washington. While here, he made some preliminary and tentative arrangements for the mining exposition, which is to be held in Chicago about the first of December next year. He is concerning himself quite a good deal with the organization which is to be effected in Chicago because this will be one of the major efforts of the congress. Mr. Callbreath announces that he expects to spend the better part of this year in Chicago making arrangements for the exposition and conducting the details of the work.

Charles L. Dering, Chicago manager for S. C. Schenck, in commenting upon the anthracite situation, made one statement which is proof conclusive that the coal market this year is a weather affair. He called attention to the fact that until recently there was quite a large and bothersome accumulation of coal on wheels at all of the western distributing points. The companies did not know just exactly how they were going to move this without paying too much demurrage. However, there came a spell of freezing weather and the entire accumulation was cleaned up in thirty-six hours. On the heels of all of that came a warm spell for the last few days, and orders have fallen off again. In this same connection, salesmen in the Pocahontas field call attention to a similar situation in the western market. Recently there was quite an accumulation of smokeless coal at the hold points around Chicago. For a while the smokeless companies had to pay a dollar or two demurrage on each car in order to avoid cutting the price of coal. However, in the last few days the operators curtailed production and the demand has quickened a little, so that now instead of paying demurrage, the railroads are getting reconsigning orders carrying car numbers within two days after the car in question has left the mines.

On Saturday night of this week the Kantishna Club will hold the first of a series of

informal dinners at the Hotel Planters at 7 p. m. sharp. This club will be addressed by the Hon. James C. O'Brien, assistant state's attorney of Chicago. The genesis of the Kantishna Club will be remembered. That is, a short time ago a number of the New River coal operators invited a number of Chicago retailers to go to the New River field and inspect the mines. The purpose of the trip was to give the New River coal an identity of its own in the western market. Those who went on this trip subsequently held a dinner at the Hotel Planters and arranged to form the Kantishna Club, the name being that of the car in which the party went to West Virginia. Subsequently the club has espoused larger ideas, as it now aspires to become the social club of the coal trade and ultimately to have quarters of its own. For the present it is going to be content with a number of informal dinners throughout the winter, the number, perhaps, running into six or seven. To pay for these dinners ahead of time, the members of the trade are asked to pay \$15.00 per capita. This is the adoption in Chicago of the plan by which the Kokoa koruskations in Philadelphia were financed a year or two ago. If the temporary organization proves attractive, the club will be given definite organization next fall. In the meanwhile, organizers of the club are soliciting members from the coal trade generally, and now have a membership of about fifty, and divided about half and half between wholesalers and retailers.

Car Shortage on C. & O.

The car shortage on the Chesapeake & Ohio Railway became so serious that officials of the road held a meeting in Charleston, W. Va., on last Saturday to try to find a solution to the present shortage.

At the meeting among those present were: J. Paul Stephens, general manager of the Chesapeake & Ohio Railroad; Baker Harris, superintendent of the Hinton division; L. B. Allen, superintendent of the Huntington division, and J. W. Herron, chairman of the allotment commission of the road.

The car shortage, it was explained, is due to the shipment of coal to the northwest; already more than 1,000 cars are there and have not been returned. They have been seized by the Pere Marquette Railroad and are being used in the beet sugar industry. They are loaded with sugar beets en route to the factories. They are ideal receptacles for this commodity. But in the meantime the coal industry on the Chesapeake & Ohio is injured. The Pere Marquette pays the Chesapeake & Ohio forty-five cents a day for the use of the cars, but collects \$1 a day from the shippers for demurrage, thereby clearing fifty-five cents a day besides having the use of the cars during a period when they are needed.

Another thing which causes the shortage is the long haul to the northwest and the regular length of time it requires for them to be returned. Still another reason is the number of bad order cars the road has. It is explained by the operators that bad order cars are those not fit to use and which are in bad order as a result of intrenchment of a few years ago, following the outbreak of the European war when the appropriation for this feature was very small.

The shortage would not have been noticed a year ago, but business has increased so much in a year that every car is now needed and even the roads recognize the arrival of good times.

To Stop Theft of Coal.

Members of the Detroit Coal Exchange are endeavoring to correct the long standing abuse of permitting theft of coal from cars on railroad tracks. Most of this theft is charged to persons of foreign birth, living in the vicinity of the railroad yards and sidings. F. E. Reeves, secretary of the exchange, has obtained the cooperation of representatives of various railroads and of the police department, while the police judges and prosecuting attorney's office have expressed an inclination to aid in the reform. Several persons detected taking coal from stock piles and cars have been brought into police court and fined, the amount in the case of the first arraignment being \$10. It is proposed to continue the campaign vigorously.

Small Activities.

George D. Rowland, vice-president and secretary of the Richland Coal Company, is spending a large part of his time in Cleveland at present looking after lake shipments. He is expected to visit the Buffalo office this week.

L. J. Bradley, traveling man for the Quemahoning Coal Company, suffered a painful accident in Winchester, Va., early this week. He was getting out of an auto and tripped on the step falling heavily on a curbing in the street. Two broken ribs resulted.

Lake Ontario seems to be losing, rather than gaining, coal and other tonnage. It is announced that the Rutland Transit Company has sold its last two steamships, the Rutland and the Ogdensburg, and they will be transferred to the Pacific Coast. Some of the boats of this line were sold to Atlantic Coast coal companies and carried coal when nothing better offered.

A meeting of some of the Buffalo coal men was held last Saturday at the office of J. T. Roberts for the purpose of forming a bowling club. It is hoped to form a good-sized organization and quite a few men are already members. The securing of an available bowling alley is something of a problem, for it is found that most of them are already engaged practically all the time.

Ohio C. Barber, head of the Cleveland, Akron & Canton Terminal Railway Company, has plans a coal handling plant on Cleveland's lake front, if his company is granted a franchise to build a four-track subway under East Fifty-fifth street, from the lake to Morgan Run in Cleveland. This will open the way to all roads approaching the city from the south and southeast directly to the lake front at the foot of East Fifty-fifth street. The franchise was passed by the city council some time ago and will be submitted to a referendum vote at the fall election. Mr. Barber said his company will erect a steel and concrete loading plant that will have a capacity for loading four 10,000-ton boats per day, if the franchise is granted.

As yet the railroads have not filed their new schedules, showing increased differentials between Ohio and West Virginia, with the Ohio utilities commission, but it is said that they are being prepared for that purpose. There is a possibility, of course, that the West Virginia operators will file a demand with the Interstate Commerce Commission for a suspension of the rates, when they are ready to put into operation, but this remains to be seen. While this would delay matters, the operators of the eastern Ohio district feel that the advantages in favor of West Virginia are now so great and the differential so small in comparison with the difference in the length of haul, that they will eventually fail in their purpose. A suspension would do little good under the circumstances, it is believed.

J. P. White, international president of the United Mine Workers of America, is busy at the present time in the central Pennsylvania bituminous districts. Mr. White was very active in the Cambria county section during last week. One of the biggest meetings that he attended was at Beversdale on Friday, the 15th. Here he spoke to about 2,500 miners. In his address he confined his remarks to an answer of the accusations of his enemies who were opposed to the organization of labor, giving in that talk his version of the strike in Colorado. He pointed out that when he assumed the presidency of the mine workers' organization four years ago, it had only 17,000 members in the anthracite fields, but now the total membership in the anthracite districts amounts to 155,000.

The appellate court has sustained the contention of the Erie Canal Coal Company regarding the law of 1907 regulating the width of entryways to coal mines. The court at Princeton instructed the jury to find for H. T. Elder, administrator of the estate of John Byers, who was killed at the mine. The higher court held that this was an error. The court finds that the law does not require a coal mine, relaying a track after the passage of the law in an old entryway, to widen the way to the width required by the law in controversy. It is the first time that the law has been construed regarding old ways which have been repaired and the court holds the law should be construed to protect the worker for all ways constructed after the law was passed, but should not put the difficult task of attempting to reconstruct old ways on the owner.

Facts Which Determine Our Export Prospects.

The Export Situation.

The shipment of export coals through the Atlantic seaboard ports has slumped very heavily during the past few weeks, owing to the scarcity of vessels. Very few steamers are to be obtained for coal charters now, as their owners are securing such fancy prices for grain and war munitions, that they are only taking coal charters when rates obtain that are practically prohibitive. Most of the coal now going into export is being shipped in bottoms that were under time charter, or were chartered sometime before the recent high freight rates became effective.

This week charters to Italy are talked of at 60s to 65s, 50s to 55s to Spanish ports, and 55s to 60s to French ports. To South American ports the range is from 38s to 42s.

Advices from Cardiff show that freight rates have advanced there materially, since the Greek merchant steamers were withdrawn from general trade. Late mail reports indicate that vessel owners are asking 40s from Cardiff to the River Plate, rates to the Mediterranean range from about 32s to 38s.

Some few inquiries are now being entertained by American coal exporters, but there is not the great demand for coal that existed several months ago. However, the situation may change any day, and it is recognized that practically all of the foreign countries that have to import coal, have very bare supplies.

Twenty light cargoes, totaling 125,000 tons, was shipped from Hampton Roads last week. Italy took ten of these cargoes, or approximately 65,000 tons.

Exports to South America.

Due to the shortage of ships and the practically prohibitive freight rates now being asked on export coal, American shipments to South American countries have begun to decline.

In this respect, it is interesting to note that Wales is sending a greatly decreased tonnage to South America, as shown by the table below. This, in connection with American curtailment in shipments, would indicate that the South American countries are very barren of coal at the moment, or else their field needs have been radically reduced.

Exports from the Welsh ports for the first eight months of this year, up to August 31, show shipments as follows:

Country—	8 Mos. 1915.	Decrease From Same Period, 1914.
Argentina	944,479	10,596
Brazil	320,371	422,750
Uruguay	176,526	212,092
Chile	36,229	185,754
	1,477,635	1,031,192

This shows a decrease of 1,031,192 tons for the first eight months of this year as compared with the same period in 1914.

Coal Trade at Tampico, Mexico.

The American vice-consul at Tampico, Mexico, writes THE BLACK DIAMOND regarding the coal trade there as follows:

"Owing to the fact that crude oil is used almost exclusively as fuel in Tampico and vicinity, the demand here for coal is very limited.

"However, the Agencia Comercial y Meritima import about 5,000 tons per month for the consumption of the American gunboats anchored here.

"There have been no improvements made in the coal docks during the past five years at this port. Owing to the fact that the records of the custom house were destroyed previous to the entry of the Carranza forces into Tampico, it is now impossible to get any statistics in regard to the importation of coal."

Santiago, Cuba, Trade.

P. Morrell Griffith, American consul at Santiago de Cuba, writes THE BLACK DIAMOND under date of October 5th:

"About 60,000 tons of bituminous coal is imported annually. This coal is consumed by the Cuba Copper Company, Juragua Iron Company, Santiago Railway Light & Power Company, Santiago Brewing & Ice Company, and several small consumers. The cost of same is about \$6 per ton landed in Santiago. The Cuba Railroad imports coal through Antilla, and the Spanish-American Iron Company, which imports about 10,000 tons annually to their own docks at Daiquiri, a

subport of Santiago de Cuba, is not included in the 60,000 tons above mentioned.

"There is little demand for coke, only about 400 tons being imported annually."

United States Coke Exports.

Bulletin 11.25 just issued by the Department of the Interior, and prepared by C. E. Leshner, of the Geological Survey, says of the export trade in coke:

"The quantity of coke exported from the United States increased steadily from 1900 to 1907. Since 1907 the value of the exports has alternately increased and decreased although with slight fluctuations it has remained practically stationary during the last six years. The exports in 1914 were the lowest since 1904.

The exports of coke during the last six years are shown in the following table, the quantities being reduced to short tons:

Year—	Quantity.
1909	1,002,916
1910	984,618
1911	1,023,727
1912	912,576
1913	987,295
1914	663,585

Baltimore September Exports.

Statement of bituminous coal exported from the port of Baltimore during the month of September, 1915, taken from the custom house records at Baltimore:

Country—	Tonnage.
France	17,499
Italy	75,081
Spain	13,792
Sweden	36,499
Costa Rica	6,882
Honduras	1,377
Panama	2,949
Cuba	16,315
French West Indies	919
Argentina	10,783
Brazil	6,858
Peru	4,604
Venezuela	337
Egypt	7,031
Total	200,926

Welsh Coal Exports.

The returns published by the British Board of Trade are now available, and the following table shows the amount of coal exported from the Bristol Channel (Welsh ports) to foreign countries and British possessions during August last compared with the corresponding month of last year.

	Tons—	
August—	1915.	1914.
Russia .....	.....	17,089
Sweden	7,100	7,684
Norway	6,973	11,695
Denmark	959	8,832
Belgium .....	.....	11,043
France	604,291	296,678
Algeria	25,705	20,086
Portugal	37,746	39,516
Spain	54,653	73,595
Canary Islands	4,698	8,836
Italy	220,288	254,466
Austria-Hungary .....	.....	5,711
Greece	5,437	11,554
Roumania .....	.....	5,381
Turkey (Asiatic)	3,767	22,253
Tunis	2,090	12,086
Chili	1,187	13,773
Brazil	27,557	30,654
Uruguay	15,115	20,234
Argentina Republic	105,137	81,129
Gibraltar	13,105	6,477
Malta and Gozo	4,693	9,330
Egypt	69,205	88,151
Anglo-Egyptian Sudan	11,564	.....
Ceylon and dependencies .....	.....	5,232

The following table shows the total shipments for the eight months of the year, together with the increase or decrease as the case may be, compared with the corresponding period of 1914:

Eight months ended August, tons—		Decrease
Russia	4,704	355,831
Sweden	57,366	59,836
Norway	63,161	35,955
Denmark	27,638	2,595
Germany .....	.....	174,423
Netherlands	22,720	34,854
Java	6,550	7,062
Other Dutch possessions .....	.....	23,327
Belgium .....	.....	225,003
France	5,717,285	*1,062,948
Algeria	298,547	108,797
French Somaliland	97,575	*36,158
Madagascar	13,554	1,258
Reunion (Bourbon) .....	.....	5,498
Portugal	500,913	85,085
Azores	27,381	*12,585
Madeira	36,452	14,176
Spain	551,767	320,106
Canary Islands	154,856	173,776
Italy	2,159,542	1,269,657
Italian East Africa	5,043	4,317
Austria-Hungary .....	.....	127,749
Greece	162,419	185,008
Bulgaria .....	.....	63,238
Roumania .....	.....	183,535
Turkey (European)	6,557	101,208
Turkey (Asiatic)	3,767	159,828

Tripoli	8,035
Tunis	69,180
Peru	12,718
Chile	36,229
Brazil	320,371
Uruguay	176,526
Argentina Republic	944,479
Channel Islands	27,833
Malta and Gozo .....	.....
Gibraltar	131,968
Egypt	540,263
Cape of Good Hope	5,545
Anglo-Egyptian Sudan	20,753
Mauritius and dependencies	8,813
Aden and dependencies	99,052
British India	13,912
Straits Settlements	1,561
Ceylon and dependencies	36,169
Hong Kong .....	.....
Canada	394
Bermudas .....	.....
British West India Islands	2,573
West Africa (British)	36,294
West Africa (French)	97,575
West Africa (Portuguese)	91,842

*Increase.

Recent Coal Freight Charters.

Schr. Marguerite, Norfolk to St. John, N. B., coal, p. t.
Schr. Edgar W. Murdoch, Norfolk to Canary Islands, coal, p. t.
Schr. J. T. Maxwell, Baltimore to Surinam, coal, p. t.
Schr. Pendleton Sisters, Philadelphia to Surinam, coal, p. t.
Schr. Evelyn W. Hinkly, Philadelphia to Porto Rico, coal, \$3.
Schr. W. E. Downes, Philadelphia to Fort de France, coal, p. t.
Str. Hesperos (Nor.), Virginia to River Plata, coal, \$8.15; 500 tons discharge. "Prompt."
Str. Plymouth, Baltimore to Egypt, coal, \$15.50; 7,000 tons cargo.
Schr. Dorothy Palmer, Norfolk to west coast of Italy, coal, \$10.
Schr. Ruth B. Cobb and Alice B. Phillips, Baltimore to Martinique, coal, p. t.
Schr. J. Frank Searney, Philadelphia to St. John, N. B., 600 tons coal, p. t.
Schr. Annie, Philadelphia to Casilda, 1,000 tons coal, \$4.

German Coal Combine.

The weekly report of general conditions in Germany during the European war as published by the American Association of Commerce and Trade at Berlin, under date of September 25, 1915, says:

"In order to prevent an obligatory combine of German coal mine owners, which threatened the dissolved coal syndicate, the efforts for reorganization have been successful.

"The outlook of the coal trade, therefore, has become brighter and business proceeds in its accustomed channels. The demand for coal and coke continues unchanged; especially in view of the approaching winter, the demand for anthracite is very great. In spite of increased output of mines, the private demand cannot be met, as the greater part of the output is shipped to briquette mills and cokeries, the latter, however, not operating as yet to their full capacity.

"Considering that as a result of enlarging cokeries and establishing new plants, the output of coke has considerably increased, a shipment of eighty per cent of the production reaches the maximum as recorded in 1913.

"The impossibility of further substantial increase of coal production does not permit a further increase of coke production, for which reason the large stored supplies of coke are gradually reduced.

"Coal exports to Holland are keeping up in a limited measure, so that the demand from Holland is almost as large as before.

"The export of coal to Belgium having for some time been limited, considerable shipments of industrial coal as well as of household coal and briquettes from Belgium to western Germany have been made. Even greater than the demand for coal is the demand for by-products of cokeries, and benzole, especially, cannot be furnished in sufficiently large quantities. Tar and tar products are finding a ready market.

"The difficulties in the supply of labor, especially of skilled help, are not as yet removed, and although miners from Poland are now employed in German mines, a noteworthy increase of coal production cannot be figured with at present.

"Nevertheless, the German Fuel supply can be viewed as entirely satisfactory, even if in some grades of fuel a scarcity is now and then felt."

The Swedish State Railway management has just purchased in Westphalia, Germany, 20,000 tons of coal briquets and 72,000 tons of coke for use as locomotive fuel. A circular has been issued to all the district managers giving instructions in regard to their use. The coal will be used alone, but a mixture of coal and briquets may be undertaken later, as experiments in Denmark tend to show that such a mixture, with English coal is a success. It is stated that in mixing about equal proportions of coke and coal briquets will be used.

General Review.

The Demand for Coal Is Good, While Car and Labor Supplies Are Short. Exports Are Small.

The coal situation this week is made interesting and the trade is made profitable, mainly because the railroad car supply and the supply of labor have not kept pace with the activities of the coal mining companies in arranging for increased output. That is to say, the operators have multiplied the mines and elaborated mine development enough to take care of the present very large demand for coal and much more. They are prevented from running these mines to capacity, first, because the railroads have not increased the supply of coal cars and, second, because the labor situation has been far from satisfactory.

The coal car situation has been growing more and more serious for the last three or four weeks. On certain lines in the east, the best the railroads can promise is to give the coal mines a fifty per cent supply. In the majority of cases, what they actually do is to give them a thirty-five per cent supply. This is measured by the requests of the operators for cars. In some places they are giving only a twenty-five per cent supply. This does not mean that the railroads can only haul twenty-five to thirty-five per cent of the coal that is being consumed, because that would mean that the country was subsisting mainly on coal previously placed in storage piles. It does mean that it is only twenty-five to thirty-five per cent of what the operators think they could ship and sell if they had the cars. Incidentally, that is more even than the mines could produce.

There is no doubt a shortage of cars as compared with possible mine production and we should say that that amounts to about fifty per cent or in that neighborhood. However, there is no indication that the market could absorb such an amount of coal as could be produced. Thus the seeming shortage of cars is of decided benefit to the trade as protecting it against itself.

As to whether the shortage of cars is real as concerns the demand is another question. Perhaps a percentage of coal is being subtracted from storage and burned now, but if that amounts to ten per cent of the total volume of consumption it is enormous. We doubt whether it amounts to as much as five per cent. Even so, a very small shortage is sufficient to influence the price quite materially.

The labor shortage in some districts is becoming quite acute. Recent statements were to the effect that the sailings of emigrants was in recent months far heavier than the arrival of immigrants. This means that there was a net loss of workers in America. Reports from one coal producing district of West Virginia shows that it contains 3,000 Greeks, who are subject to a call to arms and who may leave at any time. Recent sailings of Italians have been heavy. Previously the miscellaneous losses of laborers had in the aggregate been large. The net result is a shortage of labor at the mines for which reason, the productive capacity of these mines has been decreased.

As to the coal movements, the last week or so brought some interesting developments. The movement to tidewater for export has fallen off quite sharply, not because there is a lack of demand abroad, but because vessels cannot be had to effect the movement. Likewise the demand for steam coal in New England, which seemed so promising has not kept up. In other portions of the east, however, the demand is keen and the operators cannot supply it.

The lake trade has been disappointing because the operators could sell coal, but cannot ship it unless they pay premium prices for vessels which are attracted by the high rates in the grain trade. This they are not disposed to do. Even so, the Pittsburgh district is booming, the mines being sold up for the remainder of this year and any surplus demand for coal will have to be satisfied from Ohio or West Virginia. In the latter place the labor is short, so that Ohio will get the business if any is done.

In the west the situation in some districts

is acute. The farmers have delayed the movement of the grain, due to the wet weather. The movement is now started and this is complicating the situation all around, first by subtracting from the car supply and, second, by making money short in some of the rural districts. It promises to concentrate a demand for coal that is now being held up into the later months. As this indicates, the west is the only point in the national market where the coal trade is not in a very strong position.

Chicago Market.

Warm Weather Interferes With Buying, but Prices Are Firmer. Screenings Are Strong.

Office of THE BLACK DIAMOND,
CHICAGO, October 21.

The immediate situation in coal is a trifle easy because of the weather. The technical situation of the market is strong because of small supplies in storage; a present and a threatening shortage of cars; and, in some places, a shortage of labor.

Taking a quick survey of the whole market, anthracite was good but is now easy. Smokeless has a fair demand, but is influenced most by the car shortage. Illinois and Indiana coals had a good demand, but the softening of the weather lessened it. Screenings are firm because of smaller lump production and because of recent heavy sales, some of which are intended for storage purposes.

The Franklin county situation, everything considered, is in good condition. Domestic orders eased off a little during the warm days the first part of this week. It left the mines, however, with enough orders to keep them going for another ten days and a probable change of the weather in that length of time will likely restore the strength which the market enjoyed until Monday. The domestic market is primarily a weather market and will follow fluctuations in temperature rather closely. The steam market is stronger. Fifty cents is now rock bottom on screenings and in Chicago the price ranges up to sixty cents, while in the country sixty cents is the minimum, with higher prices obtaining. Prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.80	\$1.75
Egg	2.80	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.45	1.40
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings	1.55@1.65	.50@.60

The western coals are firm not so much so on account of current buying as on account of prospects. For example, Saline county operators had a good demand for domestic coal, but that has eased off. The smaller production of lump has lessened the production of fine coal. That, with a better demand, has strengthened that market to a minimum of fifty cents. The situation is also improved by prospects of labor trouble next spring as some of the buyers are already making inquiry for storage coal. Lately some of the producers have refused to contract at seventy-five cents a ton for fine coal until the first of next April. The Saline county market is, therefore, firm and prices up to Thursday were:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15
Screenings	1.55@1.65	.50@.60
1¼-inch lump.....	2.35	1.30

The Carterville operators are having a pretty fair run of orders, but, of course, the domestic sizes are influenced by the warmer weather. Leading companies have orders ahead for ten days; the others are selling their output from day to day. Prices on these sizes vary from \$1.60 to \$1.75 according to the circulars of different companies. Steam sizes are not moving quite so well, being placed with some difficulty. The car supply has been none too good, some of the mines being closed down a day last week because no cars were available. There is no surplus of cars at any time. The prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

The Clinton, Indiana, field is bothered a little by large possible production and by pending in-

creases in output. Still the market on Number Four vein domestic coal is fairly good at \$1.65 to \$1.75 while the steam demand is improving at prices heretofore quoted. Prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.37@1.42	.60@.65

Central Illinois coal is quoted at a variable price. On screenings forty cents is the rock bottom for the entire field. Better prices have been obtained in places, these ranging up to fifty cents. Sangamon county domestic sizes are holding firm at \$1.65 for lump, although the egg at times is easy. The prices up to Thursday were:

Central Illinois—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.47	\$1.65
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run	1.87	1.05
Screenings	1.22	.40

Knox county coal is quotably unchanged both as to price and volume of business. The market up to Thursday was:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run	1.87	1.05
Screenings	1.52	.65

Anthracite coal has been a little easier within the last four or five days. October started with a rush, but the warm weather eased off buying. It is a weather market as is indicated by the fact that recently there was quite a heavy accumulation of coal in the east which was cleaned up in thirty-six hours when freezing weather came. The present lull is due to the weather.

Smokeless operators are having about a fifty per cent car supply. With a fair run of orders in the east, they haven't much coal for western delivery. This dovetails into a western situation where the demand is easy because of the weather. Supply and demand are about at a balance with prices firm at circular of \$1.40 for mine run and becoming firm on lump and egg at \$2.25 although some coal is still sold at \$2. The prices up to Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run	\$3.45	\$1.40
Lump and egg.....	4.05@4.30	2.00@2.25

Major producers in Somerset county are bothered by a car shortage. The railroads talk about a fifty per cent supply, but lately have been giving only twenty-five. Some producers are out of the market and those that are still selling coal, are holding for \$1.40 for mine run and \$2.25 for lump. The prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.40	\$1.40
Lump and egg.....	\$4.05@4.30	\$2.00@2.25

The Hocking market is just a little easier this week because of the weather. However there has been no free coal on hand and prices remain firm at from \$1.60 to \$1.75. The prices up to Thursday were:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.25@3.40	\$1.60@1.75

The splint coal situation is in the main unchanged from what it has been. That is, some dock coal has been selling at \$1.25, but shipments direct by all-rail are commanding from \$1.50 to \$1.60, the latter in box cars. The prices up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1¼-inch lump.....	\$3.15@3.40	\$1.25@1.50

The eastern Kentucky situation was weakened a little by the warm weather but, in the main, the prices are stronger. The minimum price is \$1.75 and the maximum price is \$2.25 for block and lump combined. The prices up to Thursday were:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.65@4.15	\$1.75@2.25
Egg	3.25@3.75	1.35@1.85

The coke market has been a trifle easier due to the weather which influences, of course, only the domestic sizes. Furnace and foundry coke are still strong. Especially in foundry coke the demand is improving. Prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville	\$4.85@5.00
By-product, foundry.....	4.90@5.10
By-product, egg and stove.....	4.65@4.75
By-product, nut.....	4.65@4.75
Gas house.....	3.90@4.00

Pittsburgh Trade.

Most Operators Are Sold Up Until the End of the Year—Coke Prices Are Firm and Rising.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., October 20, 1915.

Operators are in many cases sold up to capacity for the current year, and show little disposition to book heavily for extended forward shipment, as indications are that consumption for the first half of next year will excel all previous records, and as indications also point to much higher prices, the producers, who practically control the situation, are willing to await developments. In fact, "await developments" is about all they can do, for all are working to the limit of car and labor capacity, and did not the one offset the other there would be more trouble than at present in delivery. As it is, the car shortage enables the operator to handle the labor situation.

Lake shipments are being rushed to the limit, and the immense demand on contracts by local manufacturing plants is keeping the trade taxed to capacity. It is said that war orders from Europe are swamping Pittsburgh manufacturers. Not only this, but the quotations accepted by the agents of the belligerent powers are forcing the prices of materials to a record figure for Pittsburgh patrons of domestic industries, and the demand, strengthens the coal market to the extent that quotations are only made from day to day. If quotable at all the following might be fairly representative of the market:

Slack, f. o. b. mines.....	\$1.00@1.10
Mine run of various grades.....	1.20@1.40
Three-quarter, screened.....	1.30@1.50
Five-quarter, screened.....	1.40@1.60

Slack is still the important factor, and very scarce. Buyers that turned down eighty cent slack contracts two and three months ago are glad to pay \$1 today, but fail to find their requirements.

The whole question today seems to be not orders, but how to fill them, every producer being in the same boat as to cars and labor, and the demand calling for the limit of productive capacity.

The Pennsylvania Railroad is reported to be storing 200,000 tons of coal at Altoona, as well as large quantities at other points in anticipation of contingencies, when the working condition agreement expires next spring. Some of the coal is being delivered by Pittsburgh operators from mines in Westmoreland and other counties east of Pittsburgh.

The financial troubles of J. V. Thompson, the Uniontown banker and coal operator, do not seem to be ending as smoothly as it was hoped. The Supreme Court has decided against Judge Van Swearingen of the Fayette County Court on petition of Wm. Funk, a creditor, and ordered Judge Van Swearingen to hand down his decisions at once instead of waiting until March 14, 1916. Last Friday Judge Van Swearingen made answer to the petition saying that he had withheld his decisions at the request of practically every attorney representing creditors of Thompson, who believed that the handing down of decisions at this time would work detriment to the creditors. The court had said he would hand down his decisions March 14, 1916. Mr. Thompson has been confident he could get matters adjusted during November, and public opinion seems to be with him, but this action of the supreme court will more than likely make new complications detrimental to his own as well as the interests of many of the creditors.

Both furnace and foundry coke have strengthened materially the past week, and considerable large inquiry has been made. One firm quoted on blocks aggregating near 100,000 tons furnace coke monthly for the first half, and the price held to \$2.35 or over, largely on the sliding scale basis.

One block of 30,000 tons monthly at another point was closed at approximately \$2.35 for the first half, and one of 15,000 between that figure and \$2.40, while a third of 15,000 tons was turned down on account of price. Spot demand is being met today at \$2 to \$2.25 and some are asking as high as \$2.40 on best grades. It is stated that foundry is bringing \$2.60 and \$2.65 with \$3 in sight in the near future. The coming holidays with their accompanying annoyances to the producer, are already having an effect in a labor way, as shortages are sure to develop and failure to deliver on contract increases the spot demand,

and stiffens the spot price, and some coke is being stored to meet this expected demand. It is almost a foregone conclusion too, in the coal trade, that increased wages will have to be met, April 1st, when working agreements are renewed, and producers here are carefully guarding themselves against the future by making no definite prices for forward delivery, one operator saying that he would quote no figures, sufficient unto the day, being the troubles thereof.

Pittsburgh Personals.

R. S. Richardson of the Richardson Coal Mining Company is spending a week in the West Virginia mining region.

Mr. Theiss, of the Theiss-Bygate Coal & Coke Company, who, with his son, has been spending some weeks in Canada, is at his office in the Oliver building again this week.

S. C. Gailey, vice-president of the Pittsburgh Coal Company, who has been at New Orleans for some weeks looking after the salvage of coal that was sunk during the late storm there, is expected home this week, the results of his trip proving quite satisfactory.

J. K. Barbour, sales manager coal department of the G. B. Bassett Company, spent part of this week in West Virginia in the interests of his company.

N. P. Hyndman of the Washington Coal & Coke Company of Dawson, Pa., whose offices are in the First National Bank building, this city, is making an extended visit east by way of recreation.

Nearby News Items.

An order for a million tons of soft coal placed at DuBois by the Erie Railroad, has caused extra crews to be added and has started a business boom.

John Harding, identified with the Connellsville coke industry for a number of years, has assumed the superintendency of the Garwood plant of the Aetna Coal & Coke Company. He succeeds C. L. Patterson.

The Republic Iron & Steel Company will complete a new battery of seventy-five by-product coke ovens within the next thirty days. The additions will give the company 143 ovens, contracts for which were awarded the H. Koppers Company of Pittsburgh.

Plans for the erection of 400 new coke ovens for the Allicia works of the W. Harry Brown Company at Charleroi, Pa., are drawn and are about to be put into effect. Work on the new ovens, it is expected, will commence next month.

The Big Supply Company, one of the John H. Jones' interests, has this month paid twenty per cent of its indebtedness, which is in addition to thirty per cent paid last November, or a total of fifty per cent on its indebtedness from the profits under the receivership. One of the other companies, the White Rock Supply Company, this week paid 12¼ per cent on its indebtedness.

One of the most valuable coal tracts in Somerset county, known as the George Reiman tract and located in Jenner township, has been sold to the United Coal Company, with operations at Jerome. The Reiman tract contains 128 acres of the best kind of coal. The Jerome field of the United Coal Company joins the new tract purchased by that company.

Large payments on Greene county coal acreage were made in Wanesburg, by the Cleveland Cliffs Iron Company, of Cleveland, Ohio, which is the owner of an extensive block of coal land in Jefferson and Morgan townships, purchased from J. V. Thompson, some time ago. Three mortgages were satisfied, \$90,000 being paid to Mrs. Mary Grimes Hawkins of Jefferson; \$12,000 to Sarah E. McClenathan and Rex. Moredock of Jefferson, and a mortgage of \$235,000 payable to J. V. Thompson and several associates of Uniontown.

At an annual meeting of the stockholders of the Fink Coal & Coke Company, directors were chosen for the coming year and officers of the board were elected. The concern is a holding company, with a good sized acreage in the Connellsville district. Directors for the ensuing year are N. A. Rist, Robert McBurney, J. C. Moore, C. L. V. Bute, David Patterson, David Junk, S. W. Dunn and J. M. Core. N. A. Rist was chosen president of the board, with C. L. V. Bute, vice-president; Robert McBurney, secretary; and J. M. Core, treasurer. Messrs. Rist and Bute were appointed auditors.

Duluth Trade.

DULUTH, MINN., October 21.—(*Special Correspondence.*)—Shipments of coal from the head of the lakes to the territory tributary to this distributing point, are showing greater gains this year, according to the monthly figures of the Western Weighing and Inspection bureau, than those of last year developed. For instance, the coal shipments to the northwest during September of this year showed an increase over the shipments made in August of 6,637 cars, as against an increase of 3,998 cars a year ago. Also the shipments in September, 1915, were 365 cars more than those of September, 1914, and 678 cars more than in September, 1913.

As a matter of fact, the inquiry for coal is much stronger than it has been in two years previous, and it is expected that the total shipment this fall will rank well with the largest falls of several years when the totals are summed up. Every indication is that way just now. The coal dock managers say that the demand bids fair to be a record-breaker, to judge by the orders being received so early in the fall, and by what the traveling salesmen have to say about business prospects.

Car shipments this year and last in the month of September were:

1915	24,712
1914	24,347
Increase	365

Car shipments for the year to September 30, with comparative figures for last year:

1915	166,091
1914	152,910
Increase	13,181

Shipments figured in tons, using as a basis thirty-two tons to a car, for the year up to September 30, together with shipments of an equal period last year:

1915	5,031,912
1914	4,486,720
Increase	545,192

Up to September 30, according to the figures just issued for the year today, and for the last two months in particular, by the United States engineer's office here, the receipts of soft coal are 1,296,581 tons less than in the similar period last year, and 68,992 tons more of hard coal have been received. The total shortage, by comparison with last year, is 1,227,589 tons.

Hard coal is being shipped in larger quantities than last year—even more so since the first of the month—to offset any shortage that may occur in case of a strike at the mines. It is claimed that there is pretty nearly enough soft coal at the head of the lakes to fill the wants of the northwest until next spring, and that chief attention will be paid to the shipping up the lakes of anthracite.

Receipts up to the end of September this year and last were as follows:

	Tons, Soft.	Tons, Hard.	Tons, Total.
1915	4,742,483	1,149,317	5,891,800
1914	6,039,064	1,080,325	7,109,389
Difference	+1,296,581	—68,992	—1,227,589

Receipts of the various classifications of bituminous coal to September 30, of last year and this, follow:

	Tons, 1914.	Tons, 1915.
Youghiogheny	4,163,423	3,809,857
Hocking	244,873	130,108
Pocahontas	574,128	624,968
Splint	953,159	881,508
Cannel	13,763	76,333
Smithing	27,801	12,516
East Ohio	61,917	202,156
Tennessee .....	.....	5,067

Coal companies that make a specialty of briquets reported an increased demand for them this fall, and claim that shipments have started early. A better quality of briquets is claimed to be manufactured this year than before and it is expected that the trade in them will approach more to a standard than in the past.

The coal dock of the Duluth, Missabe & Northern road, a subsidiary company of the United States Steel Corporation, is receiving heavily just now, and for the last half of September and the first half of the current month an average of about a boat a day has been unloaded there. This coal will be used mostly by the new steel plant of the Minnesota Steel Company, which will begin activities on November 10th. This plant will, thereafter, figure largely in the matter of coal receipts at this point and in coal consumption. This plant, which has taken several years to build, now represents an investment of approximately \$20,000,000, and when fully completed will represent about \$5,000,000 more.

Cincinnati Trade.

Because Labor and Cars Are Scarce, the Market Has a Good Tone, With Prices Rising.

CINCINNATI, OHIO, October 21.—(*Special Correspondence*).—The situation is tightening for almost every grade of coal. Prices are advancing and splint, nut and slack are approaching a premium. Mine run is advancing in value. The only grade now dragging is large block from West Virginia. This is probably due to the uncertainties of the weather which for one or two days is tinged with frost and then turns warm. Demand is growing largely in both domestic and steam coals and contract making is not a hard proposition.

The car supply is more "spotted" than last week. That is, some of the smaller operations with smaller needs are receiving practically from a two-thirds to a full supply. Large operations in most instances are receiving half to one-third supply. One big company which requires 200 and 250 cars weekly received sixty-seven cars last week and scarcely any more this week. This has thrown the company back in its contract delivery.

The labor situation is aggravated. Efforts to get additional labor by advertising and other methods are proving unavailing.

Kentucky coal for the most part is sold up in every size, but a few operations have some of one size, or another, to place on the spot market. West Virginia production is still very large and would embarrass the market more, could it be moved here. Car and labor shortage is curtailing production and thus relieving the market of part of its unwelcome load. Railroad rules are aiding also in the matter, especially in the rule relating to "no bill" cars, empties being refused on "no bill" tracks. In the smokeless fields all is serene, as a general thing. Domestic demand is absorbing the larger sizes and steam demand is gradually widening and developing more and more favorably.

Cincinnati Trade Briefs.

Mrs. Krehe, wife of Frank Krehe, a well known coal man of St. Bernard, a suburb of Cincinnati, was buried Monday morning. Cincinnati coal men extended their sympathy.

Mary E. Vorheis of Cincinnati, and Augustus M. Damarin and Harry H. Scudder of Portsmouth, Ohio, have leased to the Puritan Brick Company of Hamden, Ohio, 900 acres of coal land near Hamden at \$800 per annum for six years, with a privilege of purchase at \$36,000 at any time during the life of the lease. It is understood, however, that the lessee will soon begin development of the coal prospect.

The Consolidation Coal Company is sinking four new five hundred foot shafts into its coal deposits at Helen's Run, W. Va., and it is expected that shipment of coal from these workings will begin about the first of the year, perhaps by December 15. This tonnage will be developed and distributed over the eight-mile extension of the Western Maryland Railway extended by special agreement with the Baltimore & Ohio Railway Company, and the coal company, and it is estimated to mean eventually an additional tonnage for the Western Maryland of about 4,000,000 tons in the Fairmont region and 4,000,000 tons additional in the Jenner field in Pennsylvania. The Consolidation Company recently negotiated a note financing which brought in \$7,000,000 to be used in extension and development work, the notes to be paid in two years.

At the annual meeting of the Kanawha Coal Operators' Association last week in Cincinnati, the following officers were elected to serve the association the ensuing year: President, E. O. Dana; vice-president, T. J. Hatfield, Covington, Ky.; secretary, David T. Evans; executive committee, Frank O. Harris, West Virginia, chairman; Edward Schonebaum; Michael Gallagher, Cleveland; John H. Winder, Columbus; Frank B. Stewart; G. H. Powell, West Virginia; J. W. Dawson, West Virginia. Routine matters were the principal business transacted. A discussion of the railroad rate situation resulted in the adoption of a resolution to secure counsel to co-operate with the counsel of other organizations and with the state of West Virginia and of several of the cities and city organizations, in the state, in a fight to defeat the rate propo-

sition before the Interstate Commerce Commission.

Earl Henry, chief inspector of the Department of Mines of West Virginia, reports this week that he has visited the mining regions in the northern part of the state and finds that it is impossible for the mine operators to find a sufficient number of men to work the mines to the capacity demanded by the orders, or even to the capacity required by the meager car supply. He also said that unless the labor supply increases the coal mining industry would not be the only industry to suffer from a decreased production. As a result mines are advertising for miners and helpers in the state. It is reported at Greek headquarters here that about 8,000 Greeks, miners and others, in this district are in readiness for the call to arms should the Greek nation enter the European war, which seems a foregone conclusion. Several thousand Italians, mostly miners, have left the West Virginia fields for the front. Americans and negroes take to mining only when necessity compels.

Detroit Trade.

DETROIT, MICH., October 21.—(*Special Correspondence*).—Interest of coal buyers, both in the steam and domestic product, appears to be increasing steadily, though the development of the better situation continues of rather slow growth.

Orders and inquiries for steam coal are coming to shippers in a way that indicates quite a general interest among consumers not only in Detroit but in the interior towns of the state which usually obtain their supply through Detroit offices. The size of the orders continues small in most instances, giving indication that the coal users are making little or no effort to get a reserve stock.

While the reports of car shortage that are being received from various mining districts of Ohio and West Virginia have supplied shippers with material for much advice against the risk of continuing the day-to-day system of buying, the consumers seem not to have been strongly influenced toward stocking up. The fact that a large proportion of manufacturing establishments have only limited facilities for storing coal is an explanation of the attitude of some, but in the case of others, who are able to take care of a surplus supply, the occasion for holding off is less apparent.

The fine coals are in strongest demand and some of the shippers report that it is becoming less easy to obtain sufficient supply of fine coal to fill orders of their customers. The situation in this respect is not of a nature to cause special anxiety, however, as the stock can be had.

Weather conditions have continued warmer than is conducive to activity in the domestic coal trade, but a slight improvement is said to be noticeable which, with any extended interval of low temperature, undoubtedly would work into a much more active demand.

With shipments of consignment coal continuing, but not in excessive quantities, most of this stock is being sold at prices not materially lower than are given on mine shipment orders. There are occasional sales at lower prices, but these transactions are limited practically altogether to lump and egg sizes. On direct shipment business prices are unchanged.

Shortage of cars in the anthracite districts is causing delays in delivery of orders. While retail yards are steadily filling orders the stocks which they put in during the summer have not been depleted to a point where the dealers are ready to renew them and the volume of business coming to shippers is light.

In the lake trade there seems to be a larger movement of anthracite than during the latter part of September, but shipments of bituminous coal show little increase. Reports from the head of the lakes indicate the supply of soft coal already on hand is likely to be sufficient for the winter.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$1.00	\$2.40
Mine run.....	.90	2.30
Slack.....	.60 @ .75	2.00 @ 2.15
West Virginia Splint—		
Four-inch lump.....	1.50 @ 1.75	1.90 @ 2.15
Two-inch lump.....	1.25 @ 1.40	2.15 @ 2.30
Three-quarter.....	1.10	2.50
Mine run.....	.90	2.30
Nut, pea and slack.....	.55 @ .65	1.95 @ 3.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.40	3.00

Kentucky Splint—		
Lump.....	1.60 @ 1.75	3.00 @ 3.15
Egg.....	1.25 @ 1.40	2.65 @ 2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85 @ .95	2.25 @ 2.35
Mine run.....	.70 @ .80	2.10 @ 2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.60	2.75
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.50	2.65
Three-quarter lump.....	1.35	2.50
Mine run.....	1.00 @ 1.10	2.15 @ 2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.05	2.20
Mine run.....	.95	2.10
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

Birmingham Trade.

BIRMINGHAM, ALA., October 21.—(*Special Correspondence*).—All of the large coal producing companies are mining practically at full time. The smaller companies are getting in some good orders.

Steam coal trade is fair, and a good tonnage is going towards gulf ports. The DeBardeleben Coal Company sent one thousand tons down the river the past week, while the Pratt Consolidated Coal Company and the Tennessee Company, are making some fairly good shipments.

Domestic trade is good with most of the producing companies and the retail trade is brisk.

Blacksmith coal is fair and few orders are coming from distant points.

Demand for coking coal is the most pronounced. The very large demand for iron has caused the increase. Coke ovens which have not been in use for several years are now being repaired to fire up. While four benzol plants have been erected within the last six months, they can not supply the demand for the coke which is needed for iron making, so the old beehives which were practically laid aside are now being made ready for use.

The production of coal is larger than for eighteen months. The volume of production has so materially increased it leads the state mine inspector to look for a larger production for 1915, than for 1914. He states that the coal production in Alabama for 1915 may go above 16,000,000 tons.

A report has been current that inducements may present themselves for the construction of another big by-product coke oven plant in the Birmingham district on which between \$1,000,000 and \$3,000,000 will be expended, including additional recovery plants. Developments have not proceeded far enough to warrant any extended notice thereof, but a very large deal is brewing, which may be made public soon.

Prices for October are:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Red ash Cahaba lump.....	\$3.00	\$3.50
Red ash Cahaba lump.....	2.75	3.10
Red Ash steam size.....	1.20 @ 1.35	Frt. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.20
Run of mine Pratt.....	1.20 @ 1.25	1.45 @ 1.50
Mary Lee lump.....	1.40 @ 1.50	1.80 @ 1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut.....	1.75	2.05
Washed steam.....	1.35 @ 1.60	Frt. rate 30c
Mine run.....	1.35 @ 1.40	Frt. rate 30c
Jefferson Steam Coal—		
Mine run.....	1.15 @ 1.25	Frt. rate 30c
Walker County Domestic—		
Carbon Hill lump.....	1.75	2.15
Carbon Hill egg.....	1.65	2.05
Horse Creek mine run.....	1.00 @ 1.20	Frt. rate 40c
Genuine Corona—		
Lump.....	2.00	2.40
Egg.....	1.90	2.35
Steam sizes.....	1.25 @ 1.35	Frt. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump.....	3.00	3.30
Cahaba No. 2 lump.....	2.75	3.05

Montevallo domestic prices range from \$3.00 to \$3.25. Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.

Notes About Birmingham.

Fire, discovered in the Banner mines where state convicts are worked, caused considerable excitement Sunday afternoon. Heroic measures were taken and resulted in the blaze being extinguished without much damage to the mines.

No men were in the mines at the time of the discovery of the fire. About \$1,000 damage was done.

Cleveland Trade.

CLEVELAND, OHIO, October 21.—(*Special Correspondence*.)—Considerable weakness has been shown in the coal market here during the past week. While prices were not affected to any extent, the demand dropped off and there was difficulty in moving the stocks on hand. Producers and jobbers have held their coal rather than accept prices that meant a loss and this served to prevent any demoralization whatever.

Lake coal is moving slowly and only contract boats will accept cargoes in the face of the rates that are paid for grain. Other boats demand rates that are prohibitive. Just what will result from this condition is a problem, but it is possible that a sufficient amount of coal to take care of orders will be taken up before the end of the season.

Some producers are offering a premium for boats that will take cargoes for storage at upper lake points. Already some of this business has been taken and there will probably be more of it later in the season. There are a number of advantages connected with the storage of coal in boats both to the shippers and the boat owners.

It is said that points at the head of the lakes are short fully 1,000,000 tons in receipts in comparison with the amount of coal shipped last year and the year before. However, most of the docks had large amounts of coal left over at the opening of the season and it is probable that this will offset any loss in shipment this season.

Canadian ports, such as Port Arthur and Fort William, are taking much less coal this season than last, because of the surplus from last season's shipments and the uncertain conditions in that country at the present time. This, of course, affects the business done in the fields usually supplying those markets.

Railroad consumption has increased somewhat within the past few weeks, but perhaps not as much as might be expected. Improvements in locomotive furnaces and the manner of firing has resulted in securing greater efficiency from the fuel and this, of course, means a smaller amount per engine when running regularly.

There has been no change in the car situation. Many mines are compelled to run short time, because they cannot secure the cars necessary to handle their output. While this results in strengthening prices, it cuts the supply short and curtails the amount of trading usually done.

Mines in the No. 8 district are running on short time and are able to ship only as cars are supplied. Prices, however, are about the same as last week on all sizes.

	F. O. B. Mines.	F. O. B. Cleveland.
No. 8 District—		
Three-quarters	\$1.05@1.10	\$1.95@2.00
Run of mine .....	.95	1.85
Slack .....	.85	1.75

No great amount of Pittsburgh slack has been handled here the past week and other sizes were not active.

	F. O. B. Mines.	F. O. B. Cleveland.
Pittsburgh District—		
Slack	\$0.70@0.80	\$1.70@1.80

Youghiogheny slack just about kept pace with the Pittsburgh product and was quoted in this market at ninety cents at the mines.

Mild weather had its effect on domestic business and for this reason Pocahontas and other smokeless coals were rather a drug on the market. This condition is only temporary, however, and did not affect the prices. A little cold weather will bring a heavy demand, it is believed, as the stocks are not large.

	F. O. B. Mines.	F. O. B. Cleveland.
Smokeless—		
Lump	\$2.25	\$3.70
Egg	2.25	3.70
Run of mine	1.45	2.90

Massillon mines are from two to three weeks behind with their orders, it is said, and retailers are anxious for deliveries.

	F. O. B. Mines.	F. O. B. Cleveland.
Massillon—		
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack .....	.90	1.60

Cambridge coal, all sizes, showed considerable strength and there was an advance of at least five cents a ton in the prices of larger sizes.

	F. O. B. Mines.	F. O. B. Cleveland.
Cambridge—		
Three-quarters	\$1.10	\$2.00
Run of mine	1.00	1.90
Slack .....	.85	1.75

Goshen slack sold around last week's prices, from \$1.60 to \$1.65 on track here.

Only a very small amount of Fairmont slack has reached this market during the past week and prices ranged from \$1.90 to \$1.95.

Kentucky 4-inch block remained stationary at \$1.90 to \$2, with a freight rate of \$1.25.

Cleveland News Notes.

James DeWolf, manager of the Detroit office of the New Pittsburgh Coal Company, was in this market early in the week.

A. S. Austin, president of the Kanawha Fuel Company of Milwaukee, Wis., was in this city last Friday and Saturday.

O. O. Smith, western representative of the Bewley-Darst Coal Company, Knoxville, Tenn., called on the coal men here Tuesday.

F. A. Prendergast, president of the Baltimore & Ohio Coal Company of this city, returned last Saturday evening from a trip to Chicago and Milwaukee.

Indianapolis Trade.

INDIANAPOLIS, IND., October 21.—(*Special Correspondence*.)—The coal trade is more satisfactory than it was a month ago. The demand for steam coal is improving right along. The reports from the manufacturing centers in Indiana are of a more encouraging nature. There is a great deal more activity among industrial concerns than there was a month or two ago.

One of the encouraging signs of the times here was the posting of an order this week by the Pennsylvania Railroad Company authorizing its local officials to employ all the help needed to operate the car repair shops to capacity. There is an apparent improvement of the business of the railroads in Indiana which means that the lines of industry that form a large part of the source of demand for steam coal are going to enjoy a season of renewed prosperity. The financial situation in Indiana is as satisfactory as it has been for several months—or years for that matter. There is an abundance of money in the banks for legitimate enterprise. The farmers have harvested a big crop and prices are high for farm products. Under the circumstances it would appear reasonable to predict that there will be a great deal more money in Indiana than usual this winter. The general business outlook is improving and as a matter of course it ought to help the coal operators and dealers. The movement of steam coal is increasing and while prices are not increasing they are steady.

Domestic coal is strong. The retailers are enjoying a nice run of orders. Screenings are fairly strong. The demand is still slow for nut and inch and a quarter steam coal. The movement of coal into Indiana from Pennsylvania and West Virginia is about normal for October. The demand for anthracite and other smokeless coal is strong here and at other large cities in the state. The following prices are being quoted by the wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4	\$1.10@1.20	\$1.60@1.60
Mine run Nos. 5 and 6	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1¼-inch steam lump	1.25@1.35	1.75@1.85
No. 4 screenings .....	.70@.75	1.20@1.25
Nos. 5 and 6 screenings .....	.55@.65	1.05@1.15
2½-inch domestic No. 4	1.50@1.55	2.00@2.05
No. 4 domestic	1.60@1.65	2.10@2.15
Nos. 5 and 6 domestic	1.40@1.60	1.90@2.10
Brazil block domestic	2.25@2.50	2.75@2.50
No. 1 washed coal	1.75	2.25
No. 2 washed coal	1.65	2.15
Southern Indiana Field—		
No. 5 mine run	1.05@1.10	.....
Domestic lump	1.40@1.50	.....

The retailers are quoting the following prices here: Linton No. 4 lump, forked, \$3.25; Indiana lump, forked, \$3.00; Indiana lump and egg, screened, \$2.75; Kanawha lump, forked, \$4.25; Ohio Hocking lump, forked, \$4.25; Ohio Hocking washed egg, \$4.50; Kentucky, lump, \$4.50; Ohio Jackson lump, forked, \$5.00; Blossburg, smithing, \$5.50; Cannel lump, \$6.00; Pocahontas, forked lump, \$6.00; Pocahontas, shoveled lump, \$5.50; Pocahontas, mine run, \$4.50; Pocahontas, nut and slack, \$3.75; Anthracite, chestnut, \$8.25; Anthracite, stove and egg, \$8.00; Anthracite, grate, \$7.75; Connellsville coke, \$6.00; Indianapolis by-product coke (all sizes), \$6.00.

Extra Delivery Charges—Bags, 50c a ton extra, ground floor or dumped in cellar. Bags, 75c a ton extra, carried into cellar. Charge for chute or wheelbarrows, 25c a ton. Coke, bags, 60c, bags in cellar 80c.

The Chamber of Commerce at Columbus, Ind., has filed a petition with the public service com-

mission for a revision in coal rates from the Indiana field alleging that the Columbus manufacturers are discriminated against by the railroads.

Twin Cities Trade.

MINNEAPOLIS AND ST. PAUL, October 21.—(*Special Correspondence*.)—Fears are being entertained on the part of the managers of the large docks at Duluth and Superior that the supply of soft coal will be insufficient to meet the demand if there is a cold hard winter in the northwest. The vessel situation to which reference has been made in this column continues bad. Some of the dock managers are of the opinion that it is slightly worse and do not anticipate there will be any improvement during the present season of navigation.

This is one feature that is causing uneasiness. Another exists in connection with the movement of coal. The trade throughout the northwest has taken in much less coal than usual this year. Dealers' yards were poorly supplied when the first cold weather came. Now there is again a lull in business on account of Indian summer, and movement is very light. The docks are full of coal, but, due to the fact that stocks in dealers' yards and consumers' hands are so light, the business, when it does come again, will come with a rush, and the deficiency in the stocks referred to will have to be made up.

Another factor of importance is the delay in moving the crops. Threshing has been delayed from three to four weeks, owing to the wet weather. Now there is a scarcity of labor. Farmers who have threshed are holding their grain. This crop must move sometime, and as it is a tremendous one, grave fears are entertained when the movement commences, the railroads will be badly congested. Moreover, if they could move part of the crop now they would take coal off the docks and this would make a place where late shipments could be taken care of. As it is, the railroads are not taking all their contract coal for engine use, and the docks are obliged to carry this excess tonnage, which will prevent them from increasing their tonnage.

Altogether, if the winter is cold, it is evident there is some basis for apprehension on the part of dock companies that they will not have sufficient tonnage to meet their requirements.

In the all-rail Indiana and Illinois trade prices are steady at the price basis quoted in this column. Demand, however, has shown a slackening tendency on account of the weather. Dealers who were in a hurry for coal a week or ten days ago have forgotten the situation that developed at that time. If the weather should suddenly turn cold again there would be the same rush of orders for all descriptions of fuel.

Current circular prices and quotations on all grades of coal sold in the Twin Cities are as follows:

	ANTHRACITE.	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate		\$6.60	\$7.80
Egg		6.85	8.05
Stove		6.85	8.05
Nut		7.10	8.30
Pea		5.50	6.70
Buckwheat		4.00	5.20

	BITUMINOUS.	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Splint, screened lump and stove	\$3.30@3.40	\$4.26@4.36	
Splint, dock run	3.10	4.06	
Hocking, screened lump and stove	3.30@3.40	4.26@4.36	
Hocking, dock run	3.00	3.96	
Youghiogheny, gas, lump and stove	3.30@3.40	4.26@4.36	
Youghiogheny, gas, dock run	3.10	4.06	
Pittsburgh vein, lump	3.30@3.40	4.26@4.36	
Pittsburgh vein, dock run	3.00	3.96	
Pocahontas, screened lump or egg	4.75	5.71	
Pocahontas, screened lump and egg mixed	4.50	5.46	
Pocahontas, mine run	3.25	4.21	
Cannel, lump	5.25	6.21	
Smithing, bulk	4.25	5.21	
Smithing, in 100-lb. sacks	6.00	6.96	
Briquets, anthracite	5.00	5.96	
Briquets, smokeless	5.00	5.96	

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks	\$1.65@1.75	\$3.95@4.05
Southern Illinois egg	1.65@1.75	3.95@4.05
Southern Illinois No. 1 nut	1.65@1.75	3.95@4.05
Southern Illinois No. 2 nut	1.40@1.50	3.70@3.80
Southern Illinois No. 3 nut	1.10@1.25	3.40@3.55
Southern Illinois run of mine	1.15@1.25	3.45@3.55
Southern Illinois 2-in. screenings .....	.60@.70	3.90@4.00

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

Collections are showing a decided improvement. Banks were prepared for a heavy crop movement and when it did not materialize they diverted funds in reserve for that purpose into the regular channels of trade.

New York Trade.

Mild Weather Does Not Deter Anthracite—Bituminous Prices Advance Slightly.

Office of THE BLACK DIAMOND,
NEW YORK, October 21.

The anthracite trade this week is in a very healthy state, although the very mild weather prevailing generally throughout the anthracite consuming territory has materially restricted household consumption. Notwithstanding the let-up in domestic buying, retailers have been buying heavily, and the wholesale trade is active in almost every direction.

The better demand which started up several weeks ago, has enabled the mines to work on full time. This does not mean that they are getting out a maximum capacity, as car shortage has shown up in the regions, and labor is also scarce. Shippers who ship considerable coal all west in box cars are finding it difficult to obtain sufficient cars to take care of their orders. Also there is some delay in shipments east, due to lack of cars, especially of the smaller type that many of the retail dealers require.

Operators do not see any hope of a material increase in production between now and the first of the year. This means that the calendar year will end showing a decrease of approximately 2,500,000 tons, as compared with last year, if not more. The shortage of production for the first nine months of the year, as compared with the corresponding months of 1914, show approximately 2,650,000 tons.

It is now exceptional that one hears of prepared coal being sold off circular. One or two odd lots of chestnut were said to have been sold at New York harbor ports this week at concessions from the circular, but these instances are rare. In most every direction, individuals are securing full winter circular prices. Especially is this true in the all-rail trade. Some of the individual operators are finding this outlet so good that they are materially reducing their shipments to tidewater.

The steam size situation shows more strength from week to week. All of the buckwheats are active, and the bargain hunter has great difficulty in finding cheap steam coal at New York harbor ports just now. A great many large steam contracts around New York city, especially on city business, are usually taken on during the summer months at low prices, when the markets are glutted with unsold coal, and contractors who took business of this nature face a serious situation unless they took precautions to cover their needs on time contract.

New York prices:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	2.55	3.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.30 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation.

There is more activity in bituminous coal, and as requirements have grown prices have increased correspondingly. Contract requirements are much heavier, and as labor is short, especially in the Pennsylvania regions, and car supply inadequate on most lines, many of the principal operators are just about able to take care of their contract requirements.

Mine prices have stiffened materially. Much buying is being done by middle houses that have contracts to take care of, and many of the small operators are finding these a better source for business than the consumers direct.

Complaints are also heard that the railroads are not moving coal as promptly as shippers would like. The principal bituminous coal-carrying roads of the east announce moving a lot of other business, some of it, especially the war munitions, is very pressing. In addition to the purchase of millions of dollars' worth of war munitions, a great deal of iron and steel has been purchased by the warring countries for export, and the movement of these heavy materials is beginning to be felt by the transportation companies.

Coke business is very active, and some of the coal companies that have coke ovens could secure a great deal of coke business at this time if they were in position to obtain the labor that is required to make it.

Export trade is suffering from a shortage of vessels. On the other hand, bunker requirements at all of the Atlantic and Gulf ports are very heavy at this time, and those interested in bunkers are finding themselves very busy.

At the New York harbor ports there is not much free coal obtainable. Prices advanced during the past week, and now \$2.55 to \$2.60 is given as the minimum price for the low-grade coals. Good grades are selling at \$2.85 to \$2.90, and choice grades at \$3 to \$3.25.

Slack coal is in great demand, and seventy-five cents is about the minimum price one hears named for it.

The Vessel Situation.

The coastwise vessel situation has not changed. At the moment there appears to be ample bottoms to take such coals as are moving coastwise.

The off-shore situation is very tense, due to the very high freight rates that are being offered for grain and cotton trades. Coal shippers that transact export business are being hampered due to their inability to secure vessels at prices that will enable them to compete for business.

We quote current rates on freight as follows:

From Hampton Roads to Boston, eighty to ninety cents is about the range; to Portland and points east of Boston, from ninety cents to \$1. To sound ports, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to Bridgeport or New Haven, thirty cents; to New London and Providence, forty cents; to Fall River and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.90	\$1.40
Ordinary	2.70	1.20
Medium grades	2.65	1.15
Cambria County—		
Best Miller vein	3.00	1.45
Medium grades	2.80	1.25
Cheaper grades	2.70	1.15
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.65	1.10
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.65	1.10
Maryland—		
Georges Creek big vein	3.15	1.65
West Virginia Splint—		
Ordinary grades	2.55	1.00
Best gas, ¾-inch lump	2.75	1.15
Best grade, run of mine	2.65	.90
Gas slack .....		.75@1.00

New York Trade Briefs.

A. B. Luce of Madeira, Hill & Co., No. 143 Liberty street, visited Schenectady on Monday.

N. C. Ashcom, Boston manager for B. Nicoll & Co., came to New York last week and participated in a two-day tournament of the New York Coal Trade Golf Association, held at Seaview, N. J.

Cecil W. Proctor, manager of the bituminous department of the Skeele Coal Company, No. 90 West street, sailed on Saturday for Sweden. Mr. Proctor will spend some time in Sweden, Norway and Denmark, in the interest of his company.

Crowell & Thurlaw Steamship Company of Boston announce the launching on Saturday, October 23 of the new steamship Stephen R. Jones, that they are having built at the shipyard of the Newport News Shipbuilding & Dry Dock Company at Newport News, Va.

S. J. Bohannon, New York manager of the Piedmont & Georges Creek Coal Company, No. 30 Church street, left last Saturday for a short vacation of ten days or two weeks for Newnan, Ga. W. D. Bohannon, his brother, is taking care of the office until he returns.

A. C. Stickle of the Evans Coal & Coke Com-

pany, Connellsville, Pa., was in New York on Tuesday en route home from Bermuda. Mr. Stickle spent ten days at that resort in recuperating. He reports the coal and coke business in the Connellsville region as being very active.

Quite a number of the New River and Pocahontas coal operators were in New York during the past week. It is said that their conference here had largely to do with the West Virginia freight rate question, which just now is paramount in the attention of the people interested in coal in that state.

Long overdue, the British steamship Linda Fell, which sailed from Philadelphia on September 20 for Cienfuegos, has been given up for lost. She was commanded by Captain Tunwell and was laden with 4,700 tons of coal. The crew numbered thirty men. There is little doubt that she foundered in the September hurricane.

The steamer L. V. Stoddard, built on the Great Lakes for the Atlantic coastwise coal trade, was recently brought to New York to undergo extensive structural alterations. It is reported that the Stoddard is to be cut in two and lengthened out by the addition of fifty feet amidships, giving her a capacity of about 5,000 tons, an increase of about twenty-five per cent.

It is stated in the Johnstown papers that C. C. Schmucker of Boswell, in Somerset county has closed a deal by which he transfers the coal under the George Reiman tract of 128 acres to the United Coal Company, the consideration being private. The tract adjoins the Jerome field of the United Coal Company, and its possession has been desired for a long time. The figure is said to have been such a fancy one as to set a record price for coal in that section of Somerset county.

The common and preferred stock of Burns Brothers, New York's leading retail coal concern, were listed on the New York Stock Exchange last week. Of the preferred stock there is \$1,820,000 outstanding, while the common stock issue amounts to \$5,500,000. There are no bonds or floating indebtedness. It is stated that the earnings of 1915, amounting to \$820,000, are equivalent to forty-five per cent on the preferred stock, which pays seven per cent dividends. The common stock pays five per cent, and when it was listed on the curb it was selling at from eighty-one to eighty-two. It opened on the stock exchange at ninety-one, and on Tuesday sold up to ninety-four and one-half. It is stated that the common stock is now earning at the rate of twelve per cent.

A new steamship line for coastwise service has been incorporated under the Delaware laws, with capital stock of \$3,000,000. It is called the American Merchant Marine Company, and it is said it plans ultimately to enter the South American trade. It is understood that the management of the new company will be under the direction of Bowring & Co., shipping agents in New York, who represent large English capitalists, who are allied in the new company with American shipping and financial interests. The contracts are soon to be placed, it is reported, for the construction of four freight steamers of 4,000 tons cargo carrying capacity each. Among those mentioned as prospective directors are Lewis L. Clarke, president of the American Exchange National Bank of New York; E. W. Bowring, treasurer of Bowring & Co.; Edward W. Lane, president of the Atlantic National Bank, Jacksonville, Fla., and Lawrence B. Stoddard, vice-president of Bowring & Co.

The financial editor of the New York Tribune sums up the car situation as follows: "If general business has continued to improve in October as it did in September, there is no longer such a thing as a surplus of idle cars on the railroads. There is known to be a shortage of cars for certain industries, one of them soft coal mining. A famine of cars generally is predicted within a month. When the railroads should have been preparing against such a contingency they could not afford to buy the cars. Credit cost too much. Now, when they are beginning to buy, they are in danger of being too late. Time and again the equipment companies have been embarrassed in the past by orders coming from every direction at once. If the orders come now, the equipment companies as a whole will be in a worse position to fill them promptly than they have been for years. They are too busy making shrapnel and high explosive shells."

Philadelphia Trade.

Producers Are Retiring From the Market Because a Car Shortage Cuts Output—Buyers Unconcerned.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, October 21.

One of the surprising angles that has been produced by the car shortage and the general up-turn to the bituminous coal business here, has been the apparent indifference of the smaller consumer to worry one little dog-gone whit. Man after man, who is dealing direct with the species, tells that the most of the one-to-ten-car-a-week, buyers have a supercilious smile when they are told that it is hard to get coal. More than that they rub it in by telling the salesmen that it listens like some of the other sales arguments that they advanced in May and June. Did they know that there are virtually no quotations on coal from the Greensburg territory, that a great many of the operators in the Somerset field have refused quotations on spot shipments they might see the thing in a different light.

The middle houses whose specialty is getting a coal to fit the needs of a prospect have been having a deuce of a time landing coal after landing orders. Cars are short and the people on whom the weight of this falls heaviest—the men at the mines—have unusual ideas as to what they should get for their coal. Quemahoning and Somerset operators are asking \$1.35 with Miller vein a nickel to a dime higher. Western Maryland offerings have been around \$1.15.

Midweek saw a little loosening of the stringency in free coal at the Greenwich piers. About 1,000 tons were offered for sale with a range of \$1.15 to \$1.25 to the jobbers and a dime more on the ton to consumers. At Fort Richmond the situation was tightening by a large amount of the coal there going into export and heavy bunkering.

Opinion is divided as to the length of time that the car situation will have a bearing upon the market. Some of the middle houses are inclined to believe that as soon as the railroads withdraw from the stocking market and have thrown back their cars into the coal traffic there will be an immediate change. Again there is an intimation that the Baltimore & Ohio will have about 5,000 cars to throw into the coal trade as soon as the movement of ore from the lakes is over. On the other hand there are those who argue that all coal concerns are behind in their orders and their customers will have to be satisfied with heavier shipments as soon as cars are free, that the colder weather will gum things up at terminals and on the lines, that stocking will have to be started in January in preparation for strenuous times in April, and, that car conditions of a month or two will be worse than at present. As the fair faker says "you pays your money and takes your choice."

Anthracite Situation.

Under the head of Quips and Jests one of the local papers the other night printed this "The coal man is beginning to look rather anxiously at the weather bureau." Some of the hard coal contingent are of the belief that this is too serious a matter for any paper to run in it's joke column. The weather has been doing all that it can to imply that "there aint no such animal" as winter—and anthracite men, from retailer to operator, have been suffering accordingly. A few frosty mornings would be welcomed as nothing else would.

Pea coal is back to it's old place, the head of the list so far as demand is concerned. The independents are doing their best to force a \$2.25 quotation on this size by November 1st. In fact, this is the price that has been set and held to for any deliveries to be made after the coming of the next month and present prices range from \$2.15 up.

The companies are holding to the set range of \$2 to \$2.10 for pea sizes, though it is with the proviso that the quotations are subject to immediate acceptance. The independents say that they have hopes that the price will be raised by their bigger competitors.

Stove and chestnut sizes have shown a little better inclination in demand and some of the late comers have been doing a little stock-

ing of their bins at home. However, most of the local yards have a capacity stock of coal on hand, and until this is moved the general movement is bound to be slow. Price cutting is still in order in West Philadelphia and Kensington, as well as most of the suburbs, but "all the slashing of prices and inducements that is to be offered in that line will not do half as much as a stinging cold week" as one middle man put it.

Philadelphia News Notes.

F. J. Homan of the Skeele Coal Company of New York, visited the local hard coal trade on Tuesday.

Superintendent Buchannon of the Oak Ridge Colliery in the Pottsville district, was one of the trade visitors of the week.

C. P. Burtner of C. P. Burtner & Co., spent three days in Central Pennsylvania looking over the company's properties in the Punxsutawney and Altoona districts.

George Paull, vice-president of the Commonwealth Fuel Company of Pittsburgh, was among the trade visitors of the tail end of last week.

Charles Ten Weeges of the Diamond Coal and Ice Company of Wilmington, Del., called on his trade connections locally the latter part of last week.

D. B. Zimmerman, president of the Quemahoning Coal Company, whose headquarters are in Somerset, was in New York and Washington this week, and was expected at the offices of the company here later on.

N. D. Cortright, president, and W. A. Cortright treasurer of the Beaver Run Coal Company, made a trip of inspection to the company's mines at Beavertown, the fore part of the week.

Walter Eastlak of Merchantville, N. J., is ill at his home suffering from pneumonia. Mr. Eastlak is one of the prominent Ko-Koals of the local breaker and one of his friends said that his illness did not bother him so much as the fact that he would miss the "big doings" of Thursday evening.

Patrick Zane of the F. W. Foedisch & Co., forces made a trip to the mines last week visiting Scalp Level, Windber, Johnstown and Altoona and otherway points. After the strenuous days of the wind up of the World's series, the change, he says, came as a welcome relief.

J. W. Searles, sales manager for the Pennsylvania Coal and Coke Corporation, dropped in to see local friends and made a visit to the Philadelphia office of his company while returning from the golf tournament that the New York coal men held at Seaview, Saturday and Sunday of the week.

C. H. Price of Reading, was NOT "one of those present" at the closing of the baseball championship of 1915—and thereby hangs a tale. It seems that Mr. Price had instructed a round half dozen persons connected with the coal trade to get him tickets and notify him by telephone. The anxious days slipped round without any call from those he relied on. Did Mr. Price forget the request that he made—he did not!

Quite a number of men interested in the operating end of the coal trade visited the exhibits and the meetings of the National Safety Council, which was held at the Bellevue Stratford the fore part of the week. While most of the consideration given by the speakers and the devices shown in the exhibit were for betterment in railroad and public affairs, yet there was much which could be applied to First Aid work at the mines.

W. H. Reed of the Reed Colliery Company, whose home is in Dudley, Pa., was in this city early this week. He recently made a visit to the Broad Top section, and says labor is getting scarcer there and some of the mines have been facing an actual shortage. Broad Top is one of the old mining sections and its labor is of the settled character so that this can be taken as a good indication of general conditions.

The placing of the order of the Western Maryland railway for 1,000 seventy-ton coal cars recently, is bound to produce a new element in the tidewater coal trade as affects this port. Smaller sized cars have been the rule, and with the new carriers of larger proportions coming here from this line it is to be supposed that there will be a call for cars of larger tonnage from the Pennsylvania and

the B. & O. The Western Maryland has been one of the eastern roads that have rarely suffered from a shortage of coal cars, but the recent squeeze has caught them, as well as their larger competitors.

Speaking of golf the other day and of the New York coal trade's tournament at Seaview in particular, one enthusiast in the game of old Scotia felt constrained to say "It looks as though there can't be a team of golfers gathered together to give those fellows a contest. However, it is not because Philadelphia has not the material and I am willing to wager that one good match would take a lot of the ambition out of the New Yorkers if it could ever be arranged. I, for one, believe that if the Philadelphia men were to do the challenging there might be a different spirit shown and we might get somewhere. It is about time that we got together, but it looks as though we need some one to show us the way and start the thing going."

The news that Harry K. Stauffer, representative of B. Nicoll & Co., had been taken ill in Elmira, N. Y., and had been forced to his bed in a hospital there, which was received here last Friday, came as a shock to the friends of this popular coal man. Mr. Stauffer had not been feeling at his best for some weeks, but left ten days ago on a trip to Pittsburgh. When he arrived later in Elmira, he could not stand the pain he was suffering any longer and was ordered to the hospital by the first physician that was called. At first his malady was diagnosed as gallstones. So serious was his condition that his brother J. C. Stauffer, the local manager for the Nicoll Company was called to his bedside and has remained there since.

With the withdrawal of boats under the Greek flag from the export trade, the tremendous strain made upon the shipping to foreign ports in the grain trade and the pressing into service of all sort of "tubs" into ore carriage, bottoms from the coal trade are about in the "hen's teeth" class. On Tuesday of this week, six charters were snatched up in the schooner class at fancy rates for tonnage from this port. Following is the list:

Schooners.

Pendelton Sisters, Philadelphia to Paramaribo, 1,250 tons of coal, private terms.

J. Frank Seavey, Philadelphia to St. John, N. B., 600 tons of coal, private terms.

Annie, Philadelphia to Casilda, 1,000 tons of coal, \$4.

Helvetia, Philadelphia to Jacksonville, 800 tons of coal, \$1.10.

Clara A. Donnell, Philadelphia to Mayport, 1,700 tons of coal, private terms.

Ella M. Willey, same, 1,000 tons of coal, private terms.

Denver Trade.

DENVER, October 21.—(*Special Correspondence.*)—Although milder weather has prevailed throughout this entire section for several days, severe reminders of winter have already occurred, and all ends of the coal trade report a good volume of business this week. Until the past few days the nights have been cold all over Wyoming and Colorado, with a few days of damp, chilly rains. As a result there seems to be no slackening in the storing of coal for domestic purposes and there has been a fair demand for immediate requirements.

Lignite production will fall a little under that of last week, but northern operators report a very satisfactory tonnage. Sugar factories are nearly all running full time now, and this alone will insure a good output for several weeks to come.

The Trinidad district was behind on orders at one time this week and are very busy on steam contracts. Walsenburg mines will record an output seventy-five per cent of normal for the week; Canon City about sixty-five per cent, and Routt county mines are all running full time. Anthracite producers state that there is a heavy demand for that grade already, because of a general desire to place orders early enough to avoid the delay in filling that was experienced last winter.

Prices for all grades of slack are steady and unchanged. The heavy increase in lump production has not overtaken the very good demand.

The following prices for lignite are ruling f. o. b. mines: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. Points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

New England Trade

BOSTON, October 21.—(*Special Correspondence.*)—Aside from a slight slowing up in new business owing to unseasonably warm weather, conditions governing the local wholesale anthracite and bituminous markets have not changed materially since last reports.

Now that the bituminous trade is thoroughly aroused over the recent action by Darrow-Mann in making a sweeping reduction in 1916 prices, all sorts of rumors are going the rounds, some of which have absolutely no foundations, while others contain possibilities. Darrow-Mann officials have nothing to say, but one of them intimates that their New England campaign has not yet started. In the meantime their new property in Charlestown on the Mystic river is fast being put into shape for business. One rumor has it that the recent delay by the city of Boston in awarding its winter bituminous contracts, and the indefinite postponement of awards by the Boston & Maine Railroad were due to the Darrow-Mann campaign. This rumor evidently has some foundation, but none of the parties concerned will make a positive statement in regard to the matter.

In the meantime contract coals are coming along fairly freely and cancellations of deliveries are few and far between. The result has been a slightly better demand for New River and Pocahontas at the Mystic Wharf spot market where offerings have been small. Prices at Mystic, however, continue to fluctuate widely notwithstanding the official price of \$3.60 and \$3.70 per ton f. o. b. cars. Georges Creek coal at Mystic Wharf has been selling more freely at \$3.90 to \$4 per ton, mostly the top price, but cannot be called really active. Most of the Georges Creek coal sold in New England is moved from Portsmouth. All-rail Pennsylvania bituminous is moving better, especially to western and central Massachusetts points like Worcester and Springfield where almost everybody who owns a factory is making war munitions for the Allies. The cargo business continued highly unsatisfactory. Pennsylvania coals are quoted as strong on a basis of ninety cents to \$1.50 per ton on cars at the mines. The pronounced increased activity in the steel trade has helped to strengthen the southern bituminous markets.

The unusually warm weather has influenced the anthracite trade more than the bituminous. A year ago this time the weather was cold and the household consumption enormous. While business has slackened up some, most local wholesale houses say it is all that could be expected under ruling conditions. The trade has by no means lost its optimism and is looking forward to a good business next month and through December. At Mystic Wharf stove and egg can be had for \$6.20 per ton on cars, and nut for \$6.45. Alongside Boston Harbor prices are: Stove and egg, \$5.85; nut, \$6.10; pea, \$4.05 per ton.

The warmer weather has been highly favorable for the movement of all kinds of coal by water and the marine freight rate market is more active than it has been in some time. As a result rates from Hampton Roads ports to Boston are firmer, although not quotably higher. They are seventy-five to eighty-five cents per ton, mostly eighty and eighty-five. Vessel owners are predicting higher rates by another week. From New York to Boston rates are unchanged at fifty to fifty-five cents per ton. The Coastwise Transportation Company of Boston has ordered a 12,000-ton steamer from the New York Shipbuilding Company with which it already had contracted for six boats. The boat just ordered will be the largest of all. The firm will probably in the near future order still another steamer—a 9,000-ton boat.

Reports of car shortage are more numerous. The New Haven Railroad recently issued a notice to the effect that all New England industrial concerns should bear in mind that the car shortage will grow more acute each week from now on.

Baltimore Trade.

BALTIMORE, MD., October 21.—(*Special Correspondence.*)—Tight as a drum. That about explains the local coal situation. Practically all the more desirable coals have been withdrawn from quotation temporarily. Cars are as scarce as the proverbial hen's teeth. Every coal producer in Pennsylvania, West Virginia and Maryland is crying in vain for more rolling stock. Supply at some of the mines on particular days

is said to have been not more than one-fifth of actual requirements.

The result has been in many cases that producers and distributors generally have fallen farther back on contract supply during the past week, rather than having caught up. Very little fuel, except certain less desirable grades, are on the open market now in any quantity. Prices for immediate coal have not advanced greatly, apparently largely for the reason that this free coal is so limited as not to cut any great figure. Labor conditions seem, also, to be growing worse, rather than better. All coal producing territories in this section are now short of men, and coal companies that ordinarily do not wish to discuss any labor shortage or other trouble, no longer make secret of the seriousness of the condition. Letters of explanation that are pouring out as to why deliveries have not been made as promised give both car shortage and labor scarcity as the primary causes.

While prices offered and accepted are naturally rather uncertain in the present restricted market, they may be quoted to the trade about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$0.95@1.00	\$2.38@2.43
Run of mine	.90	2.33
Slack	.75@.80	2.18@2.23
Somerset—		
Best	1.35	2.53
Good	1.20	2.38
W. M. R. R.—		
Freeport	.95@1.00	2.13@2.18
P. R. R.—		
Best South Fork	1.40	2.58
Miller vein	1.25	2.93
Ordinary	1.00	2.18

In the face of steadily improving industrial conditions and bettering demand for coal, the fuel men here are quite optimistic despite the present car troubles. They feel that the railroads, when the grain rush is over and when regulation of the heavy ore hauling is better controlled, will be able to move cars for coal more promptly. Many cars have been tied up at tidewater here, for instance, by reason of slow reporting of vessel bottoms, the grain trade requirements having made it difficult to close coal charters as needed.

Lack of vessel bottoms has restricted foreign shipments of coal. The past week saw but a movement of 20,234 tons. Bunker sales have been heavy recently because of the big grain fleet moving from this port.

The retail hard coal dealers here are busy. The rush of fall orders for household consumption is now on. Most of the books of coal men here are full of orders, and deliveries have been fairly prompt, despite poor car movement, as yard supplies have been called upon.

Some Trade Briefs.

Five coal charters were announced here the present week, the largest number for some time.

In anticipation of big business ahead most of the coal operations are planning extensions. The Consolidation Coal Company has decided to develop a big tract held at Bingamon, near Wyatt, West Virginia.

A suit has been brought under the will of Jane H. Nicholas, against the Philadelphia & Reading Coal & Iron Company, for accounting on the operation of a mine property in Schuylkill county, Pennsylvania. It is claimed that one-sixth of the property belongs to the Nicholas estate, but that no accounting or return has been made on it since 1890.

Earl Henry, chief of the West Virginia Department of Mines, who was a visitor here the present week, repeated a previous warning, that labor shortage at the mines would soon prove the greatest industrial problem.

Buffalo Trade.

BUFFALO, N. Y., October 21.—(*Special Correspondence.*)—The shipments of anthracite by lake last week amounted to 94,640 tons, which is a slight falling off from some preceding weeks. The coal cleared as follows: Duluth-Superior, 41,000; Milwaukee, 25,900; Chicago, 19,340; Ashland, 3,000; Fort William, 2,500; Waukegan, 1,600; Racine, 1,300. There is no big demand for coal up the lakes and loading is not going on extensively this month, so that the total will probably not come up to the same month of last year.

A pretty good demand is coming in from dealers at present and it is accompanied by a shortage of cars, so that shipments are not being delivered quite as rapidly as wished for. In all

probability the car shortage will continue quite marked for some time to come and the companies are advising their customers to take their coal as early as possible. Most all sizes are now in fair demand, though the country districts are not getting in as much chestnut as sometimes at this season.

The bituminous demand is in a healthy state and much better than some weeks ago. The larger companies are not anxious for present orders and it is said they have been withdrawing their salesmen from the road, besides putting up prices fifteen to twenty-five cents. This is an indication that they are getting in an independent position as to orders and feel that quotations are going to be much stiffer before many weeks. Already there is considerable firmness to the market and coal is not so plentiful in the local market as often times during the past few months. Very little slack is being brought in, except for the filling of orders, so that prices have been maintaining much strength. Mining is going on actively, so far as a shortage of cars and labor will permit, and these two factors enter into the situation to a large extent. A good many more men could be put to work in some districts if they were to be had. The car supply is about one-third short of what it has been.

The coke market has developed much firmness and there is now a better demand in this section. Some producers have withdrawn their quotations on stock coke and the supply is short of what it usually is. All grades of coke are now maintaining much strength, and while prices have not been advanced in the past week or two they are ten to fifteen cents higher than was the case a month or two ago, with a prospect of further rise soon.

Buffalo Trade Briefs.

W. R. Crowthers, of the Cleveland & Western Coal Company, Pittsburgh, was a visitor to the coal trade here last week.

William F. McClurg, president of the McClurg-Helsdon Coal Company, is back at the office again after a siege of some weeks with rheumatism. He still finds a pair of crutches convenient in getting about.

Arthur E. Hedstrom is general chairman of the Laymen's Missionary Movement, which is holding numerous meetings in Buffalo churches at present. E. H. Read, sales agent of the D. L. & W. Coal Company, and M. S. Burns, of Palen & Burns, are also acting as committeemen.

William F. Meyer, a lifelong resident of Buffalo, died on October 18, aged seventy-one years. He leaves a wife and daughter. Before going into business he joined the army and went through the Civil War, and on his return he became a city coal dealer for about fifteen years. At the close of this time he was appointed city coal inspector and looked after all the coal bought by the city for schools and other purposes. This position he maintained for a long time. He was a man very much respected and had many friends.

Omaha Trade.

OMAHA, NEBR., October 21.—(*Special Correspondence.*)—A week of good weather has had the effect of stimulating general business conditions in this territory and all lines of industry are fairly busy.

Farmers are very busy with their fall plowing and as a result the wheat remains in the stack. The weather is hardly cold enough to make heat necessary and as a result very little coal is moving out of the dealers' bins. The coal market is firm due to a fair demand for storage purposes. Plenty of all kinds of coal is available with the exception of the slight scarcity in Kansas nut coal.

	F. O. B. Mines.	F. O. B. Omaha.
Southern Kansas—		
Nut	\$2.00	\$3.45
Slack	1.35	2.80
Franklin County—		
Lump	\$1.60@1.75	\$4.10@4.25
Egg	1.60@1.75	4.10@4.25
Nut	1.60@1.75	4.10@4.25
Williamson County—		
Lump	1.45@1.60	3.95@4.10
Egg	1.45@1.60	3.95@4.10
Rock Springs—		
Lump	2.50	6.25
Nut	1.75	5.50
Arkansas Anthracite—		
Lump	3.85	6.85
Broken sizes	4.10	7.10
Colorado, Routt County, Walsenburg and Canon City—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00

THE BLACK DIAMOND

Vol. 55. No. 18

CHICAGO
COLUMBUS

OCTOBER 30, 1915

NEW YORK
PITTSBURGH

\$3.00 Per Year

Draft the Important Factor in A House Furnace.

A month ago we printed an article about determining by experimenting the flexibility of a household furnace. This attracted widespread attention, because, in print, the subject is practically new. Quite a number of comments have come from those who also have done some experimenting. George Reed, president of the Lincoln-Springfield Coal Company, was one of the first. He recites this incident:

"Some two or three years ago I had just moved into a new house. The family decided to go away for three or four days, and, as it was cold, there was danger that the water pipes would freeze. So the fire was drawn and the water was taken out of the hot water system.

"After an absence of four days we returned home. The weather meanwhile had become much colder, going close to zero. The first thing we did, of course, was to build a fire. In a very short time the water was up to 190 degrees, which is supposed to give all the heat that an ordinary house needs, even in zero weather. However, the house remained miserably cold. The family hovered over the radiators for a while and then went to bed early. The fire was left going full blast all night in the hope that the house might be warm the next morning.

"When we arose, however, the place was still cold as it had been. While breakfast was being prepared I stepped out on the porch to get the morning paper and left the door open behind me. I was no sooner in the house than the whole place became burning hot.

"The explanation, of course, is perfectly simple. The air in the house had not been disturbed for three or four days. The house was filled with dead air. Immediately the air was enlivened by some fresh air, the house became hot."

This is one point—not a big one, however—for the retailer to watch when the customer is complaining about the coal. The coal may be the best and the furnace doing the best work, but even so the best combination of coal and furnaces cannot heat dead air. On this account many people believe that a hot air furnace is the best because it always brings fresh air into the house.

Some modern heating systems have a combination of hot air and hot water. The hot water is used in that part of the house where the draft is likely to be strong and the hot air to be used in the protected rooms. This combination heating system has the double virtue of giving the householder full value from the heat generated in the furnace, and because the air is constantly being renewed, a more efficient dissemination of the heat.

Burning New River Coal.

George Stahmer, in charge of the bituminous department of Mitchell & Dillon Coal Company, has begun to experiment with the furnace in his home at Maywood, Ill. His house has a ground floor space of sixty by thirty feet. This is divided into six rooms. It is a bungalow. In addition one very large room upstairs is kept constantly heated. The house has an American radiator hot water heating system. The furnace has a cylindrical fire pot twenty-four inches across. This is a low type of furnace. The hot water coils are immediately above the fire pot.

Mr. Stahmer uses New River coal. His experiments have been extensive, but he has hit upon a firing which is worthy a trial. So far, the lowest temperature has been forty. At times, the wind has been rather high. Concerning his experiment he said:

"In getting the fire started I simply put in some kindling and shoveled in some of the mine run coal. Naturally some of the fine coal fell into the ash pit. As no ashes were there it was easy to shovel this out and put it into the fire again. If I were starting a fire again I would use only lump coal at first.

"Instead of spreading the coal on as a blanket, as most people do, I fire it in a pile in the center.

This Can Be Controlled by the Size of Coal Used or by the Dampers—Several Hints on Heating a House.

I find that this gets away from any suggestion of smoke. There is always an exposed surface of live coals to ignite the gases as they come off. I plan to leave about three inches of live coals around the pile of green coal in the center. That gives me a pile of fresh coal about eighteen inches across at the base and tapering to a rounded peak.

"When fired in this kind of way it does not take much coal to keep a furnace going at a comfortable heat for twelve hours. I do it right along with three shovelfuls.

"When the weather gets colder I will probably put on six shovelfuls. Still, I expect to continue to fire in the same way, namely, with all of the fresh coal in a pile in the center, because that seems to be the way the smokeless coal will burn to best advantage.

"My furnace is good, but the draft is not. When the wind is out of the northwest, north, or northeast, I get the best draft. When the wind is in any other direction I hardly get any draft at all."

Influence of Size.

Since the first article on this subject was written the editor of this paper has continued his experiments with his own furnace. There were three days when the temperature dropped down to forty and when the wind was especially strong and cutting.

The house in question is poorly built. It offers practically no resistance to the wind. Thus the heat radiated by the pipes is quickly blown away. That defect, of course, is remediable by the use of weather strips on the windows.

In an attempt to warm the house anthracite range coal was used at first. Without a wanton waste of coal it was out of the question to raise the temperature of the water above about 170 degrees. Fully twenty degrees more were needed to keep the house warm. A fuel bed of about seven or eight inches in thickness was maintained, the ash pit door was left open, the ashes were shaken down until bright coals were showing through the grate bars, and the damper was up. The conditions were ideal for a good fire and yet the anthracite range did not respond. As it proved later, it could not *under those conditions*.

This does not mean to say that there was not enough heat in the anthracite coal. It does not imply that anything was wrong with the furnace. On the contrary, it soon was proved that the plant and the coal were both first class but *the size was wrong*. That is, the chimney is peculiarly constructed and gives really too much draft for a house. There is enough natural draft to run a low pressure plant in a six apartment building.

Due to the strength of the draft, the air was drawn through this fuel bed too fast and hence it had a tendency to cool down the fire, rather than increase it. This point was proved the first evening, when, with the wind still high and other conditions unchanged, some pea anthracite was thrown in with the range. This checked the draft enough to make it do all the work of burning coal that it was supposed to do. Accordingly, the temperature of the water soon rose to 190 degrees and then up to 200. At that point the fire was checked. With this fire it would have been very easy to boil the water in a few minutes.

This indicated unmistakably that, *in this particular furnace*, the control of the draft was the principal thing. It indicated that so long as that draft was controlled the results were forthcoming. It made no difference whether this control was gained by an assortment of sizes of anthracite or by different sizes of other coals made.

So long as it was controlled, the heat was obtained.

When this theory had been indicated by the use of one coal, experiments were made to prove it by using other coals. Some excellent results had previously been obtained while using Franklin county Number Two nut. Most persons believe that this coal is really too small for domestic use. In popular belief it is a steam coal. However, with the draft as strong as in this particular furnace it proved too large. That is, on the third day, with the temperature still at forty and the wind still high, Franklin county Number Two nut was fired alone the first thing in the morning. The same conditions were observed as on the preceding day. That is, the live coals were to be seen through the grate bars, the draft passages were wide open, and the coal was given every opportunity to do the best that it could. However, it soon was seen that it could make very little headway unless the thickness of the fuel bed was increased all out of proportion to economy. The one concrete result was an enormous amount of smoke, but no material increase in the heat.

Instructions were left that if the fire did not respond before eleven o'clock to throw in some of the pea coke that had been used in earlier experiments. For the first two hours the water temperature was about 170 degrees. The fuel bed was about eight inches thick.

This indicated that too much air was passing through. Consequently, a little before eleven o'clock some of the pea coke was thrown in. This stopped some of the chinks in the fire and instantly the temperature rose to about 190 degrees.

These two experiments proved that, in this particular furnace, the principal danger was an oversupply of air. The condition may be found in other household furnaces. Still, it must be said that this is an exception to the rule. Therefore, the retail dealer will need to be very careful in applying the results of this experiment, because in most houses the tendency is in the other direction. That is, most houses have too little draft instead of too much. What he will need to do, as a general rule, is to supply a larger, rather than a smaller coal to get the greatest benefit of the available draft.

In this particular case, it was necessary to check the draft by the use of the smaller sizes of coal.

The experiment proves the tremendous importance of draft in the furnace. It indicates that this has to be controlled by the size of coal used. On that principle the retailer can proceed with absolute safety, knowing that he can make nearly any furnace do good work if he only uses a little intelligence in fitting the sizes of coal to the amount of draft available. This, however, must be found out by experiment rather than by any means known to science, unless, of course, he wants to go to the expense of putting on a draft gauge.

Unintelligent Firing.

After the trying conditions of those three days had passed, the weather moderated considerably, but there was still need for a fire. Some other experiments were tried merely to test out some conclusions previously reached. One of the early conclusions was that bituminous coal and coke, if they are to be fired without creating any smoke, must be handled very carefully. This is to say that the bed of live coals must never be completely covered by green coal. This is to the point in Mr. Stahmer's method of firing. To establish that point beyond a peradventure, the furnace, one Sunday morning, was fired in a reckless fashion. There was a good bed of glowing coals some seven or eight inches below the level of the fire door. This was completely covered by alternate shovelfuls of pea coke and Number Two Franklin county nut. The drafts were left wide open, including the draft slide

(Concluded on page 353)

News and Hints About Retail Advertising.

A November Suggestion

Ever since our Pilgrim forefathers were able to break their long fast and in commemoration set aside one day in each year to give thanks for that which they had received, the American citizen thinks of "drum sticks" and cranberry sauce at the mere mention of November.

November stands out from other months for other reasons, too. It is the twilight time of the year. To the farmer, it marks the completion of the year's work with the harvest-

The man who conducts this department submits an advertising suggestion herewith. It shows retail coal dealers just how effectively they can connect their advertising with the month—November.

The turkey advertisement shown herewith would make an attractive newspaper advertisement or mailing card. Of course, it appeals to the housewife, the cook, but as the woman is a large buyer of cooking as well as other domestic coals, this advertisement ap-



For a turkey
roasted just
right cook
it with

EXCELSIOR COAL

EXCELSIOR COAL is an excellent one for cooking and baking purposes. It lights quickly, makes a hot and steady fire, burns slowly, and causes no smoke or soot in the kitchen.

It is also just as satisfactory a coal for furnaces, hot water heaters, stoves, as it is for kitchen ranges.

Let us send you a small amount for trial on our "NOT SATISFIED—NO PAY" basis. Phone or write the

PHONE
339

EXCELSIOR COAL CO.

HARD AND
SOFT COAL

ing and storing of the year's crops. No wonder November offers so many advantages to advertising writers for attractive and appropriate advertising copy. The linking of advertisements with Thanksgiving day touches a responsive chord in the mind of the buyer.

peals to a very desirable class of coal buyers and prospective customers.

The writer believes that the general arrangement of the advertisement is attractive and that it will catch the eye of the average woman reader. He further believes that it will hold the reader's interest, and convince her of the worth of the coal advertised. He thinks that the last paragraph will tend to create a desire in the coal buyer for immediate action and to give the coal an early trial.

Should dealers desire to use this advertisement for their own purposes, THE BLACK DIAMOND will gladly furnish any dealer so requesting with an engraving of the turkey illustration at cost.

Among Columbus Dealers.

The fact that the capital city in Ohio happens to bear the same name as that of the discoverer of this country seems to have inspired the coal merchants of this city to discover new ways of promoting their business and bettering trade conditions.

That this is the case is demonstrated by some of the things different Columbus retail coal dealers are doing at the present time.

The advertisement shown herewith is unique, not because it contains anything out of the ordinary from an advertising standpoint, but from the fact that it advertises a novel selling plan in a novel way.

The Dublin Avenue Coal Company seizes the opportunity offered by its first anniversary to use this fact as a lever in attracting the reader's attention and to explain their selling plan to him.

One of the most startling and yet most convincing arguments brought out in the advertisement is the fact that this company is selling coal at fifty cents less per ton. The company does not stop with the mere mention of the fact, and thereby have it lose its force, but goes further to explain how they are able to make this reduction in price.

Just to show that the cash plan is meeting with favor among the coal buyers of Columbus, this company tells of the necessity for larger quarters and of the erection of a new plant to accommodate the increased amount of business.

The fact that this concern is "out and out" with the selling plan, and that the offering of coal at lower prices is not merely "say so," it publishes its prices on two coals.

"Another unique feature, and one which a new coal company might advantageously use,

is the fact that this company will give a ton of coal free to those people having placed their order with the Dublin Avenue Coal Company on their opening day.

C. H. Furman, manager of the company, explains why this company happened to take up their present cash basis plan in the following:

"Just a little over a year ago we entered the coal business in this city, with a selling capacity of eight tons a day. To handle this tonnage we employed four solicitors and sold coal on a credit basis. On December 24, 1914 we discharged all of our solicitors (which, by the way, must have been a most acceptable Christmas gift for the solicitors) and started to advertise our coal in the local papers and to sell on a cash basis only, and the success with which we have met is demonstrated by the fact that we are building a new yard and plant to accommodate our increased amount of business."

Mr. Furman told the writer that he would gladly give the benefits of his experience in establishing and executing a cash basis plan to any dealer desiring to put his business on a similar basis.

Here is a firm that realized the benefits derived in operating a retail coal business on a cash basis, and whose analysis of the problem of doing so seems to have been a correct one, and one that other dealers might advantageously follow.

When gas comes in, the coal dealer usually goes out, at least some of them do; but not so with Homer C. Gill, a coal dealer of Columbus, Ohio. In fact, Mr. Gill uses the most vital argument in favor of the use of gas as fuel as a foundation for his own argument in selling coal—the cost argument.

"You ask me what my advertising policy is," says Mr. Gill. "I will say that is to advertise the fact that we are trying to please the customer in every respect, quality first and price second. The average consumer does not know, neither does he care, what the coal dealer's profit per ton is, but he does know and does care about the difference in quality in coal, hence our always preaching quality first."

"Now when you compare the cost of coal with that of gas you will find that coal is from

Coal Cheaper Than Gas.

If we can prove to you beyond question of a doubt that you can get 100 per cent more heat efficiency from genuine Pocahontas coal than from gas at the same price, don't you think it would be real economy to burn coal? In addition to getting more heat units for every dollar spent, you won't have to live in the fear of shivering all winter from a low pressure of gas, bursted gas mains or possibly no gas at all. There is hardly a week goes by that you don't see news items from all parts of the country that reads "Gas Gives Out." You should worry, with your coal bin full of genuine Pocahontas coal. Ask Homer C. Gill, Citz. 7806, Bell Main 2905.—Adv.

Why Take Chances?

On the heating of your home this winter, when genuine "Pocahontas coal" is more plentiful than ever, Pocahontas is the ideal fuel, no smoke, no soot, little ash and volumes of heat. In fact, we can prove to you beyond a doubt, that every dollar spent for Pocahontas coal produces 100 per cent more heat efficiency, than the same amount spent for gas. And then you don't take chances on the sudden chill of your home, from the low pressure of gas or possibly no gas at all. Think this over, then call Homer C. Gill, Citizen 7806; Main 2907.—Adv.

Ads Used by Homer C. Gill.

100 to 125 per cent cheaper. Why? Because, in a foot of gas there is only 980 B. t. u.'s, whereas in a pound of Hocking there are at last 12,000 B. t. u.'s, or more, and in a pound of No. 3 Pocahontas you have 15,500 B. t. u.'s. Figuring gas at thirty cents per thousand against Hocking or Pocahontas you will find

First Anniversary of The Dublin Ave. Coal Co.

One year ago today we made our initial bow to the people of Columbus with the best coal on the market at the lowest prices. We adopted the name of

THE DUBLIN AVE. COAL CO.

by starting in business on Dublin Ave. The people soon found out that our prices were the lowest, but were very much in doubt as to the quality of our coal. We have worked very hard in order to convince each coal consumer that we are able to give the very best grades of coal at the lowest prices.

Today we have nearly 2000 customers on our list and each consumer who has given us an order for their supply of coal has found out that we are able to give good coal at low prices and have re-ordered.

We are selling coal at 50c less on the ton

How can we do this?

FIRST—We buy for cash and sell for cash.

SECOND—We have no agents or solicitors to add 25c on the ton for their service.

THIRD—We have no bad accounts on our books to collect.

If you take all this into consideration, you can see how we can sell for less and give you a good grade of coal. The assistance of the purchasing public has increased our business to such a capacity that we were obliged to take up larger quarters which we now occupy at

332 WEST BROAD STREET

With our new quarters, our own yard and our own equipment we are in a position to give the coal in a better way than ever before.

OUR MOTTO IS:

"A SQUARE DEAL"

For this event our first anniversary we will sell coal at the following prices on

WEDNESDAY, SEPT. 8 and
THURSDAY, SEPT. 9:

W. Var. Splint, re-screened, free from slate and clinkers, at \$3.00 per ton.

Pomeroy Lump, re-screened, free from slate and clinkers, at \$2.85 per ton.

You can place your order on these two days for future delivery. No restrictions—buy any amount you please. We will deliver any place in the city in three-ten lot or more at the above prices.

Remember these prices are good for the two days advertised.

This coal is the same grade that you are paying more money for elsewhere. In honor of our anniversary, we will give one ton of coal free to each of the five customers who placed their orders on our opening day last year.

Mr. Traphagan,
739 S. Front St.

J. Lavine,
578 W. Wager St.

Mr. Gurevitz,
578 E. Livingston.

Yours for square dealing,

Dublin Ave. Coal Co.

332 WEST BROAD ST.

C. H. Furman, Mgr

Cit. 4376.

Main 4547.

Res. M. 1958.

Ad of the Dublin Avenue Coal Company.

Mr. Gill's advertising is unique in the fact

—the Only Reliable Fuel. 100% Cheaper Than Gas.

But the coal dealers are not lying down and letting gas walk over them. They have formed an association for the express purpose

Sign Used in Columbus.

This association is furnishing its members with printed cards, as shown herewith, and

Though we do not know of the actual results this advertisement produced we are certain this strong appeal for a trial from prospective customers gave every reader of this



As we say, this is one of the most attractive advertisements that has ever come to notice, and one that other dealers can well follow as an example of real advertising. THE AD CRITIC.

As there is so much talk about an impending shortage of labor, it is well to pay attention to statistics of immigration as well as to those of emigration. It is well known that immigration has been light ever since the European war broke out, and this factor must be given full weight in any discussion as to the prospects of a paucity of new supplies of labor. Likewise, it is becoming evident that predictions of a rather marked increase in emigration are at length being borne out. This outward movement has not been sufficiently heavy to merit especial attention, nor has it been so marked as to warrant statements that the country is losing thousands and thousands of aliens. It is true that the figures run somewhat against gains for this country, and now that Italians are going home, presumably to join the colors, emigration has assumed quite large propor-

	Arrived	Departed	Change
German	24,091	7,885	I 16,206
French	18,508	12,105	I 6,453
Russian	1,664	14,708	D 10,044
English	63,325	55,114	I 8,111
Irish	22,814	9,868	I 22,946
Scotch	22,415	11,529	I 10,886
Italians (south).....	50,109	145,339	D 95,230
Italians (north).....	12,743	13,255	D 1,002
Polish	6,118	5,537	I 611
Hebrew	18,133	2,217	I 6,222
Greek	18,537	12,146	I 5,399

Plant of Taggart & Co. at Savannah, Ga.

Due to the growing importance of Savannah, Ga., as a coal market, both for the local distribution of coal for domestic and steam making purposes, and for providing coal for bunkers, Taggart & Co. have increased their facilities for discharging, storing and reclaiming coal so as to keep pace with the progress that their city is making.

The cuts that accompany this article show some recent installations at their plant which fronts on the Savannah river. Savannah is located about eighteen miles inland from the ocean and Taggart & Co. are in position to receive coal both by water and all-rail. Coal coming all-rail originates in the Virginia fields and the Alabama fields.

Before the present improvements were put in, coal at the Taggart plant was handled by locomotive cranes with grab buckets. Inasmuch as it was desired to increase the capacity of the plant by 100 per cent, it was decided to use a conveyor system for taking coal from the rail-



The Inclined Conveyor.

road cars and dropping it into storage, or directly into chutes that could be trained so as to discharge into the holds or bunkers of vessels alongside. Accordingly two conveyor systems were installed.

For both machines there is a double track hopper arranged so that coal can be taken from two switches—the hoppers being protected by gratings so that the extremely large lumps of coal cannot pass to the conveyor, these being broken by the operator dumping the cars. From the track hopper, the coal passes to the conveyor, which is made up of a double strand of roller bushed chain with corrugated pans hung between. From the track hopper the conveyor travels on a horizontal for about forty feet, then travels on an incline to a thirty-five foot elevation, discharging into barges, tugs and dredges.

The conveyors will unload four fifty-ton cars of run-of-mine coal per hour at a speed of sixty feet per minute, and are arranged so that it is not necessary to make any shifts after the cars are passed over the hoppers, which was necessary on account of the side tracks having only space enough to accommodate eight cars in the yard.

The coal is fed to the conveyors by reciprocating feeders that control the coal at a uniform feed, and does not allow any overloading of conveyors.

Each conveyor is operated by a fifteen-horsepower electric motor, direct connected, located on the towers, while the starting box is convenient to the operators.

The complete arrangement was designed, manufactured and installed by the Gifford-Wood Company, Hudson, N. Y.

Some very interesting facts about Taggart & Co. was given at a recent dinner of the Rotary Club of Savannah by J. P. Taggart, a member of the firm. Mr. Taggart said:

"The firm which I have the honor to represent in the Rotary Club was established by my father, Col. G. I. Taggart, in January, 1866; we will, therefore, be celebrating our fiftieth anniversary

in business this coming year. The capital consisted of a good business repute established in Philadelphia prior to the war and a small amount of salary saved as an officer in the United States army.

"A wharf was rented at the foot of East Broad street. A small office was built, consisting of one room, the front part of which was used for an office, the back part for sleeping and cooking quarters. This was before the days of the telephone. Col. Taggart placed small boxes on the outside of drug stores and other stores on the prominent streets, the outside of the boxes marked 'Coal Orders—Taggart.' Arising in the morning, Col. Taggart would make the rounds of these boxes and gather the orders, take them down to his dock, load his coal himself on the wagon and deliver it to his customers. He used for delivery a Percheron horse, brought from Philadelphia. This splendid animal attracted much attention and was driven by the Colonel. This was remarkable because of the fact that he was the first white man to do such work as driving a coal cart, this work being always done by negroes.

"Anthracite coal was practically an unknown product to the people of Savannah at the time and was at first called 'black rocks' by them; in many instances it was necessary for Col. Taggart to go to the house and instruct the user how to burn this class of coal. One of his first customers was an Englishman by the name of Andrew Low, one of Savannah's prominent citizens at the time, who afterwards became a steady customer of my father's coal, as he much admired the energy displayed by my father in doing work which, up to that time, was left for the negroes to do and not considered fit for a southern gentleman.

"At that time schooners brought cargoes of coal to Savannah, consisting of from 300 to 400 tons, whereas now their capacity is from 1,000 to 2,000 tons. This gives some idea of the ship-building in those days.

"After running this business two or three years from the office on the dock, the business grew until it was necessary for him to move his office. He then moved to 28 Bay street east. Two telephones were secured from a friend in Philadelphia. These were the first telephones ever brought into the state of Georgia, antedating the establishment of Charlie Beck's telephone exchange.

"As business progressed steam coal was handled and marine business sought. At the same time Col. Taggart had saved enough money to buy and pay for the wharf he had formerly been renting, renting half of it to a new coal firm just begun under the style of Dixon & Murphy.

"Upon coming of age my brother and I were taken into the business, our father retiring about two years before his death and disposing of his interest to us.

"In 1910 the progress of Savannah as a seaport had so impressed us that we decided to relinquish the retail part of our business and bend all efforts towards the wholesale and shipping branch of the business. We installed locomotive cranes of a capacity of twenty tons each and

began most energetically an effort to secure a large steamship bunkering business, by putting in these cranes and thereby minimizing the cost of handling coal. After working through the city council of Savannah we succeeded in securing the consent of railroads owning terminals at Savannah to abolish the wharfage on coal when taken by steamers for bunker fuel. This we considered an important step, as this wharfage charge would have prevented us materially from competing with other ports.

"In 1913 after much effort and many disappointments, we were successful in securing for Savannah from the Southern Railway, a bunker freight rate of fifteen cents per ton over the Hampton Roads rate, and right here we wish to express our gratitude to the Southern Railway for making it possible for us to put Savannah on the map as a coal bunkering port. With absolutely no desire to appear egotistical I can tell you that the securing of this rate was due entirely to my efforts and representations personally to the railroad and only after much work and argument with them on my part. After securing this bunker rate from the Virginia mines, the Clinchfield, Alabama, Tennessee and Kentucky coal fields were also given this rate. By reason of this low freight rate it enabled us to compete with Hampton Roads and other northern coaling ports and bunker steamers with much larger quantities of coal—in fact giving them complete bunker requirements for the voyage proceeding on—several years back it being considered a large order for a steamer to take 200 or 300 tons, whereas they now are taking anything from 800 to 1,000 tons. On this bunker rate we are bringing down coal for steamers' consumption by cars direct from the mines to this port, whereas formerly the coal was shipped to some northern seaport and then reshipped by sailing vessels to Savannah; this latter method, as you can see, is absolutely antiquated and unnecessary.

"It is an error of public opinion that steamers leave Savannah for bunker replenishment on account of being unable to get coal at this port at competitive prices with other ports on the Atlantic coast. As a matter of fact the only reason why steamers leave Savannah to go to other ports for coal is because of cargo conditions or being so heavily loaded with cargo that by taking coal bunkers at Savannah they would be unable to proceed over the bar and out to sea on account of the excess draft. This, however, will in time be corrected by the government giving Savannah the deeper water that her commerce in justice demands.

"It will possibly surprise you to know that a steamer can coal at Savannah for approximately the same price as Norfolk or Newport News, notwithstanding the fact that at Savannah we have a fifteen cents higher freight rate than these ports and the coal must be lightered and put into the steamers' bunkers while they are loading cargo, while at Norfolk or Newport News a steamer goes alongside of the coal pocket and makes this lighterage charge unnecessary.

"In the spring of 1914 we built four coal barges which would enable us to barge coal to Jacksonville, Charleston and intermediary points, or to use in the harbor here for bunkering steamers."



The Dock Equipment of Taggart & Co. at Savannah, Ga.



Anthracite Coal Facts.

In talking with various sales agents and wholesale dealers throughout the west—that is, west of Buffalo—the one complaint heard more often than any other is:

"The coal is wet and dull and the trade will not take it."

This complaint refers to coal shipped in vessels from Buffalo. These same agents and dealers often go so far as to say: "We want a cargo of stove or nut or whatever size it may be if you can ship us dry coal."

Starting at the mines, probably considerably more than half of all the coal produced is prepared at so called wet breakers. That is, the slate and bone are separated from the coal by means of water in the operation of jigging.

After being sized and cleaned, the coal is loaded into railroad cars, about eighty per cent of which are open cars and only twenty per cent box cars. There is sufficient time during transportation for the coal to dry out considerably provided it is not rained on. As Buffalo has frequent rains, the open car coal is often soaked just before being loaded into vessels.

As is well known, the coal is handled very roughly in the present operation of loading onto boats at Buffalo. As it is handled it is broken and being wet the dust and smaller particles adhere to the larger pieces, and of course give the whole cargo a decidedly dull appearance. It dries very little in the boat, is dug out when it reaches its destination and is stored at once in large piles in the storage sheds, where it dries slowly. Since cargoes are being unloaded at intervals into these storage sheds from April to the 1st of December, the loading and shipping out of cars of wet dull coal is unavoidable.

The coal, whether wet and dull, or dry and bright, is absolutely the same quality.

In hearing many men talk in the west, one would get the impression that slate and bone is put in or taken out of the coal after it leaves the mines.

The coal that is shipped from the mines in box cars does dry out on the road, and, of course, often it does not rain for days, so that a whole cargo made up of both open and box car coal may be almost perfectly dry. This, however, is entirely luck and, as can be seen from the foregoing, under present conditions the question of whether the coal is wet or dry cannot be controlled by the operators at Buffalo or anywhere. It is, then, unreasonable for the dealer or consumer to refuse or complain of coal merely because it is wet and dull. The salesmen throughout the western country should spend all the time and energy necessary to educate the people to the fact that this dull coal is exactly as good, in fact, exactly the same quality as the dry, bright coal.

Type and Size of Scale to Buy.

The introduction of the auto truck for delivering coal is proving beneficial to the scale manufacturers but costly for the coal dealer owning a yard.

In the older yards, the wagon scales with capacities of from six to twelve tons are rapidly being condemned and replaced by modern scales, of much larger capacity; while the new yards are practically all being equipped with modern large capacity scales.

Some such remark as this is often heard: "My wagon scales will no longer do their work; what shall I put in," or "I am building a new retail

coal plant, what size and type of scales would you suggest?"

It seems to be the consensus of opinion that what is known as the auto truck or track pattern type of scale is the correct thing to buy, with a weighing capacity of twenty tons. This scale is built like a railroad track scale and full steel construction should be specified. In this full steel construction wood is used only for the nailing pieces on top of the structure steel beams, and the plank platform.

In these scales the weight is all carried on concrete piers inside the foundation walls instead of being hung on the walls at the four corners of the pit.

There is a difference of opinion as to the size of platform. Most of the old scales are from seven to eight feet wide and sixteen or twenty-two feet long. On the sixteen-foot scales the wagon is weighted without the horses, while on the twenty-two-foot scales both wagon and horses are weighed. Weighing both wagon and horses seems to be more universally used throughout the country than weighing the wagon only. It is the opinion of many that a sixteen-foot platform is a little short for trucks, and practically all agree that scales should be nine or even ten feet wide. One of the large hard coal companies is now installing twenty-ton scales with 9x18-foot platforms in some localities and in other localities scales with 9x22-foot platforms.

As a suggestion a scale order should read somewhat as follows: "1 20-ton auto truck scale with full steel construction, 9x22-ft. platform built of white oak, scale to be furnished and erected complete, including concrete foundation, concrete to be 1-3-5 mixture." Such a scale built by one of the responsible manufacturers should cost complete, including the foundation, between \$500 and \$550.

A Brown Collaboration.

Residents along West Madison avenue are getting all fussed up about a couple of chickens in Brown's new coal office, opposite W. 91st street. They are not ordinary chickens—they are stuffed. One is covering a nest of eggs, in a bunch of hard coal, and the other is evidently waiting a chance to do likewise. In the window is a sign which reads "We, too, would like to lay in your coal."

Some folks ask if they are "hard-boiled eggs," by reason of the hard coal. Others want to know if Brown is going to "cut-cut-cut the price of coal." Some say that as the chickens are stuffed, Brown is trying to stuff the public. Some say "If you're going to buy coal, Brown would like to 'pullet'." Others have an idea that Brown is going into the poultry-feed business, and others think that Brown has a "hen on" in his new coal yard.

Others "cackle-ate" that Brown is going to lay for his competitors—but in that case he won't have any chance to crow, for there is no rooster in the window. As Brown has always handled "egg coal," many are wondering what the nest in the window has to do with business generally being "slack."

Personally, we can't figure it out. If the hens indicate anything, it looks as if the virtue of the argument lay in advertising a warm nest in which the hens coal-laborate with Brown on a hard proposition. It is a coal day when Brown can't hatch out something new, and although we can't figure out eggs-actly the relation between the hens and the anthracite, it strikes us that as

Brown wants to "lay in the coal," and the hens are brown-leghorns, which are good layers, it is a pretty good sample of doing things up brown. —Kid Ackutt in the *Cleveland Review*.

Selecting a Trade Name.

How the animals got their names is one of the first sources of wonder to the average young child. The naming of battleships and Pullman cars is equally interesting to older people, though it is a safe prediction that the present European war has opened up sufficient sources of supply to provide names for all the ships and all the cars that will be made for years to come.

Available trade names for coal, however, are by no means plentiful. The requirements for a good coal trade name are: That it must denote unusual excellence of quality; that it must lend itself to pictorial representation in the form of an emblem of some kind; and that it must not be incongruous. It should catch both the eye and the ear. It must avoid the sentimental, because there is nothing sentimental about coal; it must avoid the grandiloquent, because there is nothing very impressive about coal in a commercial sense; it must avoid the ludicrous, because that would gradually come to bore or disgust both the salesmen, who would be burdened with the job of talking up the product, as well as the buyers, who would have to have the name fired at them by the salesmen. In short, there must be sufficient dignity and conservatism about the name, so that neither salesmen nor buyers would sicken on it. In other words, it must be a name that would "wear" well.

The force of The Harlan Coal Company of Louisville, Ky., from the president to the office boy, and including all the bookkeepers, typists, and clerks, have been pondering the philosophy of trade names and other names during the past two months. The company in August instituted a "suggest-a-name contest," to secure a trade name to distinguish the product of their mines in Southeastern Kentucky from other good, bad and indifferent coals which are being put on the market by various mining operations in Harlan, Bell, Perry and other counties.

The Harlan Coal Company, or rather, its associated companies, which direct and manage the mining operations, opened up mines in Harlan County several years ago, being pioneers in that newly opened field. When their interests acquired land in that section there was not a single other mining operation, and when they put the first of their product on the market, it seemed simple and natural to sell it as "Harlan coal." Its reputation and demand increased steadily and rapidly. Meanwhile, other mines were opened up here and there in Harlan county, several different seams being operated, and every conceivable method of mining and preparation being employed, with the consequent wide variation in the commercial value of the product.

Then the Harlan Coal Company felt constrained to further identify their coal, and they did so by calling it "S. & M. Harlan Coal," the initials being those of two members of the company who were largely interested in the original development work. However, this did not seem satisfactory, as good, bad and indifferent coals in greater number and to a greater tonnage, were continually being put before the trade so that it was finally decided that there was no escape from the duty of selecting a distinctive trade name which would designate specifically the coal produced by The Harlan Coal Company mines.

As the company sells this coal in sixteen different states, invitations to suggest a name were sent to 4,400 retail coal dealers in Florida, Georgia, South Carolina, North Carolina, Tennessee, Kentucky, Indiana, Michigan, Ohio, Missouri, Nebraska, Wisconsin, North Dakota and Minnesota. A carload of block coal was offered as a prize to the dealer who first suggested the name accepted by the company.

Names poured into the Louisville office by the hundreds. Day after day these names came in, frequently backed up by letters and arguments as to their advertising merits. The suggestors used every possible device of the imagination. They took the names of the mines, of the company, and of the members of the company, and spelled them backwards, forwards and upside down. They made all kinds of combinations of syllables, taken from the various names and composited into one more or less harmonious word. They ransacked geographies for names of rivers, counties, mountains, seas, volcanoes; canvassed the heavens for stars; dragged rivers and oceans for fish; searched the air for birds; and delved into the recesses of the earth for every gem and

(Concluded on page 353.)

The Hocking Valley Rate Hearing Postponed.

COLUMBUS, OHIO, October 28.—(*Special Correspondence*.)—At the close of the usual afternoon session on Wednesday a long adjournment of the Hocking Valley rate hearing was taken, the date for further hearing being fixed for November 22. Lack of time for preparation was pleaded by both the Hocking Valley and the Toledo & Ohio Central railways. It was argued that they had not had sufficient opportunity for checking up figures in the exhibits submitted by the plaintiff. In fixing a new date, the Commission gave more time than was asked for, suiting its own convenience in taking care of other cases.

Mr. Hillman took the stand again on Wednesday morning, explaining on direct examination a series of exhibits showing the result of the examiners' inquiry into the cost of hauling coal over the Toledo & Ohio Central from the assembling point of Corning to Toledo. The system of determining the amount and proportion of the various factors entering into the haul was similar to that used in connection with the Hocking Valley exhibits. The distance between Corning and Toledo by the Eastern, or short, division is 184 miles, and the present coal rate per ton is \$1. By Mr. Hillman's figures the actual cost of hauling a ton of coal between the two points, including assembling charges at Corning and terminal charges at Toledo, is 47.87 cents. By the same averages it was set forth that the rate from Corning to Columbus, based on actual cost, is 24.19 cents. The rate now in existence is sixty-five cents.

The entire day was consumed in examining Mr. Hillman by Attorney Boyle, of the Sunday Creek Company. The latter has no other witnesses to introduce, but three remain yet to be examined on redirect. The Hocking Valley's defense will begin very shortly after the hearing is resumed in November.

Mr. Hopkins Examined

COLUMBUS, OHIO, October 23.—(*Special Correspondence*.)—An entire day was given to W. M. Hopkins, of Chicago, the first witness called Friday morning. He stated that he was a rate expert, employed by the Sunday Creek Company, but having no connection with the board of examiners appointed by the commission. Several exhibits prepared by him were introduced as evidence. Their special object was to show by direct reasoning that the Hocking Valley coal rate from Nelsonville to Toledo was too high. It was his conclusion that the rate should be sixty-seven cents, instead of eighty-five cents.

The witness claimed an experience of twenty-seven years in railroading, his longest connection being with the Minneapolis & St. Louis railway, of which he was freight agent. His last position had been with the traffic bureau of the Chicago Board of Trade.

Taking the year ending June 30, 1914, the exhibits set forth the following with respect to the Hocking Valley railway: Total revenue tons of freight, 10,487,048 tons; total revenue tons of coal, 7,272,194 tons, the per cent of coal to the per cent of freight being sixty-nine. Total freight revenue \$5,601,381.91; total coal revenue, \$3,653,122.41, the per cent of coal revenue to freight revenue being sixty-five. With regard to coal revenue it was stated that 54.16 per cent of the total was on local coal, which had only 40.72 per cent of the tonnage.

He arrived at his figure of sixty-seven cents as being a just rate by applying to the Nelsonville-Toledo haul the ton-mile expense and profit which accrued from an equal distribution over all the tonnage of both foreign and domestic coal hauled for the distance under consideration.

In the hands of Mr. Wilson, chief counsel for the railroad, Mr. Hopkins admitted that his figures regarding assembling and terminal expense were not the result of his personal investigation, but had been taken from the reports of other experts submitted as evidence in former cases governing the same haul under dispute. In the matter of tables concerning other lines, on hauls of about the same distance as that between Nelsonville and Toledo and used to show the alleged injustice of the latter, Mr. Hopkins was handled quite severely by the attorney. This was particularly true in the matter of hauls into Chicago from certain Illinois and Indiana points. By omitting the terminal rate which prevails there, Mr. Hopkins was accused of knowingly quoting a proportional rate for a through rate.

The commission adjourned until Tuesday morning. The most important incident of the

day, though forming no part of the records in the present case, was the filing with the commission of rate cases by operators of other fields. The Pittsburgh Vein Operators' Association entered formal complaints against the Wheeling & Lake Erie, Baltimore & Ohio, the Pennsylvania and the New York Central Lines. The petition was signed by W. R. Woodford, of Cleveland, president. The Cambria Mining Company, operating in Belmont county, took similar action against the Pennsylvania. O. P. Gothlin, of Dayton, a former member of the old Ohio Railroad Commission, acted on behalf of the plaintiffs. These petitions are interpreted to mean that the Sunday Creek Company is not fighting lone-handed, but that the campaign for lower rates is to be state wide.

COLUMBUS, OHIO, October 22.—(*Special Correspondence*.)—Cross-examination of Mr. Hillman, rate expert, was concluded late Thursday afternoon. He had been on the stand the greater part of three days. Aside from the facts having been brought out of his services being paid by the Sunday Creek Company and the sum received, nothing of special interest developed under the fire of the defense. The time was almost wholly taken up with a technical discussion of the examiners' report, piecemeal. A recess was taken until Tuesday morning. It was announced by the prosecution that the redirect examination of Mr. Hillman would be deferred until later, and that it would call W. M. Hopkins to the stand.

During the week the lobby, while not as large as on the first day, has held up well. There have been comparatively few coal men present, in fact, no representative operators from out of town. A number are expected to be on hand later, according to the theory that the action of the Sunday Creek Company is backed by other large coal companies of the state, and that the rate fight is to be general. Visitors have been chiefly attorneys and railroad traffic men, here for the purpose of observation. Judge S. H. West, of Cleveland, and William N. King, of Columbus, have been present, taking notes in the interests of the Toledo & Ohio Central. This road is partly defendant in the action against the Hocking Valley, as it was formerly a part of the Hocking Valley system, though now owned by the New York Central lines, and over it was returned to the mines a large majority of the empties from the Toledo docks. A separate exhibit in connection with this road has been prepared by the examiners and will be submitted to the commission during the course of the hearing.

Judge George B. Okey, chief counsel for the United Mine Workers' officials, the original plaintiffs in the case, and his associate C. A. Radcliffe, a former secretary of the commission, have been in constant attendance, though taking no active part. The Mine Workers have been officially represented by President John Moore and Secretary G. W. Savage. Among traffic men present were two from the Baltimore & Ohio, comprising H. A. Cochran, Baltimore, coal freight agent, and C. R. Wright, Cleveland, coal and coke agent. E. Briggs, of the Wheeling & Lake Erie, was also a Cleveland visitor.

A "Sensation" Nipped.

PHILADELPHIA, October 27.—(*Special Correspondence*.)—A fellow named Barker, one time chief engineer of the Bureau of Charities in this city started a mud slinging campaign directed politically at the Rogers-Corr Company, who in 1914 furnished Lykens Valley buckwheat coal to the general hospital. The gang-papers, since last Saturday morning fairly frothed over in the story. Barker's affidavit making most serious allegations against a member of the coal company were printed in detail. He even had the temerity to declare that he had been offered money to "keep his mouth shut."

The upshot of the charges and counter charges that flew thick and fast was for both sides to make an appeal to the legislature to use the money that had been set aside to probe retail coal prices and conditions in this and other sections of the state. That evidently was not in the program for the speaker of the house has declared that such an investigation could not be gotten under way.

Barker had declared that the hard coal supplied the hospital was of such a grade that he had to put fourteen boilers in operation while only twelve should have been used.

Over a period of nine months, which Barker alleged a poor grade of coal was used. Dr. S. Lewis Ziegler, director of the hospital, traced the records and found that 1,200 tons less than the year previous had been used. The coal man so far has been vindicated in the eyes of the people and Barker, "the man-out-of-a-job," has not been able to make a case.

Only in September the Rogers-Corr Company was awarded a contract for coal furnished the city pumping station at Lerner's Point. This is to be placed "on the donation plan," which means that even though city councils have not appropriated money to pay for the coal, the coal company is willing to trust the city and hope to be paid for their coal—some day.

R. S. F. Feeney Marries.

This Saturday, at the East Baptist Church, Philadelphia, Pa., Mr. R. S. F. Feeney will become a benedict. The happy young lady is Miss Edith Griffith, one of the most winsome of the Quaker city's young ladies.

Immediately after the ceremony the happy pair



R. S. F. Feeney.

will board the Florida Limited to spend a honeymoon along the east coast of that state and in Cuba.

The groom is a member of the firm of H. H. Lineaweaver & Co. and is its office manager. He has been connected with the Lineaweaver Company for the past six years.

Tax Law Unconstiutional.

The act of the Pennsylvania legislature levying a tax of two and one-half per cent on anthracite coal was declared unconstitutional by the Pennsylvania supreme court at Pittsburgh on Thursday.

The coal companies have collected about nine million dollars since this act went into effect.

Justice Stewart in his decision said in part:

"When the necessary effect of the legislation is to create inequality of burden as we here see it, are those complaining of the justice to receive no other answer than that while the constitution promises them equality in the matter of taxation that because it failed to place restriction upon the legislature's right to distribute the tax it collects that therefore the purpose of the legislation is not to be inquired into? If constitutional requirements are to be circumvented by such simple and easy process of reasoning the question may yet be asked derisively of the constitution 'what is all this worth?'"

What Dealers In Many Cities Are Doing.

Alabama.

Huntsville.—The Munn Coal Company of this city has recently purchased the property of the Spring City Coal Company.

Arkansas.

Little Rock.—The Thomas-Adams Fuel Company was recently organized in this city with a capital of \$10,000.

Connecticut.

Bridgeport.—The Harlem Wood & Coal Co., with a capital of \$3,000, has recently been organized in this city.

Illinois.

Rockford.—Barker & Whipple is a new firm of this city, engaged in the retail coal, lumber, cement and building material business.

Rutland.—The Hakes-Lyon Coal Co., with a capital of \$5,000, has recently been organized.

Sterling.—The People's Ice & Coal Company will now handle coal along with ice.

Tilden.—The Tilden Coal Co. is a new corporation of this city with capital stock of \$1,000.

Jacksonville.—J. A. Paschall & Company have purchased the retail coal business of J. F. Green & Company.

Moline.—The Moline Fuel Company will succeed in the retail coal business of Shallberg Brothers, having purchased the business a short time ago.

Melvin.—Chas. Inkster of this city will enter the retail coal and grain business, having bought the interests of McClure & Brotherton of Guthrie, Illinois.

Bloomington.—Charles Cuning, having bought out the Conkel Coal Co., is going to handle all grades of coal this winter on a very large scale.

Monmouth.—Bowker-Smith Co., with offices located on S. Third street and Fifth avenue, is the name of the old Layton Fuel & Material Co., the latter being bought out by Mr. N. D. Bowker and J. S. Smith of this city.

Atlanta.—Mr. James I. McKown will enter the retail coal and grain business, having recently taken over the interest of Mr. J. A. King of the firm of Applegate & King. Hereafter the company will operate under the name of Applegate & McKown.

Atwater.—Business is good here and collections are fair. Crops extra good, but much grain is spoiling in the fields.—W. L. Enslow.

McVey.—S. W. Barnes is "snow-birding" at this point.

Rockford.—E. H. Warren has entered the coal and transfer business here, with a yard on the C. & N. W. R. R.

Indiana.

Mooresville.—E. M. Alexander has entered the retail coal business lately.

Bristol.—V. Griner & Son have taken over the business of the V. Griner Lumber & Coal Co.

South Bend.—The Community Coal Company has recently been incorporated with a capital of \$5,000.

Indianapolis.—The Reliance Coal & Grain Co. with capital stock of \$10,000 has recently been organized.

South Bend.—W. O. Schlabach has recently moved to this city from Ligonier, Ind.

Gas City.—The Elevator Coal Co. has purchased the yards and retail coal business of J. S. Lowe & Son, and Jas. Crawford & Son.

Elkhart.—The Calvert & Kral Coal Company, with yards located on the New York Central Railroad, is a new business of this city.

Buckeye.—J. H. Smith & Son have purchased the grain and coal business formerly owned by S. S. Faust. Mr. Faust operated the business for over fifteen years. The new owners are erecting a new coal yard and 25,000-bushel grain elevator.

Brookville.—Manufacturing plants here are running full time, and as crops are good and prices high, most of the coal dealers here are "wearing a smile that won't come off."—Fred C. Werst of Peter Werst & Co.

Iowa.

Clarinda.—C. F. McPherrin will succeed O. A. Graham in the retail coal business.

Lake City.—L. D. Weirick has succeeded James Bruce in the retail coal business.

St. Charles.—Smith & Son Lumber Co. have recently purchased the retail coal business of N. O. Anson.

Essex.—The Essex Lumber & Fuel Company

has purchased the retail coal and lumber yard of Rotton & Nelson.

Waterloo.—The Diamond Coal Company, owned by Mr. E. F. Watkins, will succeed G. W. Bunn & Sons in the retail coal business.

Waterloo.—B. H. Byvank, of the Byvank Transfer & Storage Co., will succeed Kurtt & Voelker Co. in the retail coal business, having purchased same recently.

Mason City.—O. J. Watt, who has been engaged in the retail feed and flour business in this city, has added coal to his list of products.

Kansas.

Randolph.—The Union Lumber Company has bought out the retail coal and lumber business of the Randolph Lumber Co.

Kentucky.

Louisville.—The Elbert Coal Company has been incorporated with a capital of \$5,000.

Louisville.—The Asbury-Kenney Coal Co., with capital stock of \$10,000, has been organized recently.

Massachusetts.

Ipswich.—Wm. G. Horton has purchased the coal and wood business of C. C. Caldwell.

Bedford.—The Middlesex Coal & Grain Co., with a capital of \$25,000, is a new corporation of this city.

Florence.—W. N. Potter Sons & Co. have purchased the retail coal, grain and cement business of Mrs. Chas. O. Parsons.

Easton.—The John J. McCarthy Co. is the name of a new company recently organized here with a capital of \$25,000, and to deal in coal.

Boston.—Staples & Bell, Inc., has been organized lately. The products of the company are grain, fuel, and hay. The capital is \$101,200.

Michigan.

Bellvue.—The Bellvue Lumber & Coal Company has bought out the Hager Lumber & Coal Company.

Jackson.—The Fletcher Coal Company, with capital stock of \$500, was recently organized.

Ludington.—Johnson Brothers, a new concern of this city, have located their retail coal yard in South Charles street.

Greenville.—Greenville Coal Company is the name of a new firm which recently bought out Smith & Booth in the retail coal business.

North Adams.—F. I. Williams has taken his son into business with him. The business will be conducted under the name of F. I. Williams & Son.

Minnesota.

Rochester.—The Kruse Lumber & Coal Company has recently entered the retail coal and lumber business.

Faribault.—President Theo. Thom of the Farmers' Co-operative Elevator Co., purchased the wood and coal business of Ferdinand Cromer. The business will be conducted with that of the elevator company.

Missouri.

Springfield.—W. W. Bacon Feed & Fuel Company is now carrying on the retail coal business formerly owned by W. I. Rhodes.

Charleston.—A. W. Robertson Coal Co. is the name given the old Hart & Robertson company on the retirement of Mr. Hart.

Nebraska.

York.—John F. Groshan has engaged in the retail coal, grain, and lumber business, having bought out the Van Wickle Grain & Lumber Co.

New Jersey.

Elizabeth.—Nathan Finkel & Son is a new retail coal and lumber business of this city.

Trenton.—Hutchinson-Hawk Company have purchased the coal business of Peter Spracklen of this city.

Jersey City.—E. A. Kiesewetter Coal Co. is a new corporation of this city. The capital is \$80,000.

New York.

Highland.—The Johnston Coal Co. has recently been organized with capital of \$10,000.

Schuylerville.—H. E. Wanmer & Company is a new coal and wood business of this city.

Whitestone.—Keeler's Coal Pockets is a new corporation of this city. Capital, \$5,000.

Port Richmond.—The Timmerman Coal & Ice Co., with capital of \$10,000, has recently been incorporated.

Queens.—Richmond Hills Coal & Ice Co. was incorporated with capital stock of \$50,000.

Highland.—The Johnston Coal Company has lately been incorporated with capital stock of \$10,000.

Great Neck.—The Elmhurst Coal Company has recently been incorporated with capital stock of \$125,000.

Massina.—Henry Allen Feed Co. has recently purchased the coal business of the Rutherford Coal Company.

Beach Ridge.—W. J. Miller has recently purchased the retail coal business of Arthur L. Mower of this city.

Buffalo.—Loyal Spring & Sons, located at 24 Ramsdell avenue, is now conducting the coal business formerly owned by N. F. Berndt.

Buffalo.—John K. Kerr, Inc., is a new organization of this city. Lumber and coal will be the products handled. The capital stock is \$10,000.

Dolgeville.—The Dolgeville Coal Company, owned by William J. Gibson, will carry on the retail coal business formerly owned by F. J. Beck & Co.

Babylon.—The Suffolk Lumber Company has recently been incorporated to handle coal and lumber and agricultural implements and machinery. Capital stock \$15,000.

Mt. Vernon.—Getes & Robitzek, Inc., is a new corporation of this city. The products of this company will be coal and wood. The office and yards are located at 44 North Railroad avenue.

Ohio.

Xenia.—Chas. R. Bales has recently purchased the retail coal, grain and feed business of Dewey Bros.

Antwerp.—D. F. Toms of Garrettsville, O., has purchased the retail coal and ice business of A. A. Pointer of this city.

Madison.—The Madison Coal & Supply Co., which has been organized recently to conduct a retail business, was incorporated for \$15,000.

Olmsted Falls.—The Olmsted Falls Coal & Lumber Company, with capital stock of from \$5,000 to \$15,000, has lately been organized.

Pennsylvania.

Philadelphia.—Jarden Coal Company, with a capital of \$10,000, is one of the new corporations of this city.

Reading.—John C. Cook is a new name added to the list of retail coal, grain and lumber dealers of this city.

York.—The American Ice & Coal Company has been organized lately by J. Edgar Holland with yards located on the Pennsylvania Railroad at State and Hay streets.

South Carolina.

Springfield.—Springfield Fuel Company has just been incorporated. The capital of the company is \$5,000.

Charleston.—The Campbell Fuel Company is a new corporation of this city with capital stock of \$10,000.

South Dakota.

Chester.—The Chester Grain Company, owned by Mr. S. Gregory, has recently purchased the retail coal and grain business of W. H. Kellogg & Son.

Veblen.—L. C. Brekke, O. P. Akre and L. T. Bruods have filed incorporation papers for the Farmers' Co-operative Grain & Fuel Co. The capital stock will be \$35,000.

Tennessee.

Jackson.—A. M. Burns has recently started in the retail coal and wood business in this city.

Knoxville.—The Mutual Service Coal Co., with capital of \$15,000, has been organized lately.

Memphis.—The Sipsey Coal Sales Company is a new jobbing company recently incorporated for \$5,000. The firm will handle and sell coal, coke and fuel of all kinds, wholesale and retail.

Texas.

Plainview.—Allen & Bonner have started in the retail coal and grain business, having leased the yards of Shipley & Shipley.

Wisconsin.

Lander.—The Lander Coal, Feed & Auto Company has recently been formed in this city.

Plymouth.—The Plymouth Lumber & Fuel Co. has lately been organized for \$45,000.

Green Valley.—The Green Valley Lumber & Fuel Company is a new corporation of this city with a capital of \$15,000.

Eau Claire.—Charles Wendt will handle coal in connection with his wood business hereafter.

Annual Meeting of New York State Association.

The annual meeting of the New York State & Western Pennsylvania Coal Merchants' Association was held in Syracuse on Friday and Saturday last week. The attendance was large.

Promptly at three o'clock on Friday afternoon, F. H. Beach, president of the association called the convention to order.

The report of Chas. B. Staats, treasurer, told of the finances of the association from June 1st, 1914 to September 1st, 1915. On June 3rd, 1914, there was a balance on hand of \$9.15, and membership fees collected since of \$1,155, brought the total up to \$1,164.17, while expenditures from June, 1914 to August, 1915 totalled \$1,149.15, leaving a balance on hand on September 1st of \$15.02.

M. N. Clement, general manager of the Coal Merchants Mutual Insurance Company and commissioner of the association, made a talk on Compensation Insurance. The New York State compensation insurance act went into effect on July 1st, 1914. During the past year, the coal dealers formed their own mutual insurance company, and a great many of the dealers began insuring in this fund, effective from July 1st, 1915. Mr. Clement, who has been identified with the mutual insurance association operated by the brewery interests, was chosen to head the mutual insurance company organized by the coal men. In effect, Mr. Clement said: "Mutual insurance is cheaper than insurance in stock companies. It is very much cheaper than insurance in the State Fund. The rate for insurance as fixed by the state, which must be the same for all insurance companies, is \$3.56 per \$100 payroll for coal dealers. Injuries to employes of coal companies are rare." Mr. Clement said that while the mutual association formed by the coal dealers had only been in existence since July 1st, and that his report would only cover that period, it shows that premiums amounting to \$28,000 had been received, and that one-fourth of this, or \$7,000 would be considered, therefore, as covering the receipts for the first three months. During this period, the total expenditures including all losses, doctor and hospital bills, operating expenses, salaries, etc., and in fact all charges, amounted to \$2,110, leaving a balance of \$4,890, which could be regarded as profit for the first quarter.

Mr. Clement thought that insurance in the mutual company could be carried for one-half of what the State Fund would charge to carry the same insurance. This showing already made was a credit to the association. The co-operation of the coal dealers was needed to have the legislature modify the present compensation act, which had been dictated by organized labor.

Arthur F. Rice, commissioner of the New York City Coal Merchants' Association, read a paper on wholesale competition. Mr. Rice in his talk made some very interesting statements regarding a recent investigation made of the New York Coal Merchants' Association and its work, which resulted in a clean bill of health being given it. He went on to show what had been accomplished for the New York dealers through the co-operation of the wholesale companies.

A paper by Frank H. Beach, president of the association on "Cost of Doing Business," called for a lot of discussion.

To enumerate what it cost a dealer to do business, he outlined some of the costs, as follows:

Taking a plant to do say 10,000 tons per year. Capital required would be \$10,000 at a minimum. In some cities it might run five times this. Say at \$10,000, this would mean an interest charge of \$500 per year, or five cents per ton. Depreciation of plant, figuring the life at twenty years, would mean \$500 more per year, or another five cents per ton. Cost of delivery, Mr. Beach said would run between forty and seventy-five cents per ton. He would give fifty cents as an average. A weigher would mean nine cents per ton. Another man to help the weigher, would cost nine cents per ton more. Compensation insurance two cents per ton. Other charges, as follows: General office expenses, twelve cents. An outside man to solicit orders and look after collections, ten cents. For advertising,

Plans of Organizing an Insurance Department Were Discussed—A Long List of Interesting Addresses and Reports.

five cents. Proprietor's salary, fifteen cents. Bad accounts, two cents. Shrinkage of coal, discounts to customers, etc., five cents. All in all, Mr. Beach figured \$1.58 per ton as the cost of handling a ton of coal in the average retail yard.

"A dealer's profits," he said, "should be added on after you know what it costs you to put coal in your customers bin."

On Friday evening the members of the association were guests of the Lehigh Valley Coal Sales Company, Delaware, Lackawanna & Western Coal Company, The Philadelphia & Reading Coal & Iron Company, Messrs. Dickson & Eddy, Williams & Peters, Mills-paugh & Green of Syracuse, and McEwean Coal Company of Albany, and the Schenectady Coal Company of Schenectady, at a banquet, which was held in the ball room of the Onondaga. Two hundred and fifty attended this banquet. Vice-president H. G. Dewey, presided as toastmaster.

At the Saturday morning session, Edward Schmidt, president of the Long Island Coal Dealers' and Building Material Association, talked on organization. Mr. Schmidt proposed a plan for building up the state organization into a very useful body, organizing the cities and country separately, dividing the state into zones, so to speak. Mr. Schmidt said that local conditions were not ideal, due to the fact that the coal dealers were usually unacquainted with their competitors.

Mr. Schmidt believes that a great deal can be accomplished for the association by having local meetings. There are a lot of problems that are sectional, which he believes can be solved by having the dealers of a particular section work together.

Following his talk there was a general discussion, in which his plan for organizing the state according to zones, was favorably commented upon.

Charles Dorrance, general superintendent of the Hudson Coal Company, made a talk on costs of operating. Twice a month said Mr. Dorrance, an analyzed cost sheet covering each of the twenty-eight operations of the Hudson Coal Company, was placed on his desk. On these sheets appear 150 separate items of cost. He knows to a fraction what it costs to mine a ton of coal, and when these cost sheets are presented, they are studied closely to find if there has been an increase, and if so, plans are immediately formed to overcome this increase. The mines that are under his supervision produce between five and six million tons annually. Shortly, Mr. Dorrance believes, they will have a cost sheet presented more frequently, weekly or even bi-weekly. In the cement trade he said operators have a daily cost sheet. He said that in coal mining the difference between profit and loss is becoming smaller and smaller.

Mr. Dorrance said that there were two great coal reserves in the anthracite field, one in the northern field and the other in the southern field. The southern field has the larger of the reserves, this field having large veins, in narrow valleys, with heavy pitches. These veins go down to 2,000 and 3,000 feet, and the problem of mining coal at these lower depths is still to be solved. Dealers can rest assured, he said, that it is going to cost more to mine these lower measures than it is costing to mine coal today.

In the northern field the coal measures are in wide flat basins, but the veins are thin. The great problem at present in the northern field is that of transportation. Also in the northern field they are now mining small veins from twenty-eight to thirty inches, which were not feasible to mine some years ago. In mining these thin veins, contract miners have to be paid higher rates.

Mr. Dorrance said that the new Pennsylvania compensation act will cost the Hudson Coal Company approximately \$500,000, which

will mean ten cents a ton on their production. Nearly fifty per cent of this is steam coal which must sell in competition with bituminous coal, and it is but fair to assume that the cost of insurance must be placed against the domestic sizes, which would mean an increase in price of about twenty cents a ton.

The pumping problem is becoming more serious, said Mr. Dorrance. This is due to the fact that there are now many subsidences of surface, and more water is getting into the mines. Throughout regions he said that the amount of water pumped out of the mines averaged thirteen tons to each ton of coal, and this is gradually becoming heavier.

In mining a thirty-inch vein, he said, that they face very serious cost problems. They have to drive the gangways full standard height, and to do this, they have to take out two of three feet of bottom rock, which is rock contractors work. This is expensive and slow. Also in some of these thin veins, forty to fifty per cent of the coal has to be left in the ground to support the surface.

Another serious problem is the transportation of coal underground. While the thin veins are being worked out and gangways are being driven further, trackage has to be increased. At their Olyphant plant there are 125 miles of railroad underground. This means that twenty-five men are kept constantly at work to keep this track in condition so that it can be used. It is very expensive to keep trackage underground, because the acid mine water does a great deal of damage to the rail and connections. At the Colebrook mine, they have fifty-two miles of track underground. At their twenty-eight operations they have as much railroad track underground as has the entire Delaware & Hudson system on the surface.

Mr. Dorrance said that the dealers should appreciate that the anthracite companies cannot give them the same grade of coal that was mined thirty years ago. It is impossible today to give the bright, glossy coal that was shipped in the past. The quality and appearance has become poorer. The cream of the coal has already been shipped. It is appreciated that all the coal that goes to market is not perfect, but he told of the great difficulties that the operators now have in mining coal from great depths. The companies have to make allowances for coal that is not up to standard, and it means an extra cost on all coal, as all allowances go on the cost sheet.

Mr. Dorrance believes that very shortly an increase in the price of coal at the mine must come about due to the increase in operating costs.

Recently the association elected Mr. J. F. Ringueberg to be field secretary. Mr. Ringueberg came with the association just about a month ago. In the future he will travel throughout the state, and his work will be to increase the membership. At the Saturday morning session, Mr. Ringueberg read a paper on "system."

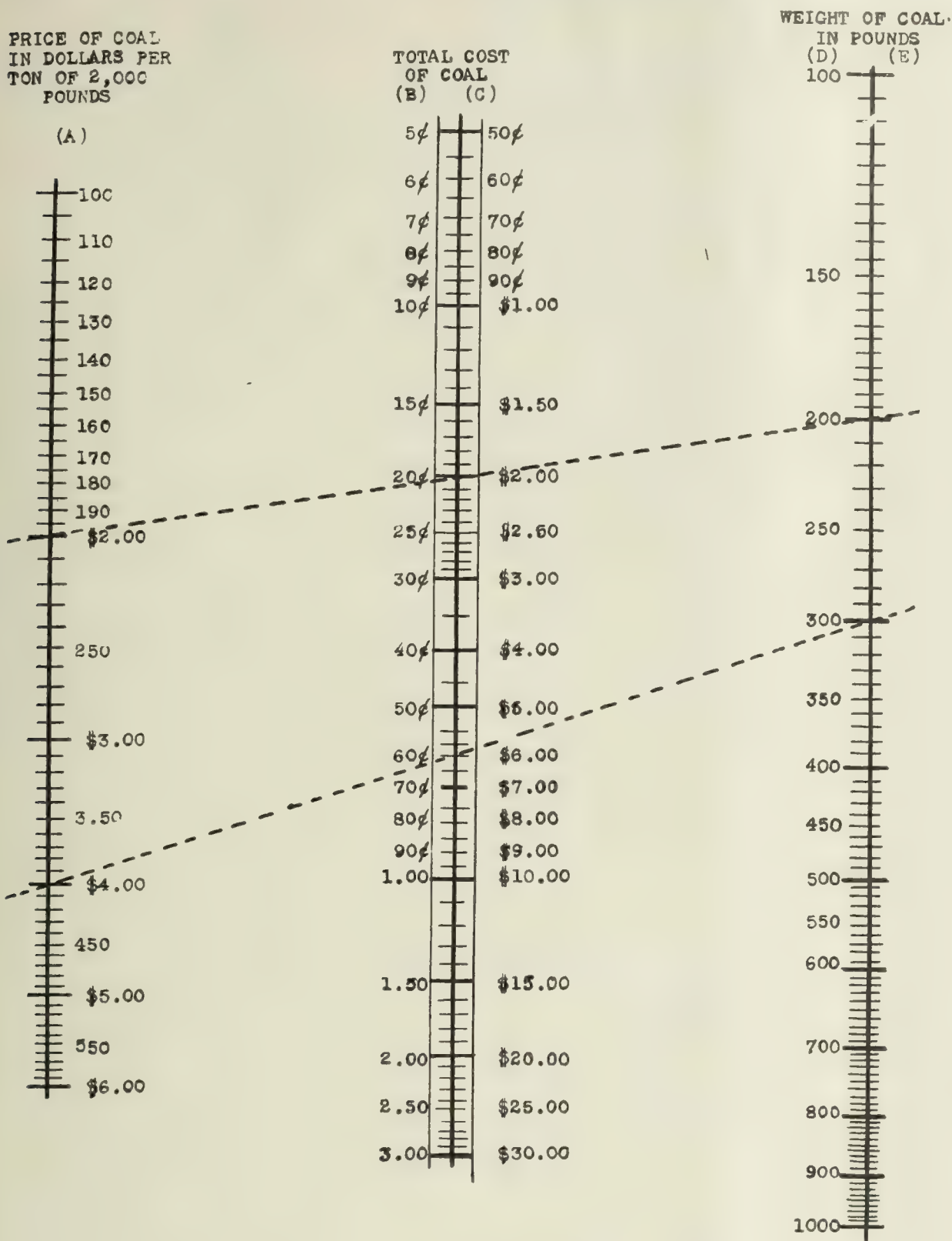
The election of officers and directors for the ensuing year resulted as follows:

President, Frank H. Beach, Binghamton, N. Y.; first vice-president, H. G. Dewey, Gloversville, N. Y.; second vice-president, Carl L. Amos, Syracuse, N. Y.; treasurer, C. B. Staats, Albany, N. Y.; secretary, L. V. Shepard, Elmira, N. Y.

The directors elected were: J. E. Van Deusen, Gowanda, N. Y.; J. Scott Baldwin, Elmira, N. Y.; Fred Davey, Amsterdam, N. Y.; W. H. Upson, Lockport, N. Y.; C. G. Hickett, Auburn, N. Y.; M. T. Bannigan, Utica, N. Y.; W. C. Baxter, Troy, N. Y.; B. U. Taylor, Olean, N. Y.; E. V. Sidell, Poughkeepsie, N. Y.; A. A. Doyle, Rochester, N. Y.; E. B. Ashton, Saratoga, N. Y.; R. A. Downey, Oswego, N. Y.; and James Gaffers, Schenectady, N. Y.

Upon the invitation of E. B. Ashton of Saratoga Springs, this city, was selected for the place of the next annual meeting.

Following the Saturday morning session, all of the dealers were guests of the Hudson Coal Company at a delightful luncheon which was served at the Onondaga.



This Chart Figures the Price on Odd-Sized Lots of Coal.

The chart reproduced herewith will be found useful by all coal men for computing the cost of any weight of coal at any price per ton.

All the dealer needs is a straightedge, or a string that can be pulled straight, as indicated by dotted lines on the chart, by means of which he can solve two problems.

For instance, at \$2 per ton, 300 pounds of coal will cost thirty cents. It is important to note that columns "B" and "D" are used

together. Or, using column "E" for 3,000 pounds of coal, we use column "C" and find that the cost of 3,000 pounds is \$3.

Again, 3,300 pounds at \$3.50 per ton costs \$5.77. Do you see? Always use columns "C" and "E" together, and "B" and "D" together. Using "B" and "D" we find that 330 pounds at \$3.50 per ton will cost about fifty-eight cents. The eight cents is "estimated" easily with the eye.

Just a little practice with the chart and you'll be an expert.

N. G. NEAR.

Draft the Important Factor.

(Concluded from page 345.)

in the feed door. Then the progress of the fire was watched for about a half hour.

For the first fifteen or twenty minutes there were miniature explosions at the rate of one about every thirty seconds. The furnace, in fact, behaved very much like a slow moving locomotive. Little puffs of smoke came out of the draft slide in the feed door at regular intervals. All the while a volume of smoke was pouring up the chimney. This did not all come from the bituminous coal. Rather, the color of part of it indicated that some of it came from the coke. This fact was afterwards proved by firing the coke alone in the same way. It was true that the coke gave off quite a volume of smoke when the fire was smothered.

There was not much point to this experiment other than to indicate what already had been said, that intelligent firing of a household furnace, with anything but anthracite, demands that the

glowing bed of coal shall not be covered completely at any time.

Losing the Fine Coal.

Mr. Stahmer proves a point which had come up before. He says that in starting a fire he lost quite a percentage of the fine coal through the grate bars for the first hour. Of course, it is possible to handle that matter in the way he did, namely, to let the coal fall through into a clean ash pit and then shovel it again into the fire. That, however, is not a good method. Perhaps a better one is that employed some years ago by Edward H. Taylor, who used some large coal to get a bed or coke on his grate bars and then fired the fine coal on top. The coke prevents the fine coal from falling through. This can be done in any number of ways. If mine run coal is used, it is always possible to pick out some large sized pieces. If the small sized coal only is used, it perhaps will be best to get a small amount of large sized coal to use in starting the fire.

In connection with Mr. Stahmer's experiment, quite a number of objections have been made to the use of New River or Pocahontas coal because, while it gives an ideal fire, it is so easy to track the coal through the house. Mr. Stahmer and others make this suggestion.

"The delivered price of smokeless mine run is so much below that of any coal which compares with it in value, a householder can well afford to buy a loose fitting pair of overshoes which he can put on over his house shoes when he goes to fire his furnace. The firing having been done, these can be taken off and left in the basement, while he goes upstairs with clean shoes. The dirt, as a matter of fact, has no objection when it can so easily and cheaply be overcome.

"The other objection to the coal is the fact that the dust from it is inclined to rise from shoveling and fly through the house. This can be overcome by the use, every few days, of an ordinary sprinkling can of water. That not only keeps down the dust, but actually makes the coal burn better."

Field of the Retailer.

(Concluded from page 349.)

every precious stone or metal known to science. Kentucky history was searched for the names of distinguished presidents, governors, secretaries of state, explorers and authors. Altogether some 900 names were suggested by coal dealers and carefully tabulated by the office force.

From the beginning the name "Black Beauty" seemed to attract consideration. All the judges, from the president to the office boy, had read the book, "Black Beauty." Evidently, also, a lot of the coal dealers had read the book, for before the end of the contest nine different dealers from different states had all suggested this name. Possibly the recollection of the book influenced the judges to some extent in their attraction for the name of the horse who told such a simple and convincing story in the interest of kindness towards animals, but possibly also the fact that a big Louisville race meeting was on, with the city filled with men who had traveled for thousands of miles from east, north, west and south, to witness Kentucky's historic sport at its most historic race course, brought to mind the fact that the horse is significant of a Kentucky tradition which has spread not only throughout the country, but all over the world. The "Black Beauty" advocates, therefore, argued that the figure of a thoroughbred race horse was an entirely appropriate emblem to apply to a thoroughbred Kentucky commercial product, and that this emblem joined with the pleasing name of "Black Beauty" best answered the requirements of the contest.

The first to suggest the name Black Beauty were Messrs. Fisher Brothers of New Paris, Ind., and L. & N. 63589, containing block coal, was shipped to them.

Western Maryland Car Order

The Western Maryland Railway Company has placed with the Pullman Company an order for 2,000 hopper cars, to cost approximately \$2,000,000. This is one of the largest car orders placed by any of the eastern roads for some time. It shows what this company expects in the way of increasing its coal and other tonnage from the opening of the mines of the Consolidation Coal Company and on the coal tracts the company itself controls. The company is building branch lines to reach the new openings of the Consolidation Company, both in West Virginia and in Pennsylvania.

The present order is for steel hopper cars and the contract was secured by the Pullman Company in competition with the other car building concerns. It is said the railway officials will endeavor to push the delivery of the cars as the supply is hardly sufficient on any of the roads in that territory to meet the steadily growing demands.

The new equipment will place the Western Maryland in good position for the handling of this traffic which it is now getting in volume.

J. J. Burke, who for eight years was connected with the marine department of the New England Coal & Coke Company, has resigned to accept a position of Boston representative of C. W. Chadwick & Co., a New York ship brokerage concern.



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Making the Furnace Behave.

A month ago we printed an article suggesting that the ordinary household furnace has great flexibility which can be proved and improved by a little experimenting. The natural suggestion was that the retailers should get acquainted with the furnaces in which their coal is to be burned.

Before urging this suggestion further it is, perhaps, well to take into account the matter of policy involved. Most retailers will say: "What is the use of teaching the householder fuel economy, when by doing so we may teach him to save a ton or so of coal in the winter and therefore cut ourselves out of that business? That is educating the customer at our own expense."

On the contrary, isn't it possible that if the householder buys your coal and does not get a warm house, he will conclude that your coal and not his furnace is at fault? Will he not go some place else to buy some other coal? You thus will lose not only a ton or so in the year, but all of his business.

The householder is going to get more comfort and satisfaction out of his furnace than he has been getting. No dealer can stand between him and that result. If the dealer does not help the householder to get that greater comfort he is going to the retailer who will. That is the other side of the argument.

Now about furnace flexibility. It will be found on study that this is not in the fur-

nace itself, but in the conditions surrounding the furnace. The fire pot does not burn the coal. It can't. The size of the fire pot means nothing at all except that it indicates how much coal can be fired at one time, and hence how long it will hold a fire.

The conditions surrounding the fire pot are everything. That is, in order to burn coal you must have air. To get air you must have "draft." One house will have a good, even draft all of the time; another will only have a good draft when the wind is blowing from a certain direction. One will give a strong draft; another a weak one. The draft is the principal factor in a furnace.

If the draft is strong and if a large sized coal is used, the likelihood is that the air will pass through the fire pot without doing any real work, wherefore the householder will have a big fuel bill but no heat. If he wants more heat and smaller fuel bill, he must use some small coal with his big in order to slow down the air movement.

But, if the draft is weak, the obvious suggestion is to use a larger size of coal. That will give the right mixture of coal and air and therefore will give fuel economy, or more heat for the money. If the draft is not good, it is money saved in the long run to fix it.

This matter of draft is one which cannot be decided by any known rule. It is impossible to measure the chimney and tell by the height and the diameter how much air will be pulled through the fire pot. Such measurements, although most carefully taken, mean nothing. They are supposed to mean everything but, unfortunately, they do not. It is impossible, therefore, by taking measurements to tell what size of coal should be used in a furnace.

The only thing to do, really, is to try the furnace out. It should be tried first with large coal, because, as a rule, the draft is weak. If that does not fit, then moderate-sized coal should be tried. Later various mixtures of sizes can be tested to see which one gives the best results.

Our own experiments suggest that *when the draft is quite strong*, different sized coal should be used for different temperatures. That is, size of coal should be used in addition to damper and check draft to control the air. For example, when a slow fire is desired, we use large sized anthracite coal exclusively and open the check draft. When a hotter fire is desired, we supply more air and mix in some small coal with the large.

Another suggestion presents itself so soon as a man starts to experiment. Many furnaces are really efficient but they never really warm a house. That is, they may deliver hot air to the ducts or hot water to the pipes and still the place is not warm. The fault clearly is not in the furnace, but in the windows which let in enough cold air to blow all the heat away. If the retailer finds that difficulty, it is up to him to suggest not that the people burn more coal but that they put on weather strips. Often that is the only way that he will convince the customer that he is not delivering a poor quality of coal.

This question of furnace flexibility and fuel economy is one which appeals strongly to the householder. The retailer is going to make a permanent customer only by making definite and money-saving suggestions along these lines.

Two Opposing Courses.

Heretofore most of the retail dealers have had only one purpose behind their business program—to increase the price of coal so that they can get the desired profit while handling a moderate tonnage. In fact, "getting the price" has been the sole aim and only ambition of all business men. A man is not considered a good merchant unless he can get a big price for his wares and make the people like to pay it.

In pursuing such a course in business, two serious obstacles are to be overcome. Consequently two serious objections exist to the program itself. One of these is that it requires a large amount of wizardry to convince a buyer to pay a big price for a thing and really like to pay it. Only a very few men in all the history of business have ever been able to do it, even though literally millions have tried. A most conspicuous example of such success—conspicuous because he had to divide honors with so few—was the late Marshall Field.

His store can not only "get the price," but actually makes the people like to pay it. Most men, when they try to duplicate his success, succeed in making the customers hopelessly dissatisfied and cause them to cry out, "extortion."

The difference is this: Marshall Field made his store a great spectacle. He sold it to the people over and over again. Thus they paid for the show and not for the goods. Other men tried to get the price for the goods alone. They did not provide the show and hence failed.

The second serious objection is: When a man succeeds in "getting the price" he invites ruinous competition. Marshall Field evaded them only because he spent so much money on his magnificent store. No one but another of his kind could duplicate his investment and display.

What safeguarded Field & Company, however, does not protect the average retail coal man. He has nothing magnificent about his yard and equipment to make that display which will attract the people. On the contrary, his few sheds and wagons can be duplicated by anyone with any capital at all. Therefore, when the coal man gets a good profit, he has no way to protect it. And the fact of profit alone is enough to invite an overwhelming flood of competition.

The alternate course open to the coal merchant is to cut the cost of handling coal and then to cut the price down to a point where no man can meet it unless he employs similar ingenuity in management and like devices for handling coal. The only objection to such a plan is that to so equip a yard the retailer must have some money.

The retailer, when he tries to "get the price," is wooing a fickle goddess. That is, he is running counter to the wishes and inclinations of the people. He is trying to get them to pay a big price for a thing when their natural inclination is to pay a small price. He is under constant necessity, therefore, to charm them in order to keep them in a mood to buy at his price. He knows all the while that they are likely at any moment to cut and run, leaving him without patronage.

The man who cuts both cost and price and uses that as his big appeal is wooing a constant goddess because he is falling in line with the innate desire of humanity which is to get everything at a minimum price.

Labor Outlook in Central Pennsylvania Field.

PHILADELPHIA, October 27.—(*Special Correspondence*.)—The presence of John P. White, international president of the United Mine Workers of America in the Central Pennsylvania fields, has turned the full glare of the limelight on that section. Right at this particular time when cars are scarce and the men to work the mines are thinning out and the orders for immediate deliveries are pouring into the selling agencies, a horse-fly in the soup is about as welcome, in thought, as what the possible effect of the energetic Jawn P. spells out.

With the central Pennsylvania operators it is a serious matter. The first streak of profit that has come their way, since goodness knows when, is within hand's grasp. Yet there is the menace of April 1st (when the agreement expires) always confronting them.

White is putting in "his best licks" right at the present time to gather as many of the miners in District No. 2 under the wing of the union, and the word has gone forth, as soon as the foundation is laid the meeting of the delegates will be held and the extent of the demands exposed.

Eastern consumers of bituminous coal from central Pennsylvania have been inclined to discount the possibility of a strike in this section. Within the past couple of weeks there has been a great change in the sentiment. This has been traceable to a source. The Pennsylvania has locked up more money than is the capitalization of a national bank or two in coal piles that they have stocked for emergency's sake.

Again, the very condition of prosperity before alluded to, is another factor in the situation that may be called a harbinger of strikes. Men who are glad of work are not men who lay down their picks. And that brings this particular discussion to the point of argument pro and con.

While many of the persons interviewed were of the opinion that there would be a strike, yet they gave as their reason, "because it is to be expected." For forty years wiseacres predicted a European war, but he would have been the seventh son of a prophet who could have named the Sarejevo incident as being the firebrand.

Those who gave their opinions that there will be no strike have been more specific. Here is set down the points of argument on which they are willing to base their case:

First, the financial condition of the United Mine Workers. It has been repeatedly shown that their treasury was sadly depleted, and that District No. 2 has not been at all backward in the heavy loans that it has made to the national organization in the long weary fights that have been made in Ohio and Colorado. Of itself the district could not sustain a strike at this time with 40,000 or more men to take care of.

Second, for over two years the miners have been on short time and on poor wages and this has been even more acute in the past year. The disposition is to go ahead and work a full day now that there is a prospect of labor and car shortage and industrial conditions that will warrant full time for those who want to work.

Third, wages are as high as can be stretched by the bituminous operators. At the present time pick mining is on a basis of seventy-two cents a ton, machine mining at forty-five, and day labor at thirty-three cents an hour. While the size of the veins are smaller in District No. 2 than in other sections, this, however, is said to be as high if not a higher wage than is paid anywhere in the other union coal fields. Again there is a limitation that even labor must regard, and that is competition. Non-union and even union fields within railroad rate zones nearby will have the whip-hand if the mining cost is increased to any perceptible degree.

Fourth, a lack of cooperation between the men in District No. 2 and the anthracite union workmen. It is claimed that in the central Pennsylvania district there is still a keen remembrance of the contributions that were made to the hard coal workers during the strike of 1902 and the failure of the anthracite men to reciprocate when came on the strike of 1906.

Fifth—a sociological reason—that much of the "galavanting" element in the miner's ranks has been done away with and that the bulk of the men that are now in District No. 2 are home loving through long association and are not disposed to go off at half-cock.

To these might be added a long string of individual ideas, but it is not the individual idea of one particular area that can be placed in the balance where the aggregate totals more than 70,000 men to be affected.

Now let's take the reverse side of the question. Let's see what those who can smell strike in the air base their conclusions on.

First, they say that this is presidential year, one time that statesmen and professional politicians are inclined to do everything to satiate labor when it goes on a rampage.

Second, that the shortage in men and the betterment of industrial conditions gives labor the opening long sought to put pressure on big affairs that must have coal to produce goods that make profit.

Third, that the expiration of the anthracite agreement coming at this time is a whip that will drive the operators into line, both in the hard and soft coal regions.

Fourth, perfection of organization in the bituminous field, full working time and a long "stocking" season means plenty of money passing into the coffers of the unions so that when a time comes to strike there will be a rejuvenated bank roll that will amply provide the sinews of war for those whose interests it is to engineer a strike.

That James Purcell, president of District No. 2, is a radical and that his following are willing to match wits with the employers of labor.

While this takes in generalities it might be well to look at the things that are being whipped out in the labor camps at the present time. Recognition of the union is one of the things that the men say that they want most. It is estimated that there are about 40,000 union miners in the field and about 30,000 more who are not in the ranks. Of this last number there are about one-half, or 15,000, who submit to the check-off, leaving a like number who are working in mines where unionism is not tolerated. And, it might be said in passing, that a large number of this last number are working for a company that the labor leaders have sought for years to unionize. That these could be or would be forced into their ranks would be considered by union leaders a great feat.

Next the labor people want to see the evil of pick mining at machine rates done away with. In District No. 2 this is said to be most flagrant. Miners who have been forced into this sort of work declare that they will fight to the bitter end to break up the practice.

As in the hard coal fields there is a demand for a new system of arbitration. The present umpire, the labor men say, has not come up to expectations, and with this is a long and tiresome list of complaints.

Payment for dead work—taking down tops, lifting bottoms, etc.—is another form of contention, though this is not enough for the men to go on strike for, but is something to fight over.

That the men have "stuck with the bosses" when times were slim and when there was not enough money coming in to the families to make life worth living, and now that better prices are paid for coal, they claim they are entitled to an increase.

So much for the men. The Clearfield Bituminous Operators' Association, with offices in the Kurtz building, Clearfield, and with B. M. Clark, Clearfield, as president; C. H. Rowland, Phillipsburg, vice-president, and John C. Forsyth, secretary-treasurer, have different views on the matter. There has been a healthy rally to the membership of the association within the past few months and it is promised that there will be plenty of opposition to any radical program that the men may advance.

Receipts of coal in the city, according to reports filed with the Chamber of Commerce, during September were 2,136,129 tons of bituminous of which 72,174 tons were by river and 2,063,955 tons were by rail. This compares with receipts in September, 1914, of 1,978,632 tons of which 7,343 tons were by river and 1,971,289 tons were by rail. In September this year receipts of anthracite were 614 tons and coke 6,279 tons, compared with 164 tons of anthracite and 4,571 tons of coke in September last year. The shipments out of the city compare as follows: September this year, 583,483 tons bituminous, 23,823 tons by river and 559,660 tons by rail, compared with 453,817 tons of bituminous, 8,369 by river and 445,448 by rail in September last year. Anthracite shipments in September this year were 572 tons and also there were 5,494 tons of coke, while in September last year 509 tons of anthracite and 2,424 tons of coke were shipped out.

Association Reports.

Knoxville Association.

T. O. Busbee of the Knoxville Retail Coal Dealers' Credit Association, reports that the general business outlook for the coming season in his city and vicinity is very bright, and that this association is accomplishing much good for its members. He further says:

"For the last two winters coal dealers of Knoxville have not found business conditions in this city favorable for making any money to speak of, but I believe the majority of dealers are anticipating a good business through the coming winter.

"Virtually, all the retailers in Knoxville are now getting fair prices for their coal and are just waiting for the first touch of real winter weather when coal will take another advance.

"The association is in a very good condition, both financially and in co-operation among the members. I say in good condition for the reason that it is very difficult to keep all the association members in line, and it requires a great deal of work and diplomacy on the part of the secretary to keep all the members enthused with the right spirit. The two things that I consider most necessary for the welfare of any association are the social meetings and adjusting all complaints immediately that are made to the secretary.

"The secretary has special police powers and looks after the weighing of all coal, to see that all parties that sell fuel comply with the city ordinance governing the sale of this commodity. He keeps close tab on every car that is consigned to individuals, and if he finds that this particular person uses a portion of the car and sells the balance to his friends and neighbors, in violation of the city ordinance, the guilty party is dealt with according to law. This method has proved effective this year and next season we expect to keep the carload business, other than through the legitimate dealer, down to a minimum."

M.-O.-I. Association.

Secretary B. F. Nigh of the Michigan-Ohio-Indiana Coal Association reports the fact that this association has taken in sixteen new members within the last thirty days, and expects even a larger number of new members during the next month as a vigorous membership campaign is being carried on.

He further reports that the claim department of the association is meeting with unusual success, and that it has just made adjustments in twenty different claims amounting to about \$400.

Mr. Nigh says: "Coal conditions seem to be in great deal better shape than they were at this time last year. There has commenced to be a little shortage in cars on some of the roads, and this with the coming of winter has created a demand which, of course, is very encouraging for the dealers. Prices are rather firm, and there seems to be more stability in the retail market."

E. F. Whitnall.

Edward Whitnall, who has been identified with the coal and building material business in Milwaukee for the last twenty-five years, is president of the Whitnall Coal & Supply company. He has associated with him, Sumner T. Whitnall as vice-president, John T. Whitnall as secretary, Charles H. Swan as treasurer, Harold E. Whitnall, J. B. Whitnall, Ald. Robert J. Kempf, Robert S. Fischer and William L. Gradt. A well equipped office and display room at 217 Caswell block furnishes every facility for rendering efficient service to all of their patrons.

W. E. Beaty, for a number of years president of the Dow Coal Company, of McAlester, Oklahoma, which company was placed in the hands of receivers last March, has within the week secured the output of Pocahontas Coal Company's mines at Haileyville, and will place the output through the M. B. Schofield Company, Oklahoma City. The Pocahontas mines, producing an excellent grade of Wilburton vein coal, have been idle for some months, but will resume operations immediately.

News Local to Chicago.

A number of suits have been entered against Fred P. Howe, who has operated a coal yard at Pullman for a number of years.

Henry E. Patrick, general sales agent of C. M. Moderwell & Co., was in St. Louis on Tuesday. He says business there is improving because the factories are running fuller time.

C. A. Reynolds, formerly with the Sunny-side Coal Company, has joined the sales force of the New Kentucky Coal Company, and has been assigned to points on the Burlington road in Illinois.

The Roberts & Shaefer Company, Chicago, closed a contract Wednesday with the Campbell's Creek Coal Company of Cincinnati, Ohio, for a 200-ton per hour Marcus patent picking table screen equipment for immediate installation at Putney, W. Va.

Gale Conn, general sales agent for the Gilmore & Solomon Coal Mining Company at Davenport, Iowa, moved his family and household goods to his new Iowa home last week, but before he had a chance to get settled a fire destroyed his new home and its entire contents.

L. Romanski, president of the Atlas Coal & Coke Company, left the early part of this week for a trip to the mines of the Wisconsin Steel Company in Harlan county, Kentucky. He stopped off a day in Louisville. Mr. Romanski is representative in the northwest of these particular mines.

It will be interesting news to the creditors of the defunct Mueller Brothers Coal Company to know that the assets of that concern were sold this week to the California Avenue Coal Company. It will be remembered when the Mueller Company filed a petition in bankruptcy they scheduled assets of \$9,533.66 with liabilities aggregating \$47,902.66.

F. C. Atwill returned the latter part of last week from an extended trip into the northwest and reports conditions there are growing more satisfactory all the time. Collections are better because the movement of money is easier, the factories generally are running on better time, and while retailers are not buying coal extensively, they are planning to do so as soon as weather conditions warrant.

The Chicago & Alton is experiencing an acute shortage in freight equipment for the first time in several years. The Bloomington car shops are working with a maximum force and hours to turn out cars, but the demand is far greater than the supply. Even with the mild weather, there is a heavy demand for coal cars, and when cold weather sets in the shortage promises to be serious. The Illinois Central is also beginning to feel the car stringency and for the first time in several years is checking up the rated capacity of the mines on its road.

A. B. Currie of Omaha, was in Chicago this week for a few days. Mr. Currie says dealers have been backward this year in Nebraska in ordering their coal requirements, due to the fact that the consumers have been lax in getting their bins stored with coal early in the season. Because of the exceptionally wet weather which has been experienced this year, customers have objected to permitting the coal dealer to drive across portions of their yards, as the wheels cut deep ruts in the soft ground. Many prefer to wait until the ground has frozen before having the heavy coal wagons backed up to the coal bins. With seasonable weather, Mr. Currie expects quite a rush for supplies during November.

Clarence E. Patrick, representative of C. M. Moderwell & Co., at Rockford, Illinois, spent Wednesday in the home office in the McCormick building. In speaking of conditions in Rockford, he says that the factories there have not been in better condition in the last four years than they are right now. Some of the leading factories in that point are sold up for four months ahead of time, whereas a short time ago they were running on a hand to mouth basis, while making a terrific struggle to get practically every order. He called the name of leading manufacturing concerns in that center and recited the condition of each and this led to the conclusion that the difficulty now is not to get orders,

but to get skilled workers. Naturally this is increasing the demand for coal in that territory, and the situation is very much improved.

Frank E. Doherty, president of The Black Star Coal Company left Chicago, October 25, for the Pacific Coast. He sent a message enroute from Newton, Kansas, which should bring cheer to the coal shipper who might be in doubt as to the weather we will have for the next five months. According to Mr. Doherty he interviewed an old duck hunter who had just come in from a successful trip who said: "Just look at that 'fur.'" "It's twice as long as it was this time last year, and longer than I can remember for a good many years back. "When the 'fur' on ducks and similar migratory fowl gets as long as that you may be sure there's a pretty stiff winter ahead. The first advance of winter will arrive within the next two weeks."

The regular meeting of the Chicago Coal Merchants' Association was held at the rooms in the Plymouth building, on Tuesday afternoon of this week. Several matters of interest came up. Among other things there was a discussion of the proper zone in which the association could work and gather members and it was concluded that this could properly include the Chicago switching district. Homer Jones also brought up the question of getting together some of the executives to talk about details of retail accounting and a meeting was arranged for Friday afternoon of this week. The committee on speakers reported that the next meeting of the association on November 9th, will be an evening meeting, when a dinner will be served at some point to be announced later and when an entertaining program will be given. More detailed information about which will be given later. There was also an interesting discussion of the weight question leading to the suggestion that some way should be found by which the retailers could pass on to the consumers the apparent shortages in coal as delivered in the average retail yard.

One sales agency which handles quite a good deal of coke made the statement on Wednesday of this week, that the coke market as concerns furnace and foundry sizes is showing a runaway tendency. From all reports nothing like the present situation has been seen for years, not even in the boom times in the steel trade of 1902. As a matter of fact there is at present a demand for more coke than the ovens can put out. This is traceable first, to the tremendous demand for war materials from Europe, and second, to the increasing production of iron and steel products for use in this country. Coke oven output is not flexible enough to meet all of the requirements, and as a consequence the price of coke is rising rapidly. Within the last week fifty cents a ton was added to the delivered price of furnace and foundry grades, and in some cases coke is selling at \$1 a ton higher than it was last week. These prices are not guaranteed beyond the day on which they are quoted because very much higher prices are expected to prevail in a short time. In fact there are predictions now that furnace and foundry coke will, within the next month, go to \$5 a ton at the oven.

On Saturday night of last week the Kantishna Club held a meeting and dinner at the Hotel Planters. This organization proceeded from the start to prove that it is both cosmopolitan and neutral as a few facts will indicate. The bill-of-fare had an English roast, French peas and German fried potatoes. On the program were men bearing such names as Fitzgerald, O'Brien, O'Malley, McCahey and Bigane, while in the audience were Koeber, Wiese, Stahmer, Hildebrandt and Klinenberg, to say nothing of an odd mixture of other nationalities such as is represented by the name of Peterson. While there was an abundance of Irish oratory and Irish song. The club proved it is neutral by singing Die Wacht Am Rhein under the leadership of Koeber, Stahmer and Wiese. The dinner and the program were most unusual when viewed from the standpoint of what is customary in coal trade gatherings. In the first place fully seventy-five per cent of those present represented members of the trade who are seldom seen at ordinary coal trade gatherings. The Kantishna Club has brought out representatives of the trade not heretofore seen often in any other general movements. The en-

tertainment was also unusual. That is, while Charles Jessup lead the singing of the ragtime songs with which most of the men were familiar, the program itself ran more to the lyrics, which gave a more sober tone to the entertainment. William Fitzgerald of the Chesapeake & Ohio Railway made an address on cars. He talked about the car situation from a historical point of view, and while ordinarily, this would be stupid, he handled the subject in such a way as to make it most interesting. There was no touch of oratory at all in what he had to say, but there was much of interest which caused the audience to follow his remarks. Hon. James C. O'Brien, assistant states attorney of Chicago also delivered an address. He spoke about what the states attorney's office is doing in the way of checking up on thieves who pilfer coal and other things from cars. E. R. Foley acted as toastmaster. The understanding is that this is to be one of five similar dinners to be held by this club within a year and the club is to be congratulated on the success of its first undertaking.

Death of S. J. Patterson.

Word came from Dayton, Ohio, the latter part of last week that Stephen J. Patterson had died at the age of seventy-five years. He was, as everyone knows, one of the best known coal men in Ohio, and for that matter, the country, having been engaged in the coal business for upwards of thirty years.

Mr. Patterson's first business in the coal trade was as a retail coal dealer, but he subsequently expanded that to include the agency for the anthracite coal produced on the Pennsylvania Railroad known as the Susquehanna Coal. His agency not only included his own immediate neighborhood, but quite a territory north and south.

In more recent years, Mr. Patterson has been known for his connection with Weyanoke Coal & Coke Company, a West Virginia producing concern, and prior to that time and until his death, he was one of the leading operators in the Jackson Hill field of Ohio. Other producing companies in which he was interested were the S. J. Patterson Pocahontas Company and the White Star Mining Company.

Mr. Patterson was always interested in retail coal associations, and was the organizer of one of the first of them in the west, which was known as the Western Coal Dealers' Association. He subsequently was interested in the Wholesale and Retail Coal Dealers' Association of Ohio, and naturally was interested in its successor, the Michigan, Ohio, Indiana Coal Association.

Mr. Patterson was a brother of John H. Patterson, the founder of the National Cash Register Company, in which he was interested in a small way, financially. At his death, Mr. Patterson left his business to his son, Dunn Patterson, who has been associated with him for a number of years.

John W. Lowe in the Old Colony building, had been associated with Mr. Patterson for quite a number of years, being financially interested in some of his mines and being the western sales representative of his company. He went to Dayton to attend the funeral, which was held on Monday of this week.

The Daniel Boone Coal Company, which was recently formed to take over the North Fork Coal Company and the Ross-Petry Coal Company of Hazard, Ky., is planning to increase its output. This company, in addition to purchasing the above mining plants, has taken over 1,200 acres of coal land, which carries the genuine Hazard No. 4 seam of block coal. This company has recently made a contract with the Scottdale Machine & Manufacturing Company, Scottdale, Pa. for a modern loading plant, which will have a capacity of 2,000 tons per day. The tippie will span the main line of the Lexington Eastern Railway and the coal will be open on both sides of the railway and brought to one tippie. Chas. G. Bowman, Hazard, Kentucky is president of the company; H. H. Heiner and Geo. H. Barker, of The Maynard Coal Company, Columbus, Ohio, are general manager and secretary, respectively. The product of The Daniel Boone Coal Company, is marketed exclusively by The Maynard Coal Company, Columbus, Ohio.

Facts Which Determine Our Export Prospects.

The Export Situation

The movement of bituminous coal into export via the Atlantic seaboard ports is held in check now, due to the shortage of vessels. High freights prevail both from American and Welsh ports but on the other hand, Welsh coal prices have slumped heavily, so that they still retain an advantage, especially for European business.

Welsh ports are very bare of ships, due to the withdrawal of the Greek merchant fleet, and freight rates have advanced. This shortage of boats has brought about an overproduction of coal, so that second admiralities are now obtainable at 19s to 19s 6d, as against 24s to 25s several weeks ago, and 32s to 34s only a few months ago. Other Welsh coals can be obtained from 17s 6d to 18s 6d.

Cardiff shippers are now paying freights about as follows:

To Genoa, 39s to 40s; to Port Said, 45s; to Marseilles, 47 fcs; to Boulogne, 17s; to Palermo, 40s; to the Platte, 40s.

American shippers are called on to pay 65s to 70s to the West Coast of Italy; 60s to 65s to Marseilles; 55s to 65s to Spanish ports; 40s to 50s to South American destinations.

English newspapers and trade papers, alarmed at the shortage of tonnage, are suggesting that the government take action to compel the return to English ports of numerous British tramp steamers that are now engaged in trading between America and South America and the Mediterranean. One reason given for the desire on the part of British ship-owners to trade from the United States, is that they fear requisition of their vessels by the government if they traded from home ports.

Coal prices are just about steady at the coal loading ports; New River and Pocahontas being held at \$2.85 at Hampton Roads, and good Pennsylvania coals at \$2.60 at Baltimore.

The Welsh Coal Trade.

The Cardiff correspondent of the *Liverpool Journal of Commerce*, in its issue of October 15th, says of the Welsh coal situation:

"The most important factor dominating the market at the present time is the tonnage position. The withdrawal of Greek tonnage came at a most inopportune time. Tonnage was needed in abundance to carry grain to Europe, and high freight rates caused a large number of vessels to take on long distance charters. Consequently, with the large amount of tonnage under admiralty control, there are not sufficient bottoms in active commission for the world's oversea trade and the shortage of tonnage at the Bristol Channel ports has adversely affected the coal trade. The very high freight rates ruling from Cardiff have restricted business, and stocks of coal have accumulated to such an extent that intermittent colliery stoppages were more frequent. The shortage of tonnage is not confined to the Bristol Channel ports; it is world wide, and has affected all export centers. The situation with regard to the Welsh coal trade is now becoming serious, and it is suggested that the government authorities should compel British shipowners to trade between Great Britain and neutral countries rather than between neutral countries only. A return to firmer conditions on the Cardiff coal market is only possible when the existing heavy stocks have been cleared, and for such clearance a more adequate supply of tonnage is needed.

"As regards business for loading ahead transactions were few. Buyers were disinclined during the present time to arrange for their future requirements, looking, in fact, to still easier conditions, and taking hand-to-mouth supplies. The high freight rates ruling and the difficulty in securing tonnage were also factors which prevented much business of importance being fixed up. As regards business over next year, very little has yet been fixed up, and it is highly probable that few buyers or sellers would care to commit themselves over long periods ahead during the present abnormal times. No inquiries for forward loading were reported this week.

"Superior Admiralty classes were nominal, supplies being retained by the authorities. Ordinary seconds, however, were plentiful and quotations ruled at 19s to 20s. Sellers, however, were prepared to accept below these figures, and 18s about represented the real market value. Ordinary coals were in proportion.

Dry coals were about the only steady counter, these coals being in good demand as a substitute for the very high-priced Swansea anthracites. Best sorts ruled at 23s to 24s, and ordinaries from 21s upwards. House coals were nominally unchanged, but general weakness was observed in bituminous descriptions."

Recent Coal Freight Charters

Str. Andrea Castle (Ital.), Baltimore to Leghorn, coal, p. t.
Str. Moldegaard, Baltimore to Havana, coal, p. t.
Str. Atland (Swed.), Baltimore to Sweden, coal, p. t.
Str. Fauna (Dutch), Hampton Roads to Trinidad, coal, p. t.
Str. Poviga (Ital.), Philadelphia to Savona, coal, p. t.
Str. Harflete (Br.), Baltimore to Genoa coal, p. t.
Sch. Carrie E. Loop, Norfolk to San Domingo City, coal, p. t.
Str. Washington (Br.), Philadelphia to Genoa, coke and coal, p. t.
Sch. Geo. E. Dudley, New York to Macoris, coal, p. t.
Sch. J. Manchester Haynes, Philadelphia to Cay Francis, coal, p. t.
Sch. R. J. Murphy, Philadelphia to Martinique, coal, \$3.

Philadelphia September Exports

Exports of coal from Philadelphia during the month of September, 1915, were as follows:

Country—	Anthracite.	Bituminous.
France .....	.....	7,407
Italy .....	.....	2,100
Sweden	4,284	.....
Canada	1,298	75
Guatemala .....	.....	2,788
Newfoundland	1,500	.....
Cuba	4,470	40,435
Fr. W. Indies.....	.....	4,640
Brazil .....	.....	5,773
Venezuela .....	.....	1,130
Porto Rico .....	.....	3,135
Total.....	11,552	64,348

Curacao Coal Trade.

The American consul at Curacao, W. I., writes THE BLACK DIAMOND, as follows:

"There is given below the exportation (sale to steamers) of coal in Curacao since Jan. 1st, 1914, in quarters, together with the value of this coal. Only American coal is sold here. Quantities are metrical tons of 2,204.6 each:

1914		1915		
Period—	Tons.	Value.	Tons.	Value.
First quarter	10,363	\$ 53,058	11,250	\$ 62,758
Second quarter.....	10,183	52,951	11,736	65,473
Third quarter.....	15,606	86,103	12,496	79,472
Total.....	36,152	\$192,112	35,482	\$207,703
Fourth quarter.....	11,476	63,807		
Total—year.....	47,628	\$255,919		

"During the third quarter of 1914, there were two Dutch warships here, while this year there was none; furthermore, since Sept. 12, 1914, the sale of coal to steamers is restricted by law to what they may need strictly for their own use.

"General business is somewhat dull, but not very greatly reduced. No improvements have been made within the year facilitating the discharge of ships."

Pennsylvania Tonnage.

The Pennsylvania Railroad Company issues the following statement of coal and coke carried on the Pennsylvania Railroad Company's lines east of Pittsburgh and Erie, for the month and period ended September 30, 1915:

	Sept., 1915.	Increase.	Jan. 1 to Sept. 30, 1915.	Increase.
Anthracite coal,				
short tons.....	733,307	*200,135	7,603,051	*417,054
Bituminous coal,				
short tons.....	3,901,402	*148,700	31,678,900	*2,185,742
Coke, short tons.....	1,152,668	419,189	8,378,576	816,713
Total.....	5,837,377	70,354	47,660,527	*1,786,078

*Denotes decrease.

Florence, Italy, Trade.

The American consul at Florence, Italy, writes THE BLACK DIAMOND, as follows:

Anthracite or Welsh coal has risen in price from \$12 per ton on August 1st, 1914, to \$21 on Sept. 30, 1915. This consular district is not a separate customs district and its imports of coal can be estimated only. Italy's imports of coal in the year just prior to the war were approximately 11,000,000 tons. This consular district comprises one-tenth of its population and area. Coal dealers state that high prices and difficulties of other kinds have reduced consumption of coal about forty per

cent. No American coal is sold in this district. Efforts have been made to obtain it but the refusal of American companies to quote c. i. f. prices instead of f. o. b. prices prevents business and our exporters have lost a great opportunity to enter this market on a large scale. English coal is always quoted c. i. f. at some Italian port. General business has been greatly depressed since the beginning of the European war and has not recovered to any great extent. Only factories and houses making supplies for the army and navy are busy."

Venezuelan Coal Trade.

The American consul at La Guaira, Venezuela, writes THE BLACK DIAMOND, as follows:

"The situation in regard to coal has not undergone any recent change.

"The only sort of coal imported to La Guaira continues to be 'Crown' block fuel from Cardiff, which sells here for about seventeen dollars per ton and in Caracas for \$24.00. The only importer is the La Guaira Harbor Corporation, that company and the La Guaira-Caracas railway being the principal consumers. They have never manifested any intention of changing from the block fuel, and to handle a cargo of loose coal in this port would probably be attended with difficulty.

"Some anthracite for use of gas producer plants is imported in sacks. There are no statistics available as none have been published since the middle of 1914."

Tells of American Plans.

Australian correspondence to the *Colliery Guardian* of London reads as follows:

"The Trade Commissioner for New South Wales in America has been making inquiry as to the effects of the Panama Canal on the west coast of America coal trade as it affects New South Wales, and states that the prohibition of the export of Australian coal to all but those countries which were British possessions or those of the allies has given a distinct trade opening which interests in the eastern states had been quick to see. Already coal from the eastern states had been going to South America, but not yet in large quantities, owing to the lack of shipping. There was at present a great scheme on hand to build fifty modern ships to ply between ports of South America, Central America and the United States. Half the cost of the enterprise was to be financed in South America. The ships would be allotted to ports in South America on the basis that 1,000,000 tons of coal per annum be contracted for. The establishment of such a line would be serious to Australian trade in coal, and would affect in the matter of return freights Australian opportunities in the United States. Many of the South American countries were producers of raw material, food products and metals which the United States would take in return for coal and manufactured products. The Trade Commissioner does not regard the prohibition of the export of coal as a factor in the matter, being satisfied that under any circumstances Australia is destined to lose her coal trade with the west coast of South America."

Panama Canal Opening.

PANAMA, October 26.—"Within three weeks or a month the channel of the Panama Canal will be open again to navigation," said Donald F. McDonald, formerly geologist of the canal commission, who arrived here recently. "From that time on the dredges can keep ahead of the slides, provided something utterly unforeseen does not happen. The work now going on is the most effective that can be done in the circumstances."

Major-General Goethals, governor of the Canal Zone, conferred today with Mr. McDonald and the latter made his prediction as a result of his study of the earth slides into the channel during the last month.

The value of the coal production for 1914 for the Union of South Africa showed a slight gain over that of the preceding year, the total value of the sales amounting to \$10,992,914, as compared with \$10,903,186 for 1913. The Transvaal and Natal Provinces are the largest producers of coal, the Transvaal sales for 1914 amounting to \$5,600,000 and those of Natal to \$4,311,324, while the value of the Orange Free State output was a little under \$1,000,000. The sum realized on the coal product of the Cape Colony was only a little in excess of \$150,000.

General Review.

The Coal Business Is Booming Because Business Generally Is on the Upturn.

Two things are giving the coal trade an appearance and a reality of prosperity such as has not been seen for about four years. One of them is a general upturn in general business, which is now felt from the Atlantic to the Rocky Mountains. The other is the influence of the policy pursued by buyers all summer to delay purchases.

The most gratifying feature of the market this week is evidence of a decided improvement in business conditions. Those who have been watching the trade for some months have seen that general business was coming out from under the lethargy, which has bound it for three or four years. Indeed, the coal trade and business, as a whole, have not had much vim for the last seven or eight years. All through this month, however, manufacturing concerns have been enlarging their production programs in a way that has not been seen since 1898. In immediate response to this better feeling of business conditions, there has come also quickening of financial operations. Banks are permitting the expansion of financial programs in a way that has not been encouraged for a number of years. Some big financing that is now being done is an indication of the attitude of the banks on that question.

Now the coke business is beginning to boom. This speaks at once of the activities in the iron and steel trade. It has been known for some time that iron and steel activities have been greater than heretofore, but this was attributed first to the influence of orders for war munitions from abroad. Lately, however, the sales to foreign buyers have been augmented by sales to domestic factories. This is indicated by the buying by the railroads in the first place, and then by the factories through New England and later buying by factories in Ohio and Indiana, and recently by heavy specifications from factories in Illinois and Iowa. As a matter of fact, the tremendous demand for iron and the sudden opening up of furnaces and foundries has come faster than coke ovens could be put into shape and supplied with men. As a result in some places coke is a dollar a ton higher than it was last week, and pretty generally coke prices are up this week fifty cents from what they were a week ago.

All of this, of course, reacts upon the coal trade bringing a decidedly better demand for the steam sizes of coal. Nearly everywhere there is enough demand to absorb the larger offerings, which are incident to the production of the seasonable supply of domestic coal. One of the best indications in this direction is the price of fine coal, which normally at this time of year run off rather sharply.

Another influence making for better prices on steam fuel is the shortage of railway equipment which in the east is especially pronounced. This is helped along by the shortage of labor at some of the eastern mines.

A secondary influence upon the market has been the effect of the belated buying of domestic coal. In this review it has been pointed out quite a number of times, that owing to the money shortage and other things the people were not buying last summer the customary amount of coal. Several months ago, it was predicted that there might be some distresses for domestic coal this year. The weather has remained favorable for the householders, up to now, but even under these favorable conditions the supply of coal is not more than enough to go around. The technical position of the market is that with consumption below normal, supply and demand are today at about a balance. This makes its own prophesy as to the future. That is, weather of this kind cannot possibly endure through the winter and, therefore, there is going to be a bigger and stronger demand for coal. That being the case, there is no escape from the conclusion that we must have a coal shortage unless conditions change rapidly in the meanwhile. The fact of the present balance between supply and demand and the assured fact of a coming shortage of coal work together to induce the operators to get a strong price now.

Chicago Market.

Buying of Domestic Coal Is Heavy—Prices Are Firm and Screenings Are in Good Condition.

Office of THE BLACK DIAMOND,
CHICAGO, October 28.

In times such as these it is not proper to consider the Chicago coal market solely from the standpoint of those things which influence prices and demand strictly within the geographical limits of one city alone, but rather to try to consider the various influences which bear down upon the whole big producing district of which Chicago is the distributing center. Looking at it in that broader light, the number of developments are quite important. In Chicago proper there are some spectacular improvements in the production programs of certain classes of factories. In the bigger territory, which embraces northern and central Illinois, all of Iowa, part of Wisconsin and the northwestern states there is growing evidence that factories which operate on a smaller scale are having the best business they have had for the last four years. This means, of course, an increased demand for steam coal.

In this same larger zone it is also true that the farmers have been delayed by rains and other causes in the matter of moving their grain to market. Several important embargoes have been removed with the result that the farmers are taking advantage of the fine weather to get their crops to market. This has a two-fold effect to increase the buying of coal by railroads and increases the sale of coal by retailers.

Another major influence bearing down upon this district is that the eastern mines which supply a certain amount of coal to these western consumers are being forced to get along with a short supply of cars.

As an example, Franklin county coal, which is showing a marvelous increase in production this year, is selling in relatively small volume to the domestic trade in Chicago and when it does sell, is moving at price concessions considered from the point of view of circular. Purely local reasons, such as wars among retailers, explain the necessity to cut the price inside the city. In the country, however, where demand for preparation is more exacting, and where the larger influences are felt, the demand for coal is strong and prices are firm. Indeed, the technical situation of the country market is such that only a few days of cold weather will be necessary perhaps to bring the prices to premium level.

The screenings market has been stronger, fifty cents being the absolute minimum in the city, with fifty-five cents in most cases and sixty cents being the minimum in the country. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.80	\$1.75
Egg	2.80	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.45	1.40
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.55@1.65	.50@.60

The Williamson county operators in the larger territory are selling coal for somewhat variable prices, but at the same time the technical position of the market is strong. That is, the retailers are beginning to move out coal to the farmer trade and are taking in more to replenish their stocks. It is a weather market, however, which means that a few days of cold weather would probably advance all prices to a minimum of \$1.75 if not higher. Even in Chicago the demand for this coal is increasing for the domestic trade because of the equipping of apartment houses with down-draft furnaces which can use the washed sizes. The fine coals are moving better than they were last week, because manufacturing business generally is heavier than it was. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

Saline county coal is quotably unchanged, both as to prices and conditions from what it was last week. There is a slight tendency to greater strength in screenings. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15
Screenings	1.55¼@1.65	.50@.60
1½-inch lump.....	2.35	1.30

The warm weather influenced central Illinois coal a little. Heretofore the mines have been behind on orders for domestic coal, but this week

have caught up and some few have unsold coal on track at the mines. The weather explains the situation. Screenings, however, are a trifle easier than they were last week. Then the prevailing price was about fifty cents, but today some of the coal can be had for forty-five cents. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Central Illinois—		
Lump	\$2.57	\$1.75
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.27@1.32	.45@.50

Clinton, Ind., operators are still devoting the major portion of their tonnage to the steam trade and are getting a better demand from the factories in their own state. Not much of that coal is moved to Chicago. The prices on screenings range from fifty-five to sixty cents. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.37@1.42	.60@.65

Knox county operators are getting better steam business from the home trade, but the domestic business is about firm. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.52	.65

Anthracite is about the same as it was last week, showing perhaps a little improvement. Then the warm weather had slowed down the sales. That continues to be true, with the exception that this week orders are a trifle heavier.

The spot demand for smokeless coal is very light. The operators have made a few sales occasionally of mine run in Chicago at \$1.40, but most of the business is in so-called smokeless coal, which is off-grade at a lower price. Some of this off-grade coal moves at \$1.20 and prices range from there up to circular. Lump and egg are a trifle easy because of the weather, prices ranging from \$2 up to an occasional car sold at circular of \$2.25. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run.....	\$3.45	\$1.40
Lump and egg.....	4.05@4.30	2.00@2.25

Producers of the better grades of Somerset county coal are practically out of the market because of the short car supply and the slow movement. On that account, more than because the demand is strong, the prices are firm at circular, with the exception of lump and egg, which in the country are a little easy. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run.....	\$3.40	\$1.40
Lump and egg.....	4.05@4.30	2.00@2.25

Genuine high-grade Hocking is selling at \$1.75 in Chicago. Off-grade Hocking is selling in the surrounding territory at \$1.60. The movement is not booming, but is better than it was. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
Domestic lump.....	\$3.25@3.40	\$1.60@1.75

The movement of splint coal is governed by the car shortage, which is becoming more pronounced this week. None of this coal is sold in Chicago, but the outlying territory is taking some at \$1.50, for open cars, and \$1.60 for box cars. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1½-inch lump.....	\$3.15@3.40	\$1.25@1.50

The eastern Kentucky situation is stronger, first, because of car and labor difficulties at the mines, and, second, because the demand in the big distributing zone has finally caught up with the supply. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump.....	\$3.65@4.15	\$1.75@2.25
Egg	3.25@3.75	1.35@1.85

The coke market has a runaway tendency. Connellsville coke is quoted at \$5.50, with the understanding that these prices will not be protected longer than from hour to hour and with predictions that double the present oven price may be obtained within a week or so. This makes equally strong the price on by-product foundry and furnace coke and it has a tendency to firm up the domestic sizes to \$5.25. The prices up to Thursday were:

	F. O. B. Chicago.
Coke—	
Connellsville	\$5.50
By-product, foundry	5.50
By-product, egg and stove.....	5.25
By-product, nut	5.25
Gas house.....	4.00

Pittsburgh Trade.

The Coal Trade Is on a Basis of Solid Prosperity and Coke Prices Show a Runaway Tendency

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., October 28.

The coal trade of this district is experiencing about the liveliest sensations that it has undergone for the past year. An unprecedented demand; a healthy advance in prices, firmly maintained, with all indications pointing to still higher figures in the near future; a decided shortage of cars; and, a labor situation that is causing considerable annoyance, combine to keep the eyes of the trade pretty wide open. While the present conditions may prove temporary and a relapse set in, the symptoms are that the changed conditions are here to stay at least for some months to come.

Considerable inquiry is abroad for almost all grades of coal, in addition to continued heavy requirements on contract, and it is pretty hard to locate the market. Different localities are in shape to deliver or not to deliver coal according to the immediate local conditions, differences in freight, and shipping facilities.

Gondola cars are not to be thought of, it seems, and much complaint is heard of in both coal and coke shipping centers. Considerable inquiry has been out the past week for lake coal, and it looks as though there would be a skirmish during the next few weeks to get a supply through, by those who are not yet covered—and here again both car and vessel capacity seem lacking—largely attributed to heavy grain shipping in the northwest.

The Jones & Laughlin Steel Company are in the market today for forty thousand tons of low sulphur coking coal, for their by-product ovens, in South Pittsburgh, and many smaller lot inquiries are made for both slack and lump coal.

The retail trade, owing to free buying a month ago, during a cold snap, and warm weather since, is not as active as usual at this date, and the continued warm spell will lighten November buying considerably, as bins are still pretty well filled up.

As stated above, a market price is hard to quote, some operators naming much higher figures than others. Those that have no free coal generally quote the higher, and those that have coal to sell, the lower. As near as can be learned the quotable market would be as follows, f. o. b. mines:

Slack	\$0.80@ .90
Run of mine.....	1.15@1.25
¾ screened lump.....	1.25@1.40
5/4 screened lump.....	1.40@1.50

Some of the larger producers quote an average of ten cents a ton above these figures, and buyers claim to be making purchases at slightly less. Pan Handle slack has been sold the past week at seventy and seventy-five cents, but other slack seems scarce, and \$1 is said to be the asking figure by many.

The coke market has had many surprises during the week past, an increased demand having developed and prices fluctuating between \$2.50 for spot furnace, and \$2.75, with contract averaging \$2.50, the difference between spot and contract being explained by the present labor situation. One producer said this morning he had closed for 10,000 tons spot furnace at \$3 and that his asking price on contract was \$2.85. Foundry coke also shows sharp advances according to quotations made today by producers of old basin Connellsville standard coke, spot being held at \$2.65 to \$2.75 and contract at \$3 to \$3.50 for first quarter. Crushed coke of all sizes can be quoted at \$2.50 to \$2.75, the larger sizes commanding the higher figure. The Connellsville region is practically sold up to capacity, and even stock coke, or cullings, is bringing \$2.25 and hard to get. The continued advances in pig iron, and the steadily increasing prices of all iron and steel products, has brought coke back into its own, and any producer that could supply 15,000 or 20,000 tons per month now could have practically his own price.

Personal and News Items.

Abe Austin, president of the Kanawha Fuel Company of Milwaukee, spent some days in Pittsburgh this week.

The Delmont Gas Coal Company of Delmont, Pa., with offices in the Park building, Pittsburgh,

will begin marketing their output of about 600 tons daily, November 15, their new tippie now nearing completion.

J. E. Vincent, general sales manager of the Bertha Coal Company, has been spending some days in Ohio in the interests of this company.

A young son arrived at the home of W. G. Ireland, general sales manager of the Jamison Coal & Coke Company, on the 23d inst., and to this fact Mr. Ireland attributes the big boom in both coal and coke.

The Rich Hill Coal & Coke Company, located near Outcrop, Pa., with 120 ovens, will operate at full capacity just as soon as men can be secured to run in full. The company have increased their ovens in blast to sixty-four at the present time and have orders for running in full.

It is reported that the Frick Coke Company has closed a large contract with the West Penn Traction Company for power for use in its mines in the Connellsville District. This contract would add over \$100,000 to the annual income of the traction company. The officers of the company state that while negotiations are on they have not yet been closed.

West Virginia has granted charters to two new coal companies, the Lundale Coal Company, Huntington, W. Va. Capital, \$200,000. Incorporators: George W. Jones, Red Star, W. Va.; George M. Jones, Oak Hill, W. Va.; Angus McDonald, V. L. Black and O. P. Fitzgerald, of Charleston, W. Va.; and the Pickshin Coal Company, Stone Creek, W. Va. Capital, \$50,000. Incorporators: J. C. Sullivan, Tralee, W. Va.; Dr. J. A. Wood, Sullivan, W. Va.; D. Forest Early, J. E. Tolliver, C. H. Mead, Ostego, W. Va.

Alleging that the Connellsville Coke Company removed Connellsville coking coal from under the Schumaker farm, in Upper Tryone township, the H. C. Frick Coke Company, through its counsel, Sturgis & Morrow, today filed a suit in trespass against the Connellsville Coke Company for treble damages. It is alleged that from June 1, 1913, to the present time, the Connellsville Coke Company removed 43,663 bushels of coal from under the Schumaker farm, the property of the H. C. Frick Coke Company. The value of the coal taken is given as \$873.26, and treble damages, as allowed by the law, or \$2,619.78, is asked in the suit filed today.

Indianapolis Trade.

INDIANAPOLIS, IND., October 28.—(Special Correspondence.)—The demand for steam coal in Indiana is improving steadily. The prices have not advanced, but they are steady and there is a greater degree of optimism among the dealers and operators than there was at this time last year. Most of the mine run coal is being sold at contract prices. The tonnage of mine run is increasing and is much larger than it was in October, 1914.

The demand for Indiana coal among the Chicago buyers is quite satisfactory; that is, considering the conditions that have existed for the last few months. The movement of Indiana coal to Chicago is better than it was a few weeks ago. All of the industrial centers are showing an improved demand for steam coal. Several big plants are about to close war orders that will help the demand for steam coal. One concern here is about to close for a million dollars' worth of automobile trucks for one of the European nations. Other factories throughout the state are getting the benefit of war orders, but the greatest factor is the big corn crop that is being harvested. The smaller cities and towns bid fair to be in much better shape than they were last winter, which will help the coal trade—especially the demand for domestic. The trade in domestic here is steady.

Some of the retailers are having difficulty in filling their orders for domestic coal, particularly for the West Virginia and Pennsylvania coal. There is no trouble getting plenty of Indiana coal for the reason that transportation facilities are good. There is the usual amount of free coal on the market for October and it is selling readily at prices that are considered fairly good if not strong.

The following prices are being quoted by the wholesalers:

Indiana—	F. O. B. Mines.	F. O. B. Indianapolis.
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1¼-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.70@ .75	1.20@1.25

Nos. 5 and 6 screenings.....	.55@ .65	1.05@1.15
2¼-inch domestic No. 4.....	1.50@1.55	2.00@2.05
No. 4 domestic.....	1.60@1.65	2.10@2.15
Nos. 5 and 6 domestic.....	1.40@1.60	1.90@2.10
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15

Southern Indiana Field—
Mine run..... 1.05@1.10
Domestic lump..... 1.40@1.50

The Faries Coal Company, Oakland City, Ind., capital \$1,000, has filed articles of incorporation. The directors are H. C. Faries, Onie Faries and Wm. T. Fletcher.

St. Louis Trade.

St. Louis, October 28.—(Special Correspondence.)—The summer weather we have been having for the past ten days has put quite a crimp in the domestic demand for coal. Nearly all of the mines in Franklin and Williamson counties, however, had enough orders on hand to run them through this period up to date. But if this warm weather continues for another week the operators will have to curtail their output. In fact nearly all the operators have signified their intention of doing this in order to meet the situation. It seems to be the logical thing to do. The prices are holding up well and all operators feel that it would be very foolish to break the prices at this time of the year on account of a few days of warm weather. They feel that it is wiser to curtail output rather than do this.

Furthermore the price on screenings and fine coal is so low that a break in price on domestic sizes could not be justified. The mine run average at the present time is very low.

The retail yards around town have had a very slack business for the few days, but as the buying seems to be entirely seasonable they expect a still bigger rush the minute the cold weather sets in.

Fine coals, on the other hand, stiffened up a little bit, owing to the slightly smaller production, and most of the operators are of the opinion that we are over the hill in regard to the screening proposition, and from now on prices will improve rather than decline.

Prices in general remain about the same. The prices on Standard coal are as follows:

Standard Coal—	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.....	\$1.30	\$1.87½
6x3-inch egg.....	1.25	1.82½
2-inch lump.....	1.05	1.62½
Steam egg.....	.90	1.47½
No. 1 nut.....	1.15	1.72½
No. 2 nut.....	.80	1.37½
Mine run.....	.85	1.42½
Screenings .....	.40	.97½

Staunton and Mt. Olive coals are moving readily, both locally and through the north.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.....	\$1.50	\$2.07½
2-inch lump.....	1.25	1.82½
Screenings .....	.40	.97½

Williamson county coals are in good demand and the prices are unchanged. Screenings from Williamson county are in much better shape than they were a month ago.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.....	\$1.60@1.75	\$2.22½@2.47½
3x2-inch nut.....	1.50@1.75	2.32½@2.47½
Screenings .....	.50	1.22½

Franklin county mines are all running full time and are finding a ready market for lump. Egg is lagging a little and No. 1 is also. However, prices are being rigidly maintained and if the warm weather continues it is likely that the output will be cut down a little to meet the situation. Fine coals from Franklin county are firm. The operators have adopted the policy of dumping the fine coals on the ground and large piles are now accumulating, on the No. 5 and small nut sizes.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.....	\$1.75	\$2.47½
No. 2 stove.....	1.50	2.22½
Screenings .....	.60	1.32½

Anthracite is in good demand in the country, on the chestnut size particularly. Locally demand has eased off a little, though it is still fair.

Anthracite—	F. O. B. St. Louis.
Chestnut	\$7.55
Stove or egg.....	7.30
Grate	7.05

Smokeless—	F. O. B. Mine.	F. O. B. St. Louis.
Lump or egg.....	\$2.25	\$4.75
Gas House Coke—	F. O. B. St. Louis.	
Gas house coke.....	\$4.25	
By-product coke (all sizes).....	4.50	

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

Denver Trade.

DENVER, October 28.—(*Special Correspondence*.)—There has been much discussion recently in coal trade circles regarding a proposed merger of large operating concerns, including the Victor-American Fuel Company and others of equal importance but not including the Colorado Fuel & Iron Company. That the matter has been under consideration for some time is not denied by those interested, and contemplated plans for the consolidation are, it is said, now receiving the attention of legal experts.

J. C. Osgood, president of the Victor-American, declares that the purpose of the consolidation will be to reduce the cost of management, increase efficiency in operation, lower cost of production and thus extend the market for Colorado coal into territory now supplied from other states. As the proposed merger does not include the Colorado Fuel & Iron Company, which produces thirty-five per cent of the state's tonnage, competition will still prevail and no monopoly would exist. Before leaving for New York, he issued the following statement:

"The coal mining industry of Colorado is in a very unsatisfactory condition. Few of the operators are realizing any profit from the business, and some are operating at a loss. This is not a result of the recent strike, but of conditions which would have existed if the strike had not occurred. On account, however, of the losses incurred during the strike some of the operators are not in a financial position to continue much longer under existing conditions, and unless something is done to remedy the situation widespread disaster may result to one of the most important industries of the state, which, in the nature of things, will unfavorably affect all of the other industries of the state and increase the already unfavorable opinion of eastern bankers toward investments in Colorado.

"The reasons for the depression in the coal business are many, but the principal ones are:

"First—Increased cost of mining without any adequate increase and in many cases a reduction in selling prices. In the ten years, 1905 to 1915, the cost of mining has increased a little more than forty cents per ton on the average, the larger part of which has resulted from two voluntary increases in mining price and wage scale given to the employees in 1907 and 1912, and the reduction of working hours twenty-five per cent by the operation of the eight-hour law at the former daily rate of wages.

"Other increases in cost have been the expense incurred in complying with the mining law adopted in 1910 and in promoting the safety of the mines; the recently adopted employees' compensation law, which is now adding materially to mining costs; the increased cost of mine timbers and other mine supplies and the smaller tonnage and idle time brought about by the fact that the productive capacity of the mines of the state is far in excess of the demand from the territory in which Colorado coal can be marketed.

"The railroads, under the terms of their contracts, have paid a portion of the increased cost of mining, but there has been no general increase in the price of coal for domestic consumption and in many cases there have been reductions.

"Second—Opening and development of new mines. During the ten years, 1905 to 1915, no new markets have been opened which could be supplied from Colorado mines, and the competition from other states—Wyoming, New Mexico, Kansas, Oklahoma, Missouri and Illinois—has driven Colorado coal from much of the most desirable territory it formerly supplied. Natural gas and oil have taken the place of coal in many parts of the southwest formerly supplied from Colorado. The most serious element in bringing about the existing over-capacity has been the mines opened in Routt county, which are now producing from 80,000 to 100,000 tons per annum, all of which has to find a market in territory which was already fully supplied by mines which had previously been opened in other parts of the state.

"To further complicate matters, the Colorado public utilities commission has, by a recent ruling authorized the making of rates on coal mined in western Colorado regardless of geographical location and distance, which, if put in effect, will bring a very large additional tonnage into eastern markets already supplied.

"It has been suggested as a remedy for this deplorable situation to consolidate a number of the mines under one management. Such consolidation would have to be made strictly in accordance with the provisions of the Sherman anti-trust law, and would prove to be of material advantage to the employees and the public, as well as to the coal mine operators.

"It would not be the purpose of such a consolidation to increase the normal price of coal to the consumer, but its advantage would be gained from reduced cost of management, increased efficiency in operation, consequent lower costs of production and the extension of the market for Colorado coal into territory now supplied from other states so that mines can be kept in full operation and the tonnage produced in the state materially increased.

"The employees would be benefited by having steadier work and larger yearly earnings.

"The public would be benefited directly by an assurance of an adequate coal supply at normal prices and indirectly by the prosperity of one of the most important industries of the state.

"The consolidation would not result in any monopoly, as it would not include the Colorado Fuel & Iron Company, now producing about thirty-five per cent of the tonnage, nor a number of other companies in different parts of the state. The consolidation would still have to market its coal in sharp competition with coal mined in Wyoming, New Mexico, Kansas, Missouri, Oklahoma and Illinois, and that mined in Colorado by the Colorado Fuel & Iron Company and other companies.

"In a recent decision of the highest court in England, which upheld the consolidation of practically all the mines in two coal fields in Australia, this language is used:

"It can never be of real benefit to consumers of coal that colliery proprietors should carry on their business at a loss. * * * Where these conditions prevail, the less remunerative collieries will be closed down, there will be great loss of capital, miners will be thrown out of employment, less coal will be produced and prices will consequently rise. * * * The consumers of coal will lose in the long run if the colliery proprietors do not make fair profits or the miners do not receive fair wages. There is in this respect a solidarity of interest between all members of the public."

"Nothing is being done toward effecting such consolidation except a careful investigation, which is now in progress, of the advantages to be gained.

"It is almost needless to say that neither Mr. Rockefeller nor the Colorado Fuel & Iron Company have been or will be consulted about this matter, and that they will not be interested directly nor indirectly in the consolidation, if one is effected."

Oklahoma Trade.

OKLAHOMA CITY, OKLA., October 28.—(*Special Correspondence*.)—The threshing season, on which Oklahoma operators and sales agencies depend so much to "pull them through" the summer months, has been a keen disappointment to most of them. The trouble was not due to a short wheat crop, for never before in the state's agricultural history, extending over a period of twenty-six years, had there been such a bountiful yield of small grain. But no sooner had the grain begun to ripen than a series of heavy rains set in, continuing almost to the present time. The excessive dampness prevented all threshing operations, except during the short periods of sunshine between the rains. The result is that much—perhaps thirty-five per cent—of the entire crop still remains in the fields, unthreshed, and mostly worthless. Of the remaining sixty-five per cent, not more than half was threshed in dry condition.

The consequence is far reaching. To begin with, there was a falling off in the amount of coal needed for threshing purposes, a falling off directly in proportion to the amount of unthreshed wheat, in fact. Also, the mills (and these burn coal for fuel) over Oklahoma are running half time and less, owing to the scarcity of milling wheat within the state and the difficulty of buying outside wheat because of little grain being thrown on markets in other wheat growing sections. Then naturally enough, the railroads, by reason of having less grain and grain products to handle to and from mills, are using considerably less locomotive fuel.

In fact, the weather man had a sure enough grudge against the coal industry in this section all summer long. Ordinarily Oklahoma sunshine furnishes five and many times six good months for the ice plants. This summer was rarely cool, and less than one-half the usual amount of ice was made and sold in the state this season.

Also, the cotton crop was injured materially by the extremely cool summer weather and excessive moisture. Cotton is planted in May

and is ready to pick the last of August or first of September in this latitude. It is, as most everyone knows, a dry weather crop. No cotton was picked in Oklahoma this fall until after the first of October, and neither quality nor yield are good. During normal years there are about five thousand cars of coal used (mostly run-of-mine, nut and pea) in the cotton gins and oil mills of the state. This year the amount will be cut in half.

Members of the coal fraternity have been named the most hopeful people on earth. To them there is a snow-storm lining to every cloud, from October till May. The M. H. P. O. E.'s in Oklahoma are loyal to the clan! In fact, during these warm October days, with the thermometer registering around 80 during the daytime, coal dealers, operators and sales agencies have read somewhere that the Cheyenne tribe of Indians, over in the western part of the state, are busy building brush windbreaks around their tepees in anticipation of a very severe winter, which their medicine-men have foreseen in many signs, and because of this fact are putting great store in the future. One of the large sales agency managers said a few days ago: "The Indians are predicting a cold, severe winter, and they usually get it down about right."

Due to the fact that the prices on all grades of Oklahoma coal reached the "high water" mark October 1st, and will continue unchanged until April next, and further to the warm weather prevalent at the present time, there is a surplus of McAlester and Wilburton lump at most of the mines. The smaller grades are moving out promptly, going mostly to gins and cotton oil mills, in Oklahoma and Texas.

List is being strictly adhered to by all sales companies. The price list for the field is given below:

McAlester—	
Domestic lump.....	\$4.25
Commercial lump.....	3.75
Nut	3.00
Slack	1.10
Chestnut	2.35
Mine run.....	2.75
Wilburton—	
Domestic lump.....	\$3.75
Commercial lump.....	3.25
Nut	2.75
Mine run.....	2.35
Chestnut	2.25
Slack	1.10
Henryetta—	
Domestic lump.....	\$3.25
Commercial lump.....	2.75
Mine run.....	2.00
Nut	2.50
Slack .....	.90
Sans Bois—	
Fancy lump.....	\$3.00
Domestic lump.....	2.75
Nut mix.....	1.50
Slack	1.25
Mine run.....	2.00

Oklahoma Personal Items.

The Southern Fuel Company of McAlester is now operating the mine and washer at Savanna, formerly operated by the Dow Coal Company.

The M. B. Schofield Company is furnishing most of the state coal this season. They are now supplying 1,000 tons of Sans Bois semi-anthracite mine run to the state university at Norman.

Ernest Ingram, formerly assistant sales manager for the Creek Coal & Mining Company, Henryetta, Oklahoma, has accepted a similar position in the division office of the Fidelity Fuel Company, Oklahoma City. Mr. Ingram is a live wire in the coal game and will bring many friends to the company with which he is now associated.

Recent heavy rains in eastern Oklahoma, resulting in extreme high water in the vicinity of McAlester, has been the cause of cessation of operations in no less than three large mines in the McAlester district, due to water getting into the workings. One mine, Adamson No. 2, will likely not produce any coal for thirty days.

Oklahoma City dealers are preparing a unique billboard advertising campaign, in an effort to educate people away from gas as a heating fuel. Billboards, attractively pictured and lettered, are being prepared by a local poster advertising company. Each contains a different approach to the subject. The written matter is short and suggestive, with these words appearing conspicuously on each board: "Burn Coal." None of the dealers' names appear on the signs, but some eight or ten of the leading coal merchants are pro rating the expense and expect to profit thereby.

Detroit Trade.

DETROIT, MICH., October 28.—(*Special Correspondence*).—Something of an easing off in demand for both steam and domestic coal has developed during the week, being most noticeable to domestic sizes.

The occasion for diminished activity in the steam coal trade is not quite apparent unless it happens that a considerable number of the large consumers may have acquired supplies which relieve them of the necessity of buying for a few days. The situation does not, however, represent a serious falling off in business and some of the shippers expect it may precede a period of enlarged activity that will more than offset whatever decrease they may sustain in present sales.

In general, business is good and seems to give every indication of continuing on a satisfactory basis through the winter. Fine coals are most active and some of the shippers complain they are having difficulty in obtaining enough stock to supply their customers. The situation is complicated somewhat by car shortage along the lines of the C. & O. and Erie & Western, while there are reports also of inadequate car supply on Pennsylvania lines in the Pocahontas mining district.

The loss of interest in domestic sizes, in the opinion of shippers is wholly attributable to the continued warm weather. Temperature conditions of the week have been strongly suggestive of Indian summer, though the nights are sufficiently chilly to make a fire quite desirable for comfort, even if only a small amount of fuel is used.

With consumers of domestic coal holding back on their orders, the retailers are not coming into the market in any great number. Any sudden change of temperature to more wintry weather might produce considerable inconvenience to retailers whose stocks are low and probably would cause more serious difficulty for consumers who have neglected getting a fuel supply.

Practically the same conditions are noted in the anthracite trade. The retail yards are apparently far behind on delivery, owing to the withholding of orders by consumers and the business coming to shippers is meager, the amount being sufficient, however, to demonstrate that serious conditions may be expected in case of any more pronounced shortage of cars in the east. Consignment coal is arriving only in moderate quantities and except for lump and egg sizes is sold without serious delay. The sales at sacrifice prices are infrequent, although not altogether eliminated.

In the lake trade very little change is apparent. Some of the shippers are endeavoring to increase their shipments, but the demand for carriers in the grain trade has left few freighters available for moving coal.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$1.00	\$2.40
Mine run.....	.90	2.30
Slack.....	.60@.75	2.00@2.15
West Virginia Splint—		
Four-inch lump.....	1.45@1.75	2.85@3.15
Two-inch lump.....	1.20@1.40	2.60@2.80
Three-quarter.....	1.10	2.50
Mine run.....	.90	2.30
Nut, pea and slack.....	.55@.65	1.95@2.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.40	3.00
Kentucky Splint—		
Lump.....	1.60@1.75	3.00@3.15
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85@.95	2.25@2.35
Mine run.....	.70@.80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.60	2.75
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.50	2.65
Three-quarter lump.....	1.35	2.40
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.05	2.20
Mine run.....	.95	2.10
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

W. E. Besancon is chairman of a special committee of six appointed by the Detroit Coal Exchange to confer with the village council of Highland Park to obtain a hearing for the coal

men before the village takes final action on the pending ordinance, by which it is proposed to punish by fine any dealer delivering to customers in the village anthracite or bituminous coal containing more than five per cent moisture, furnace coke with more than eight per cent moisture and small coke containing more than ten per cent moisture. At the last meeting of the village council one of its members suggested adoption of a rule requiring sale of coke by measure instead of by weight.

After having served for some time as a representative in Detroit of the Sunday Creek Coal Company, James A. Greenwald has engaged in business for himself. He has opened an office at 1011 Majestic building.

Business of the Matthew Eddy Company of Cincinnati is now being handled in Detroit by Frank Zay.

Cleveland Trade.

CLEVELAND, OHIO, October 28.—(*Special Correspondence*).—The past week was a surprisingly dull one in coal circles. Apparently the demand dropped off suddenly, while the supply increased from accumulated shipments which were late in arriving. Another feature has also entered into the situation which may complicate it for some time, unless there should be a big drop in the temperature. Jobbers made their usual provision for cold weather and a consequent increase in demand at this time of the year, but instead the past few days have been rather on the warm order and the demand did not develop. This has had as much to do with the over-accumulation of coal as anything else and it will probably be difficult to govern, since the orders have been placed and preparations made to fill them. Then, too, there would be some danger in halting the supply because of the possible drop in temperature which should not be far away.

Coal is still going up the lakes at about the usual rate for the season. Little tonnage is being offered and there is yet no tendency to pay a premium except in special cases. There may be a rush at the end of the season, but this is by no means certain. It will all be governed by business conditions which look very encouraging, in a general way, at this time.

It is understood that the amount of lake coal moving from the Pittsburgh district will compare very favorably with last season. Unless some unforeseen difficulty presents itself it is expected that this will continue until the close of navigation. While there was still a supply left over at the upper lake ports in the spring, it moved with sufficient rapidity during the summer months to furnish a good amount of dock capacity for the present shipping season.

The demand for domestic coals was very light the past week, owing to the prevailing warm weather. Jobbers have been able to catch up with their orders in delivery and are now looking for new business. While the Massillon producers may still be somewhat behind, many of them have brought their deliveries up to within a few days. Some of the mines are not running to full capacity, however, and the car situation is still proving troublesome.

Quotations on the various coals in this market today are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
No. 8 District—		
Three-quarters.....	\$1.05@1.10	\$1.95@2.00
Run of mine.....	.95	1.85
Slack.....	.75	1.65
Pittsburgh District—		
Slack.....	.70@.80	1.70@1.80
Youghiogheny—		
Slack.....	.85	1.85
Smokeless—		
Lump.....	2.10	3.55
Egg.....	2.10	3.55
Run of mine.....	1.30	2.75
Massillon—		
Lump.....	2.50	3.20
Nut.....	2.50	3.20
Slack.....	.90	1.60
Cambridge—		
Three-quarters.....	1.10	2.00
Run of mine.....	1.00	1.90
Slack.....	.90	1.75
Goshen—		
Slack.....		1.60@1.65
Fairmont—		
Slack.....		1.90
Kentucky—		
4-inch block.....	1.90@2.00	3.15@3.25

Oklahoma City schools are being heated with coal again this year. This time against ten-cent gas. In other words, the gas company proposed putting gas for all the city schools, thirty-five in all, through one meter, at ten cents per thousand feet. Their offer, however, was refused by the Board of Education because of the uncertainty of fuel during cold weather in case of breakage of gas mains.

Birmingham Trade.

BIRMINGHAM, ALA., October 28.—(*Special Correspondence*).—There is no question as to the general improved mining conditions, but some of the coal men are not fully satisfied with the existing tonnage, as it has not met fullest expectations. The real fact is that Alabama can mine a far larger tonnage than she has a developed trade, and those who are a little pessimistic, are the ones who have expected a full capacity to the fullest and largest tonnage which could possibly be gotten out. For instance, with the number of mines now operating, between 20,000,000 and 25,000,000 tons could be produced for the year, while the market demand is only from 15,000,000 to 17,000,000 tons. Thus it is, that some are not yet satisfied with business which is in hand. A further proof of better feeling is the fact that one of the large mining companies has restored a twenty per cent wage cut which was made about the advent of the war.

The development of trade still goes on down the Warrior river and a goodly tonnage is now going to gulf ports by that route.

Steam coal trade is fairly good and with the cotton oil mills all over the south running quite a good tonnage is supplied for this purpose. The demand for the bunker trade to the ports is good, though not so large as it would be if more ships were running, but there is some increase in this business, too.

Domestic trade is holding up well with good trade in hand by both operator and retail man.

Blacksmith coal trade is only fair. There is a steady production of coke in this district. The by-product ovens are losing no time in their operation, and the coke demand is sufficient to eliminate any accumulation of any consequence in this district. With the heavy production of pig iron, the steady operation of foundries and machine shops and other plants where coke is consumed, the maximum output almost is warranted. Good prices obtain for coke.

The Summit Coal Company of Summit, Walker County, has been incorporated with authorized capital stock of \$25,000.00 by James L. Davidson, E. D. Reynolds, James Gallacker, all of Birmingham. This mine is opened on the Black Creek seam of coal. Machines and equipment will be put in to mines from one hundred and fifty to two hundred tons per day.

A large deal in coal lands has been concluded in Cullman county. A tract of 2,840 acres was bought. The property was owned by the Stouts Mountain Coal & Coke Company, a corporation controlled by Birmingham interests. W. L. Sims, as trustee, is the purchaser. All mining interests have been leased, and getting out coal from Black Creek seam will be begun soon. When formerly worked this company had a capacity of three hundred to five hundred tons per day.

It is expected that the mine will be brought up to about that amount of tonnage.

Prices for October and the balance of the year:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Red ash Cahaba lump.....	\$3.00	\$3.50
Red ash Cahaba lump.....	2.75	3.10
Red Ash steam size.....	1.20@1.35	Frts. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut.....	1.75	2.05
Washed steam.....	1.35@1.60	Frts. rate 30c
Mine run.....	1.85@1.40	Frts. rate 30c
Jefferson Steam Coal—		
Mine run.....	1.15@1.25	Frts. rate 30c
Walker County Domestic Coal—		
Carbon Hill lump.....	1.75	2.15
Carbon Hill egg.....	1.65	2.05
Horse Creek mine run.....	1.00@1.20	Frts. rate 40c
Genuine Corona—		
Lump.....	2.00	2.40
Egg.....	1.90	2.35
Steam sizes.....	1.25@1.35	Frts. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump.....	3.00	3.30
Cahaba No. 2 lump.....	2.75	3.05
Montevallo domestic prices range from \$3.00 to \$3.25. Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.		

The car shortage, which is general over the United States, is beginning to be felt in Oklahoma. The Hickory Coal & Mining Company, of Tulsa, Oklahoma, are some ten days behind with orders, due to inability to procure empties from the "Katy" road.

On November 1st, E. R. Clayton, manager of the sales for the Harlan Coal Company will become associated with the Wallins Creek Sales Company, as sales manager, with offices at Pineville, Ky.

New York Trade.

Demand for Anthracite Is Affected by the Mild Weather—Bituminous Demand Is Strong

Office of THE BLACK DIAMOND,
NEW YORK, October 28.

Although the mild weather prevailing for the past week or ten days has diverted attention from retail buying of anthracite, the trade continues very active, especially in the production end. The spurt in buying that began several weeks ago left the companies with plenty of shipping orders on hand when the lull in demand set in late last week. What is needed now is a few days of cold weather to start retail buying, but there is no question but that the trade will be so busy in the next few weeks as to keep the operations going on full time.

At the moment, those companies that ship coal west via the lakes, are concerned about getting forward sufficient coal between now and the close of navigation to take care of their western needs. The lake season will close in four weeks, and it is believed by those who have studied the situation that a great deal of anthracite should yet go forward to the docks on the upper lakes. At the moment vessels for lake transportation are scarce, brought about by the transferring of numerous lake boats to the Atlantic coastwise and off-shore trade during the early months of the year; also the diversion of numerous boats to carry grain. The grain rates have been so attractive that many coal steamers have engaged in this work. Moreover, the docks at the head of the lakes are said to be well supplied with coal, which means that they will have to distribute largely during the month to be in position to discharge cargoes that arrive.

In the east the all-rail trade is active, and large quantities of coal are going all-rail in every direction. Business at tide is not so active, but most of the coals are moving freely with very few lots of domestic sizes being sold off circular. Such sales as one hears about at concessions are usually remote, once in a while a lot of coal getting near the demurrage stage at tidewater, and the shipper, in his effort to move it quickly, makes an attractive concession.

Stove is in good demand. So is chestnut, and egg is also moving pretty freely.

In the steam sizes there is not the pressure to secure coal as was the case during the past several weeks, but there is no accumulation at any of the ports, and former prices are being pretty well maintained. There is a steady market for the good grades of No. 1, 2 and 3, and pea coal is also in good demand. Some of the shippers are not accepting orders, except for steel hopper cars. There is a dearth of low side cars, and a great many of these are constantly called for by retail dealers at all-rail points.

In New York city the excellent demand for harbor boats may shortly affect harbor freight rates. Many boats are now being needed for other purposes, and as great deal of anthracite coal is moved on time charters, it is only once in a while there is a call for spot vessels. To give a few instances of the advance of harbor rates, a 900-ton barge that during the summer months would charter for \$4.50 a day, now secures \$9, and a 300 to 400-ton barge that got \$3 during the summer is now securing \$6 and \$7. Flat scows are securing all the way from \$15 to \$20 per day. The rates for the Sound are practically unchanged. Practically no coal is now moving to the Provinces.

New York prices:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	5.55	5.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.30 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation.

The bituminous production continues on a full scale, which means at the moment it is up to car supply. Cars are scarce on most of the east-

ern bituminous roads, and the situation is not improving. It was believed sometime ago that as soon as the large railroads in the east quit stocking coal, that a lot of cars would be liberated, and these would be used for commercial purposes. It appears that in the meantime a great many of the low side cars have been drawn into other lines, so that the steel hopper cars are now about the only ones used exclusively in coal. To add to the shortage of cars, we have frequent interruptions in transportation when the cars are loaded, due to the very heavy shipments of all kinds of products to the seaboard for export. One of the New York tidewater roads last week had to declare an embargo on all freight, so badly had its terminals been congested with merchandise to be transferred to ships.

The spot market has not materially improved. On the other hand contract movement is just about as active as could be expected. The absence of any unusual buying on the part of consumers at this time is held due to the fact that practically all of the principal users of coal for steam making purposes are under contract, and this means that they are either securing coal direct from the operators or from middle houses. So far the middle houses have been able to take care of their contracts, but the moment they find themselves unable to obtain coal at satisfactory prices it is anticipated that they will fail in their deliveries, and this will start a lot of buying from the consumers direct.

Mine prices have improved so that \$1.15 is the minimum for Pennsylvania coals. This means \$2.70 f. o. b. vessels, New York harbor. There is very little free coal at the local piers, and choice grades are held at \$2.80 and up, with fancy grades quoted at \$3 and up. Slack is quoted all the way from seventy-five cents to \$1.10, according to the region and freight rate.

The export trade is still hampered through the lack of vessels. The demand for export is healthy, but buyers do not want to pay the present prevailing rates of freight, which mean in case of shipments to the Mediterranean of about six times the price of the coal f. o. b. vessels, and about three to four times the price of coal f. o. b. vessels if for South American destination.

The Vessel Situation.

The coastwise vessel situation is easy. The weather has been ideal for the movement of boats and barges coastwise, so that prompt schedules are being made. As the bulk of the coal moving into New England is in vessels controlled by the coal companies or else under time charter, there is very little call at the moment for spot tonnage.

The off-shore question is fully covered on our export page.

We quote current rates on freight as follows:

From Hampton Roads to Boston, eighty to ninety cents is about the range; to Portland and points east of Boston, from ninety cents to \$1. To sound ports, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to Bridgeport or New Haven, thirty cents; to New London and Providence, forty cents; to Fall River and New Bedford, forty-five cents; to Boston, fifty-five to sixty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.90	\$1.40
Ordinary	2.70	1.20
Medium grades.....	2.65	1.15
Cambria County—		
Best Miller vein.....	3.00	1.45
Medium grades.....	2.80	1.25
Cheaper grades.....	2.70	1.15
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.70	1.15
Indiana County—		
Best grade.....	2.80	1.25
Medium grade.....	2.70	1.15
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia Splint—		
Ordinary grades.....	2.55	1.00
Best gas, ¾-inch lump.....	2.75	1.15
Best grade, run of mine.....	2.65	.90
Gas slack.....		.75@1.10

New York Trade Briefs.

A. Sidney Davison, of A. Sidney Davison Coal Company, No. 1 Broadway, visited Pittsburgh and the central Pennsylvania mining regions last week.

The firm of Hazen & Smith, No. 1 Broadway, has been dissolved. W. C. Smith has purchased the interest of Edward L. Hazen, and will continue the business under his own

name. This firm started in the wholesale business at No. 1 Broadway about a year ago.

W. R. Coyle, general sales manager of Weston, Dodson & Co., Inc., passed through New York on Tuesday, en route to Bethlehem from Newport, R. I., where he spent the week-end.

Malcolm L. Carl, who was formerly with Dickerman & Englis at No. 42 Broadway, has opened up an office on his own account at No. 50 Church street. He will deal largely in bituminous.

C. E. Bockus, president of the Clinchfield Coal Corporation, was up from Dante, Va. several days this week. Mr. Bockus reports that the coal trade in the southeast is so active, that the Carolina, Clinchfield & Ohio R. R. will be compelled to use all of its surplus coal cars, quite a number of which were loaned to other railroads during the slack season.

George W. Hoban, who graduated from the Lehigh University in the class of 1915, has recently been appointed salesman for Long Island and Staten Island for Weston, Dodson & Co., Inc., reporting to the New York office. For some months past Mr. Hoban has been connected with the Bethlehem office, and was given the usual schooling in the mines of the company whose output Weston, Dodson & Co. sell.

Frank J. Honan, vice-president of the Skeele Coal Company, No. 90 West street, New York, surprised quite a number of his friends last week when he announced that he had been married in June last to Miss Julia Buckley, formerly of Binghamton, N. Y. Mr. Honan comes from Binghamton, and he and his wife were school mates. They have been making their home on Washington Heights in New York City.

News was circulated in New York on Monday of the death Sunday of William Hockings, salesman of Weston, Dodson & Co., Inc., with headquarters at Lansdale, Pa. Mr. Hockings and his wife were crossing a railroad track in an automobile, when their car was struck by some freight cars that were supposedly standing still on a sidetrack. Mr. Hockings and his wife were instantly killed. They had been married less than a year.

Announcement was made this week that the Clinchfield Coal Corporation had purchased another lake steamer, which has just been built. This steamer is the twin ship of the "International," which was purchased by the Clinchfield early in the spring, and which has been in service since May taking coal between the southern ports and Galveston. The new steamer will be brought around immediately. It will be named the "Clinchfield" and will be used exclusively to take coal between Charleston and Cuba, where the Clinchfield has built up quite a representative business.

F. W. Pray, president, and W. E. Macurda, treasurer of the Garfield & Proctor Coal Company of Boston, were at their New York office on Tuesday. The New Bedford plant of the Garfield & Proctor Company was recently sold to the Pocahontas Fuel Company, and it will be used by this corporation commencing with the new coal year. The New Bedford plant is one of the most up to date coal receiving, storing and distributing plants located on New England waters. It is a strategic point for distributing bituminous coal to a very populous manufacturing territory. Moreover, it has an advantage by receiving coal by water, due to the fact that it located on a protected bay, and ships that bring coal from the southern ports do not have to go around Cape Cod.

Some of the newspapers last week published a story that the control of the Virginia Iron, Coal & Coke Company, with headquarters at Roanoke, Va., would likely pass to interests controlling the Clinchfield Coal Corporation. The Black Diamond learns that there is no foundation for that rumor. Stock of the Virginia Iron, Coal & Coke Company has been very active on the New York stock exchange recently, taking a new advance this week. One rumor has it that the Virginia Iron, Coal & Coke Company are making millions out of carbon contracts, and that they also have a large benzol contract. This company has very large and valuable coal and iron properties in the western section of Virginia, and it is understood that all of the plants are being worked to full capacity.

Philadelphia Trade.

Anthracite Slows Down Because of Warm Weather—Bituminous Supply Is Precarious

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, October 27.

The hard coal people were about ready to sit down for their long period of seasonable business when the weather interrupted this week and they have been called on to take another seventh inning stretch. The tang of the fall air that sent many a householder cellarward to examine the coal bin was replaced by warm sunshiny days, so that the three opening days of the week saw a falling off in the orders from the retailers. The host of small yards in Philadelphia feel the holding up of domestic orders quicker possibly than any other city in the country, and here again, with its close proximity to the points of production, the reflection is felt as quick by both producers and middle houses.

The anthracite market, here, is always smitten with freakish angles. There is no reason for the falling off, more in one size than another, except those directly governed by seasonable buying. However, stove coal was the size this week that was particularly ignored by the retailers and as a result the wholesale and middle houses were "pushing" this especial size with more vigor than usual. Pea coal is now the king-bee and most of the activity centered about this. The weather, once more, has hurt not a little what hopes the independent had of moving this size to a 25-cent advance from the \$2 mark with the coming of the new month. Just as freakish is a revival in demand for egg coal. Some of the dealers say that this is due to the first cool nights that opens up trade with late comers who want that coal for their grates. Buckwheat sizes also are in demand, due to increased industrial activity and orders placed by office and apartment buildings for winter supplies.

The congestion of freight traffic in and about the New York harbor has been responsible for slow movement of all-rail anthracite to New England points. An embargo over the Jersey Central helped to tie things up while it lasted. Movement by barge to ports of the upper coast has been heavy during the past week and increasing activity is logical from now on.

The Bituminous Situation.

This radiates entirely around the car and labor conditions which shift from day to day. A few more cars on allotments at the mines change the entire complexion in the individual sense. There has been nothing, however, to change the general phase of the trade. The middle houses here are "up against" the same old problem that would put gray hair in the head of a saint. The operators, they say, are up to their old tricks and fail to meet the requirements of agreements entered into. The shortage of cars has turned things around with the middleman between the consumer and the operator and his life is that of "one darned thing after another" these days.

One big consumer of coal in Philadelphia is not stocking coal, despite the fact that as big and bigger concerns are keeping an eagle eye on their coal pile. They give no explanation. They say that they are willing to stand back of their guess that there is no occasion for preparedness. An interesting point made by men who know of this case is this: "Could they stock up to their requirements now if they would?"

It is tonnage, now, as against cars. Plenty of coal can be had in car shipments. In other words, but for tonnage orders to be spread over given time there is little or none offered. Likewise the consumer, who was accustomed to the visits of three to a half dozen salesmen in a day, has been asking "What has become of all these gentlemen who were pestering me only a short time ago?" Explanation is given in the fact that it is customary for the bigger concerns to sell up to sixty per cent of their output on contract. With a car supply that ranges only about 55 per cent of normal, it is easy to see why the salesmen have not been pushing coal at this stage of the game.

The consumer must bear his part, and the local trade would welcome with open arms somebody who could put into being a plan of co-operation to lift the burden. As an instance the consumer who wants to hustle along coal for his own pile for storage and orders 1,000 tons a month, where he could get along with

say 550 tons, bars out the man that must have coal for immediate use.

At the piers there is little free coal. Western Maryland in small lots can be bought at \$1.15. Higher grade coals are held from \$1.15 to \$1.35. Movement into bunkers was heavy during the week and the export movement has been well up with the general increase that was shown this fall.

Philadelphia News Notes

David Atherton of Atherton and Barnes, operators at Philipsburg, was one of the trade visitors of the week.

F. H. Wigton of the Morrisdale Coal Company spent a couple of days this week at the company's operations at Morrisdale, Pa.

A. S. McQueen, representing B. Nicoll & Co. in Pittsburgh, was a caller at the local office this week on his way to headquarters in New York.

W. H. Moore, who has represented Dexter & Carpenter in this market for the past six months, has been succeeded in the management of the office by W. M. Whitney.

Harry K. Courtright of the Cortright Coal Company was a New York visitor of the week. His father, N. D. Courtright of Mauch Chunk was in Philadelphia on Wednesday.

Louis C. Emmons, of the Emmons Coal Mining Company, was in the central Pennsylvania producing district this week. He was accompanied by H. P. Jordan of the company's sales force.

William J. Faux, president of the Logan Coal Company, has been laid up at his home for the past couple of weeks with a heavy cold, and, it was reported the middle of the week, that he had taken quite a turn for the worse.

Carrol Patterson of the Carrol-Cross Coal Company of Bloomington, Md., was in town Monday. For some weeks Mr. Patterson has been troubled with a throat affliction and his visit was spent mostly with a specialist.

W. J. Brown, secretary of the Philadelphia & Reading Coal & Iron Company, has been indisposed and under the weather for the past couple of weeks and has decided to take a rest for the coming month away from the trials of business.

John J. Monaghan, former district superintendent for the Philadelphia & Reading Coal & Iron Company, died at his home in Shenandoah on Sunday last. He had retired from active duty some years ago. Mr. Monaghan was sixty-five years of age.

John Kuhn, line salesman for the Van Wickle estate, took an automobile party of customers to Hazelton, where the company's mines are located, on Sunday and Monday last. A Ford and a careful driver lengthened out the trip a little longer than was intended.

Harry Stauffer of the B. Nicoll forces, who has been ill in a hospital at Elmira N. Y., has been reported in a better condition and is fighting back to good health. J. C. Stauffer, his brother, who was with him during the crisis, returned to the local office Monday.

Mrs. Emily K. Baer, relict of George F. Baer, president of the Philadelphia & Reading Coal & Iron Company, died at her home in Reading on Thursday night last. She was married in 1866 and her home originally was in Somerset, Pa. After the death of Mr. Baer she left Philadelphia and had resided in Reading.

Headed by President Warriner, officers and directors of the Lehigh Coal & Navigation Company made a trip of inspection to the coal and railway properties of the company in the regions, on Friday last. The new transportation yards at Pen Argyle were the especial points of interest to the party. The inspection was concluded in a day.

William Hockings, a salesman for Weston Dodson & Co., and his wife, were instantly killed on Saturday last in a horrible automobile accident at Lansdale. He tried to pass on a crossing in front of an on-coming train and the auto was demolished. He had represented Weston, Dodson & Co. at the Bethlehem office as a salesman for some time and was recently transferred to their Philadelphia office. His home was in Bangor, Pa., and the funeral of both he and his wife was held there on Tuesday.

Contracts for coal for the city pumping stations until the last of the year were held up on Tuesday last because the city council made no appropriation of money to care for the supply. It is the conclusion of the director of supplies

that the contracts will finally have to be awarded "on the donation plan." In other words, the city will have to ask credit from the coal companies until money is appropriated.

Last Saturday the collier Virginia, which was built by the New York Shipbuilding Company at Camden for the Pocahontas Coal Company, was launched at the shipyard with customary honors. The new boat is 7,000 tons capacity and will be used in coastwise trade between Hampton roads and New England points. The new boat is the third to slip from the ways in as many months and be placed directly in the coal trade.

Three up-state banks joined in legal action against Irish Brothers last week to recover \$11,533 which is alleged to have been secured against Ned Irish, the surviving member of the firm, contrary to the bankruptcy laws of the state. The firm is, at the present time, in the hands of a receiver. The note transactions which were the cause of the action concern an allowance by judgment secured by Mrs. Ned Irish. These are quite complicated.

It appears that the Norristown Trust Company holds a promissory-note, dated December 16, 1912, payable on demand of the Lattimore Company for \$1,000, payable to the order of Ned Irish and J. Burd Irish. This was endorsed by them and paid by the Norristown Trust Company for a consideration before maturity. The Montgomery National Bank, another of the petitioning creditors, holds a note drawn by the Buch Ridge Coal Company, dated September 8, 1914, payable in four months. This note is for \$10,000 and it was paid before maturity. Another creditor, the Moshannon National Bank, is the holder of a note for \$7,500, dated June 10, 1914, drawn by the Indiana Coal Company and was payable to Irish Brothers. At the time of the appointment of receivers for the firm, September 22, 1914, the firm's assets were given as approximately \$1,000,000 and the liabilities \$750,000.

Duluth Trade.

DULUTH, MINN., October 28.—(*Special Correspondence.*)—Making of coke has begun at the new steel plant of the Minnesota Steel Company, which will begin turning out steel billets on November 10. The first coke turned out was on Monday of this week, and it is planned to have each of the ovens that will be operated for the next three weeks turn out a quota of ten tons each, daily. A stockpile of 5,000 tons will be ready before the steel plant begins its work. A large part of the coal that is coming to this port just now is going to the steel plant. It is unloaded at the dock of the Duluth, Missabe & Northern Railway, that being, like the plant, a subsidiary of the United States Steel corporation, and is taken to the plant in cars, a matter of about five miles distant.

Contrary to expectation, the arrival of coal has fallen off in the last two weeks, and so has the shipment to northwestern points. The latter feature is the most puzzling. With cold weather setting in it was expected that there would be a brisking up, but the shipments are showing a decided sag as compared to what they were. Hard coal is keeping up better than soft coal. As to arrivals of coal, it is believed that the weather on the lakes has had a good deal to do with the slacking up. A good many ships have had to seek shelter here and there, and arrivals have been slow in all lines.

Anent the falling off in bituminous and the steadiness in shipping of hard coal, F. L. Young, vice-president of the Clarkson Coal & Dock Company here, sprung an atrocious pun yesterday. While this is not a joke column, it is felt that it would be a case of making the punishment fit the crime to hang this where it belongs. Mr. Young had discarded on the falling off in shipments of soft coal, but said that hard coal was going all right. It was observed that he probably was satisfied so long as hard coal kept up, wasn't he? "Not by an anthracite," said Mr. Young.

The Zenith Furnace Company is putting in considerable new equipment this fall, necessitated by growing business and the fact that it has started dealing in hard coal, which was not handled before. Among other things a new 150-ton scale is being installed, which is of fifty tons more capacity than the old one, which is being replaced.

The probability is that an advance in coal prices will be announced here about the first of November. Nothing definite has been announced as yet, but the indications are that way.

New England Trade

BOSTON, October 28.—(*Special Correspondence*)—The warm unseasonable weather has disappeared and the demand for anthracite, according to local wholesale houses, is back to normal. With the end of the month but two days away there is every indication that October bookings, notwithstanding the temporary check in business, will compare very favorably with those for the corresponding month last year. Considerable October business will be carried over into November.

At the moment the demand runs more to stove than anything else and it sells at \$5.85 per ton alongside Boston Harbor and at \$6.20 on cars at Mystic Wharf. Egg is moving slowly and while quoted openly on the same basis as stove, a buyer might possibly secure slight concessions on large tonnages if he hunted around enough. Nut is next to stove in popularity. In fact many orders placed here during the past week have called for equal amounts of stove and nut. Nut is \$6.10 alongside Boston Harbor and \$6.45 on cars at Mystic Wharf. Broken is quiet as is usual at this season of the year. Pea is in better demand than it has been before in a long time, but cannot be considered real active; it brings \$4.05 per ton alongside Boston Harbor. Buckwheats continue in demand, but are scarce and very firm. Manufacturers located on Sound water points are evidently the best buyers of buckwheats.

Southern and western Massachusetts, Rhode Island and Connecticut all-rail distributors continue an anthracite market factor, while Massachusetts seaboard points have been the largest buyers of cargo lots during the past week. Maine is buying very sparingly, and New Hampshire and Vermont only in a hand-to-mouth way. Local wholesalers say there is plenty of coal at the mines, but the supply of cars to get it to shipping points is getting smaller and smaller each day. A serious car shortage is now assured, and early and heavy snows would practically tie up the anthracite business. Trade with the Provinces holds up remarkably well, notwithstanding the fact that Dominion mines are making record outputs.

The wholesale bituminous situation is much the same as it was a week ago. With regard to the 1916-17 season almost everybody is still up in the air. In the meantime a fairly large tonnage is arriving daily at New England points and this is being readily absorbed. Massachusetts manufacturers, in a great many instances, have been and are anticipating any inability to secure supplies during November, December and January owing to car shortage or stormy weather. Money is so cheap and plentiful, reliable concerns have no difficulty in securing all the money they want to carry large coal supplies.

One hears less and less talk about price reductions at Mystic Wharf and actual sales of spot New River and Pocahontas have been made at that point during the past week at \$3.70 to \$3.75 per ton on cars, but most lots have brought nearer \$3.68, against \$3.65 a fortnight ago. Georges Creek is moving better at Mystic at \$3.90 and \$4 per ton, and at Portsmouth is very active. New contract business is not brisk by any means, but is so much better than it was a month ago, dealers are quite encouraged. At Hampton Roads ports the official price for southern coals continues \$2.85 f. o. b., but there is still more or less price cutting going on by certain shippers. All-rail Pennsylvania is moving fairly satisfactorily on a basis of ninety cents to \$1.50 per ton on cars at the mine. The cargo business is practically at a standstill so far as new orders are concerned.

The marine freight rate market is unchanged. The weather has been ideal for transportation, but the demand for coal has not been sufficiently large to cause a shortage of ocean space which can be had from seventy-five to eighty cents from Hampton Roads ports to Boston. Rates from New York to Boston are unchanged at fifty to fifty-five cents per ton.

Boston Trade Notes.

Freight handlers on all railroads running into Boston are out on strike. Stationary engineers have signified their intention of asking for more money. If they should strike it would tie up Mystic Wharf.

The W. L. Palmer Company, of Medway, with a capital of \$75,000, has been granted a Massachusetts charter. The firm deals in hay, grain and fuel. The incorporators are: Edgar J. Leland, Benjamin P. Emerson, Charles A. Digney and Walter L. Palmer.

The largest steam collier ever built in this

country for the merchant service has been ordered by the Darrow-Mann Company. The boat will have a capacity of 12,500 tons of coal and will be ready for delivery next June. She will cost \$750,000 and will ply between Boston and southern ports.

President Cantley of the Nova Scotia Steel & Coal Company, in a statement recently given out said the company is negotiating for large foreign business, and to provide increased working capital the directors are considering a sale of treasury securities. The output of coal for September was the largest for any month in the company's history.

Buffalo Trade.

BUFFALO, N. Y., October 28.—(*Special Correspondence*)—Anthracite shipments by lake for the past week were on a largely increased scale, both in total and number of cargoes, and amounted to 156,451 tons. The largest part of the coal went to Duluth-Superior, which took 70,300 tons, with 54,400 for Milwaukee, 24,000 for Chicago, 7,000 for Sheboygan, 500 for Port Huron and 251 for Little Current. The total number of cargoes was twenty-five. Freight rates are holding stiff, especially with small boats, for these are now scarce. Many of the larger vessels are leaving here without cargoes, because they are finding plenty of down freight to bring and do not care to delay here for coal.

The demand from dealers has dropped off some on account of mild weather, but there is still a fair tonnage moving. The movement of coal from the mines has slowed up because of the shortage of cars. There are few box cars to be had just at present, because so many of them are going into the grain trade. At present the movement of grain from this port calls for 1,500 cars daily, and other railroad freight also is moving in large volume.

The bituminous demand is large, considering the shortage of cars and of labor, and prices have been advanced during the past week or two. It is not so easy to make prompt shipments as a few weeks ago and coal now takes about twice as long to reach destination. Everybody is counting on a stiff market for some time ahead, and operators are not desirous of tying up coal unless an advance is paid. Slack is bringing \$2.15 here, with a prospect of selling ten cents higher in the near future. Three-quarter coal is quoted at \$2.65 to \$2.70. The Canadian market is still slow, but the inquiry for coal on this side of the line is good and mines are generally working at as full capacity as cars and labor will permit.

The coke market is now stronger than for some time. Stock coke is not procurable without a special request for quotations and many producers say they have none to offer. For seventy-two-hour foundry coke the ovens are making a price of \$4.50 delivered here.

Buffalo Trade Briefs.

Edward D. Snyder has bought out the coal business of Michael J. Seeger at Lancaster, this county.

F. W. Niederlander, sales representative of the Lehigh Valley Coal Sales Company, Cleveland, was at the local office of the company part of last week.

W. W. Snyder, president of the Concrete Stone & Coal Co., Niagara Falls, has gone to the Pacific coast to visit relatives at Pasadena, and take in the exposition.

The D. L. & W. Coal Co. has started work on its new slip adjoining the present location of the coal trestle on North pier, which must be given up by order of the government.

E. J. Frauenheim, Jr., president of the Logansport Coal Company, was here this week, having driven from Pittsburgh in his automobile. He reported a strong market for coal in that city.

It is expected that the output of the new Cadogan mine of the Shawmut Mining Company will reach 500 tons a day by November 1st. Then, if the market continues active, the amount will be increased quite rapidly.

E. T. Bline, sales agent of the Pennsy Coal Company, returned on Thursday from Franklin, Pa., where he went on account of the serious illness of George P. Cronk, treasurer and general manager of the company, who has been suffering with typhoid fever.

Frank H. Goodyear, who is connected with the Goodyear lumber and coal interests, was married on October 23 to Miss Dorothy Knox, the ceremony being performed at the home of the bride's mother, Mrs. S. H. Knox, by the Rev. A. V. V.

Raymond. After an eastern wedding trip Mr. and Mrs. Goodyear will spend the winter in California.

J. W. Trounce, sales agent of the Buffalo & Susquehanna Coal & Coke Co.; J. R. Barnett, assistant sales agent of the Shawmut Coal & Coke Co., and J. T. Roberts, general sales agent of the Widnoon Coal Mining Company, were in attendance last Friday at the annual meeting of the New York State and Western Pennsylvania Coal Merchants' Association at Syracuse.

W. C. Blodgett, western agent of Dickson & Eddy, whose territory includes Oswego, says that the lake shipments from that port are increasing year by year. An item to the contrary was lately published, evidently coming from a source that was not well-informed on the subject. Oswego is making an effort to profit by the enlargement of the Welland canal, though nothing very active appears to have been done since a meeting was held on that subject several months ago.

Baltimore Trade.

BALTIMORE, October 28.—(*Special Correspondence*)—Too much business for the supply; prosperity too great for the measure of coal to be dispensed. That tells the tale of the fuel trade here just at present. If the trade thought cars were scarce the week before last, the conditions of last week made those of the former period look like a reign of plenty. Many districts were almost without cars on certain days of the past week. In others, where hundreds of cars had been requisitioned, the number delivered ran from thirty to fifty.

Every mine interest and every shipper of coal was trying to figure out how to meet contract obligations. Nearly every order was back on delivery. Under such circumstances numerous fuels were entirely out of the open market. It was only the occasional small independent who had not tied up his supply that seemed to have coal to offer.

Under the circumstances the fixing of a price list was rather uncertain. Some of the quotations are practically "what they would be if the coal was to be had." The list is about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$1.00@1.10	\$2.43@2.53
Run of mine.....	.90	2.33
Slack .....	.80	2.23
Somerset—		
Best	1.45	2.63
Good	1.25	2.43
W. M. R. R.—		
Freepoint	1.00	2.18
P. R. R.—		
Best South Fork.....	1.40	2.58
Miller vein.....	1.25	2.93
Ordinary	1.05	2.23

Every effort was bent by the railroads to give the port a fair supply of fuel for tidewater movement. Beautiful weather conditions and a let down in grain shipments allowed more vessels to report here for coal than for some time past. Every car with coal that could be handled promptly for this trade was thrown that way. The result was that the past week saw a gain of good proportions in the export business as compared with several weeks previous. A total of 32,636 tons was moved from here for foreign ports. Ten new charters were announced during the week, the largest number for several weeks, as vessel bottoms have been extremely scarce.

Anthracite men here are probably happier than their bituminous brothers, for they are better able to supply the growing immediate demand because of pretty good yard storage. Supplies in some cases are being depleted at a time when they are often held intact in favor of deliveries direct from cars, but the hope is expressed that the car situation will improve so that this drain can be made good before needed for supply in tight winter weather.

Pushed hard by the growing coal tonnage offered, the Western Maryland Railroad has ordered 2,000 more steel hopper cars. The contract was let to the Pullman Company, and represents an outlay of nearly \$2,000,000.

The A. H. Bull Steamship Company has placed contracts for three new steamers with the Maryland Steel Company. There are now nine steamers under contract at the plant and the marine department activity is thus assured for some months to come.

Lehigh & Wilkes-Barre Coal Company is said to be in the market for 500 tons of structural steel for the purpose of building a coal handling plant at Ashley, Pa.

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Question Growing Out of Anthracite Tax Decision.

PHILADELPHIA, November 3.—(Special Correspondence.)—Along in 1913 the Pennsylvania state legislature passed an act demanding a two and one-half per cent tax on the value of coal at the mouth of the anthracite mines. It did not matter whether this coal was to be used in the state of Pennsylvania, in New England or in Canada, or where. It did not matter whether there were Federal laws regarding impost taxes of the state, or not. These legislators looked with hungry eyes on the coal producers and they were going to have an extra tax whether or no. It did not matter whether the coal companies already are taxed for their holdings of property; not at all. The whole thing was whipped out in the halls of legislature and the anthracite state tax law was passed.

Then came the hard coal men with a suit to test the constitutionality of such a tax. Several suits were filed, but the merits of the case were directed through that entered by the Alden Coal Company. In the Dauphin county courts—at Harrisburg—the first hearing was held in the court of common pleas. The presiding judges held that the state tax was constitutional.

While these proceedings were on, the state legislature of 1915 was in session. There was belief in secret that the state had a weak case. Still the greedy eyes of the legislators were turned hard coalward. It had been the intention of the first tax law to apply the funds derived from the tax to betterment of the state roads. The gentlemen from the hard coal regions said that they wanted this changed. They wanted a division of the funds so that the greatest proportion of the return from the tax would be spent on roadway work within the counties in which the mines are situated. After much wrangling, a fifty-fifty basis was agreed upon. Fifty per cent of the coal tax should be spent in the counties in which the funds originated and fifty per cent spent in other counties. The amount of the tax continued to be two and a half per cent.

Then came the sitting of the supreme court of the state in Pittsburgh on October 27, 1915. At that time Judge Stewart handed down his opinion on the coal tax in which appears the following declaration:

"When the necessary effect of the legislation is to create inequality of burden as we here see it, are those complaining of the injustice to receive no other answer than that, while the constitution promises them equality in the matter of taxation, that because it failed to place restriction upon the legislature's right to distribute the tax it collects, that therefore the purpose of the legislation is not to be inquired into? If constitutional requirements are to be circumvented by such simple and easy process of reasoning, the question may yet be asked derisively of the constitution, 'What is all this worth?'"

Incidentally the act levying a tax on anthracite coal mined within the state, as passed by the legislature of 1913, was declared unconstitutional and inoperative.

No suit has been entered to test the new act of 1915, so that this is still in force. It may be that the long process of law that finally ended in the decision above will have to be gone through again.

Meanwhile, the newspapers of the state are advocating the use of anything from thumb screws to a black jack to recover from the coal producer the estimated nine millions of dollars that the tax is supposed to have produced. Coal men, from retailers to producers, have been libeled without stint in this campaign to stir up sentiment for a refund.

Incidentally, they say nothing about the gentlemen who placed a tax on every ton of hard coal used since the law of 1913 went into effect. Are they or the coal operators responsible for the law?

Incidentally, not enough members of the assembly are elected from the hard coal regions to pass such a law. They must have the aid and assistance of the members from the city where anthracite is the universal fuel. If the hard coal

While the 1913 Law Is Killed, Its Duplicate of 1915 Lives—Money Paid By Consumers Is Claimed By the State—Intricacies of Making a Refund.

tax is such a vital issue, why not call to account those who brought it into being as well as the coal man who merely did what the state told them to do?

One more question arises: The attorney-general of the state has said almost every day since the tax law was declared unconstitutional:

"Still, we'll make the coal companies pay, pay, pay."

Since he is so eager to get the money, why has he not long ago cleared the doubt as to the constitutionality of the law of 1915? That matter is still unsettled.

Regarding the collection of the tax, an editorial of the *Philadelphia Bulletin* says:

"The anthracite tax is without justification. The state of Pennsylvania, rich and resourceful, doesn't need money badly enough to resort to such iniquitous processes of assessment. If the courts do not finally reject the scheme, public sentiment should be persistently agitated to accomplish its repeal by the next legislature, even though the non-coal-producing sections of the state must overcome the greed of the coal counties which made the enactment of the tax law possible.

The action taken by the auditor-general of the state would not indicate that public officials think the way the *Bulletin* does.

For example, in the dry tomes of the state statutes there is what is known as an escheat law. The legal lights say that this can be applied to the coal tax and that suit can be entered to return the money to the state.

Thus on Monday of this week there appeared the following statement from Attorney-General Powell:

"The informations are made by L. Floyd Hess, assistant deputy auditor general, who filed them with the chief clerk after the department opened for business on Friday, the day following announcement of the supreme court's decision. There are 138 in all, that being the number of operators who filed reports under the act of 1913.

"This action was taken in the interest of the state, and in each information the assistant deputy waived all claim to fee or compensation as informant. He signed each, not as an official, but as a citizen. If any of the amounts thus covered are escheatable, the filing of these informations precludes such action by persons moved by desire for personal gain, and insures to the state a larger net amount than would be realized if the shares had to be paid.

"If the act had been sustained, a total amount approximating \$9,000,000 would have been payable by the operators. Whether any of the amounts that would have been payable do not belong to the operators, but to unknown buyers of their product, is a question that, under the circumstances, is at least debatable. The whole matter will be laid before the attorney-general, and the department will be guided by his opinion.

"Should he advise prosecution of the informations, each case will present a separate problem. The situation is not one in which it can be said that if one amount covered by an information is escheatable all are escheatable."

Imagine the result! One hundred and thirty-eight actions, each to be tried with thousands of interveners in each action. The Jarndyce vs. Jarndyce case that Dickens made famous would not be a circumstance compared with the length of time that it would take to thrash out all this grist.

However, the supreme court declares that the state cannot collect this tax, because fundamentally the law that demanded it was wrong. But the state officers declare that they will get the money. Isn't this question proper?

Since the money cannot be collected legally, will the hard coal operators be sandbagged to the tune of nine million dollars?

By toilsome bookkeeping, which the state demanded in trying to get its pound of flesh, several of the coal companies have kept track absolutely of every ton of coal mined and on which the state tax has been paid and by whom. Thus when all of this senseless effort at taxing is ended the money can be turned back to the retailer or consumer to which the companies sold their coal. Whether the retailer can return the money to the individual buyer is a different matter.

Next comes the constitutional question that was raised in the suit. As an example: If the A. Coal Company were selling to the B. Retail Coal Company in Boston, and by reason of the state tax the Boston company had to pay an excess, can the state of Pennsylvania commandeer money that came in taxes from without its borders? If the Boston company has its bills to show that it paid an amount above the regulated price of coal to satisfy a state tax that was unconstitutional, has not the Boston company the right to demand its money and to sue for it if necessary? So, then, the state is going to put a double tax on the coal company. By a process of escheatment they are going to take away from the coal people the amount that the tax would have produced and the courts will give the retailer, consumer and what not, the amount collected by the law.

And there is nothing to indicate that the ultimate consumer will not demand a refund. Already Director of Supplies Loeb of the city of Philadelphia has declared that he will force every retailer who has supplied coal to the city since the tax was slapped on to pay back every penny that has been obtained through that medium. He estimated that about \$30,000 or \$35,000 should be returned to the city.

Here comes trooping another host of troubles. The nine millions that the state proposes to use its escheat machinery to get, exists—but it does not. That is, no settlements have been made on the tax for 1914 or for 1915. The total amount that was paid in to the state treasury was \$19,965. This represents payments by five operators, the largest of which was \$18,500. Now it is a good thing to catch your rabbit before you fry it. In other words, the tangible funds that the state has to work on is greatly reduced for actual action.

And, another thing. Consumer A. has kept his bills and wants his money back from retailer B. But retailer B. must get his money from middle house C. and then there is operator D. who originally set the money aside. What a tiresome process of collection.

Where will the state come in when it tries to escheat the money that is rightfully due to the careful buyers of coal who have kept the evidence that they paid money for a tax?

Coal buyers from all quarters of the country and even a few foreign buyers of hard coal have a finger in this pie. They have no reason to pay tax to the state of Pennsylvania when the supreme court of the commonwealth says that anthracite can't be taxed. They will want their money. What will they think of the system that held them out of their coin for almost two years and a prospect of many years more?

So many angles can be presented in the case that it would take a well-sized volume of tackle them all. For instance, what about the coal that is dredged from the Susquehanna river? What about the coal that was in the washeries prior to June 1, when the 1915 law went into effect and which is taxed as well as the coal that is mined?

When is the farce going to be called off? The muddle would be funny if it were not so serious. The 1915 blunder is as serious as was its 1913 half-brother. And the auditor general's escheat proposition is nothing to be snickered at. Marketing coal, goodness knows, has enough angles to produce gray hairs, but when the law steps in and makes a farce of the whole thing, what then?

A Fold in Anthracite Vein Saves Stripping Plan.

Coal stripping is becoming a very popular commercial enterprise, but a stripping in which all the risk is taken by the contractor is something of a novelty. Commonly the amount of coal in the ground is known or can be easily estimated, so that there is no great uncertainty on that score. Then the owner or lessee of the property invests in the necessary steam shovels, track, cars and other equipment and proceeds to strip off the overburden and ship the coal—in which case it may be said that there is no risk at all if the preliminary investigations have been made complete enough. Of course, there may be some rock harder than was expected, or some clay that will not stay piled, but generally speaking and admitting some exceptions, the undertaking is free from the gambling element.



Thickness of Big Seam.

Or perhaps the owner or lessee, in case he can not raise the money for the equipment, or lacks experience, or wishes to limit his activities, may contract with some one for the removal of the overburden. In this case the contractor is usually paid a certain price per yard for the removal of the overburden and has no interest in the coal. The contractor knows what stripping costs and his price includes the cost and profit, so that he runs little risk. The operator takes a chance on the market conditions. In either case there are few uncertainties and such as exist are divided. There may be errors in judgment, changes in market conditions, or accidents, but the actual conditions of the stripping are known.

At Ebervale, Pa., near Hazelton, there is a case which involved a real gamble. Here the Big or Mammoth Bed outcrops on the edges of a basin whose long axis is more nearly east and west than north and south. The stripping is on the southern side of this basin. This coal had been worked in the early days of anthracite mining, so long ago and under such conditions that there could be no certainty of the amount of coal removed.

The coal near the outcrop dips at about 50 degrees and is from 25 to 30 feet thick. This is the famous Jeddo coal, which is of such excellent quality and reputation that almost anything from the district commands a premium in the market. Just below the Big Bed and separated from it by a divider about 12 inches thick is the Wharton Bed from 4 to 5 feet thick. The latter bed was not considered worth mining in the early days so it was left untouched. The Big Bed was worked out, but "worked out" had a very different meaning then and it was known that a good deal of coal was left in the ground.

The property was in the hands of the G. B. Markle Company and they wished to recover the coal but, having no certain knowledge of the amount remaining, they hesitated to let a contract for the stripping on the usual terms, that is at so much a yard for the removal of the

An Unexpected Development After Work Is Well Under Way Makes an Operation of G. B. Markle Company Highly Profitable.

overburden, which would leave them the risk of finding enough coal to make the venture profitable.

The situation came to the attention of Messrs. Benjamin and Butler, practically the Central Pennsylvania Quarry, Stripping and Construction Company, who have been stripping coal lands for several years and have carried out some of the



Another View of Vein.

most extensive of the anthracite strippings. These men looked over the ground and made a bargain with the G. B. Markle Company of a kind which is very rare if not unique in coal stripping. Practically they undertook a salvage proposition, getting nothing at all for removing the overburden, but receiving a certain sum per ton for coal delivered at the breaker.

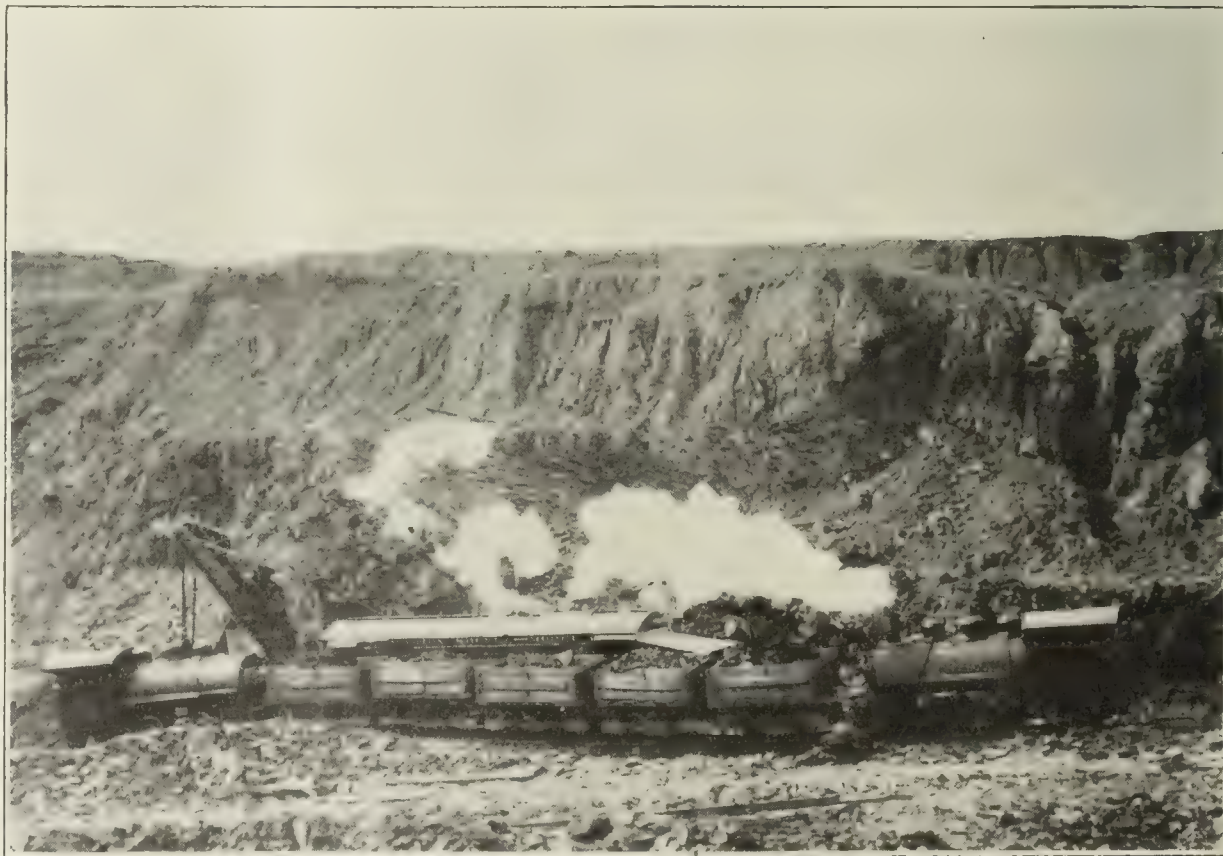
Of course, they had something on which to base their judgment. They knew that it would have been impossible to drive the breasts to the surface without letting in earth and water and they thought that, in all probability, the breasts were not driven to the full thickness of the bed, but some coal was left for a roof. Then too, the cave holes on the surface gave an idea of where breasts had been driven. They knew that the Wharton Bed was untouched. Also they had plenty of equipment and a repair shop of their own in which they could repair or rebuild any of their machinery, so that there would be no long delays occasioned by the failure of any part of the equipment. Besides these things there were some fifteen years of successful experience.

Under these conditions operations were commenced and more than \$200,000 was expended before a ton of coal was delivered. Now it is proved that there is even more coal available than the contractors expected and their chance of making a profit out of the undertaking is even better than they thought when they risked nearly a year's time and about a quarter of a million dollars on their judgment.

Not only did they find that the coal near the surface was largely unworked, as they had supposed, but that there was a roll in the coal which threw the possible stripping limit far beyond where it was supposed to be. As has been said, the coal dips about 50 degrees and if this dip had been uninterrupted the profitable stripping depth, which the contractors estimate at 120 feet, would have been reached very quickly. This anticline, which is not far from the outcrop, contains a large quantity of practically virgin coal and displaces the point at which thickness of overburden makes stripping unprofitable. Beyond this the coal dips at about 45 degrees.

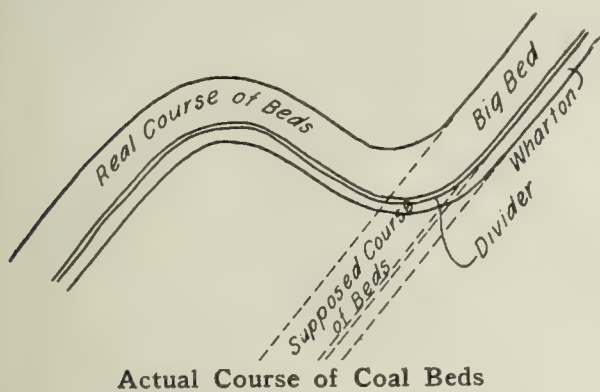
Stripping is done with Marion steam shovels of which eight are now employed, six Model 61 and two Model 40. The Model 61 shovel has a dipper which holds about $2\frac{1}{2}$ cubic yards of material. The average daily work of a shovel is about 250 cars, holding 4 cubic yards of material. The highest day's output of the coal shovels was 466 cars.

A large part of the overburden is soft enough to be dug without blasting, yet there remains a considerable amount which must be broken with explosives. No very hard rock has been encountered, though in another stripping adjoining this some has been found which is very hard. The overburden removed is dumped near the strippings, but far enough away to be sure that the depth of coal below the surface would make stripping at this point unprofitable, in fact, most of the overburden is dumped on ground where the depth of coal is about 1,200 feet. At the present time about two million cubic yards of overburden have been removed and about a half-



Ebervale Stripping Indicating the Grades of Tracks.

million tons of coal have been delivered at the breaker. Besides this there is a refuse dump which it is estimated contains 75,000 tons of coal. It is impossible to load coal with a shovel without mixing some rock with it, and cars which contain too much rock to be acceptable at the



Actual Course of Coal Beds

breaker are dumped here with the idea that this shall later be reclaimed by washing. At present the Markle company has an inspector watching each shovel which is loading coal and any car which he thinks not clean enough is rejected by him and goes to this refuse dump.

Very little trouble has been caused by water as most of that which falls or drains into the pit finds an access to the old workings and is later pumped out from one of the mines working the same beds at lower levels. However, between the local anticline and the outcrop there is a basin in which some water collects. This is pumped out over the anticline and is drained down into the workings. It is so acid that it is sometimes necessary to renew parts of pumps every day.

Coal and rock are handled in side-dump cars by small locomotives built by the Vulcan Iron Works of Wilkes-Barre. These locomotives are of about twenty tons weight. They are called upon to perform very hard service as the track grade in some places is as much as ten per cent. There are thirty-six of the locomotives in this stripping or "section." There are 250 cars each holding four cubic yards. Two hundred are used for coal and fifty for rock. It is possible to handle the rock in comparatively few cars because the haul is short.

On the whole the arrangement is working very well. The G. B. Markle Company is getting its coal, and much more of it than it expected, and Messrs. Benjamin and Butler are making more money than they expected. It is a rare gamble in which both sides win.

Trade Commission Extending Export Inquiry.

The Federal Trade Commission announces that it will soon send out 30,000 letters of inquiry, followed up by a brief schedule, as a part of the investigation of conditions that affect American foreign trade. Congress has empowered the Commission to make an investigation of these conditions and to report the facts with such recommendations as it deems advisable.

The war in Europe has so affected the trade of the world that American enterprise has a peculiar opportunity to supply the wants of foreign markets and to secure a greatly enlarged share of their trade. The Commission, therefore, deems it to be its duty to complete with all possible dispatch an investigation which may assist Congress in determining what action may be required in the public interest for the promotion of American foreign trade.

By public hearings throughout the country and by other means the Commission has been gathering facts and information as a basis for its report to Congress. It now wishes to obtain information from a large number of men who were unable to appear at the hearings. For this purpose these letters and schedules will be sent out.

About 20,000 letters will go to American manufacturers and producers, and about 10,000 will be sent to other authorities on foreign trade conditions, such as export commission merchants, manufacturers' export agents, importers, domestic merchants, publicists, lawyers, economists, bankers, engineers, etc.

A return postcard accompanying the letter is designed to give the Commission a broad yes or no referendum on the advisability of export combinations, and to put it in touch with those who are willing to assist the Commission by furnishing further facts and suggestions. To those who state that they will cooperate with the Commission in furnishing facts, etc., the schedule of inquiries will be sent, covering the topics on which the Commission desires information.

Through this letter of inquiry and schedule the Commission particularly desires to get the facts from many different points of view and from all sides of controverted questions. Thus, the 20,000 names of manufacturers and producers include every important branch of American industrial enterprise and represent every shade of opinion in regard to the present problems of our foreign trade. The list takes in big business and little business; companies that are old in exporting and firms that are new; interests that want combinations among American manufacturers for export trade and men who are opposed to such organizations; manufacturers of specialties and producers of staples; concerns whose foreign trade is limited to South America or Europe and those whose products are sold all over the globe.

The 10,000 other persons to whom the letters of inquiry will be sent include even greater diversity of interest and thought. By obtaining facts and suggestions in this manner from a large number of persons with different experiences and points of view the Commission expects to secure a great body of valuable information.

The schedules were prepared after careful consideration of the facts developed thus far in the investigation. In drafting the inquiries the Commission has consulted noted economists and ex-

perts, leading business men in many important lines, and representatives of the Chamber of Commerce of the United States, the National Association of Manufacturers, the American Manufacturers' Export Association, the National Foreign Trade Council, and other organizations interested in the extension of export trade.

The schedules are brief and have been prepared to facilitate convenience in replying. Since foreign trade is of especial interest just now, the Commission is expecting a prompt response to this request for suggestions and information.

Some of the inquiries are designed to ascertain the general understanding of business men as to

whether the antitrust laws prohibit export combinations among American manufacturers, and the views of men generally as to whether such combinations are in the public interest. Other questions are expected to develop highly interesting information in regard to "dumping" by foreigners, either in the United States or in other markets. Information is also sought concerning the operations of foreign combinations, and other conditions which affect American export trade.

The Commission desires full and frank statements in reply, and the inquiries have been drafted with this purpose in view. Thus the persons answering may designate any portions of his reply which he wishes held confidential and the Commission will respect his wishes in this regard.

Where the answers received suggest that additional valuable details and facts are available the Commission will supplement the schedules with a few further inquiries which will elicit fuller statements. All this work will be quickly rounded out and completed by visits from agents of the Commission, in a few cases, if the study of the replies shows this course to be desirable.

In announcing the commencement of this work the Commission was careful to state that the schedule inquiries are only one part of its study of conditions which may affect American export trade. In addition to the schedule inquiries and the series of public hearings which have been held, this study as planned includes several other important divisions. For some time employees of the Commission have been engaged on systematic research work covering trade and financial papers, official publications and reports of the United States and foreign governments, and other published material. This has included not only publications in English, but also those in German, French, Italian and other foreign languages. In addition, agents will be sent abroad to study conditions on the ground. In this part of its work the Commission will also receive assistance from the Department of State through the United States Consuls, and from the Department of Commerce through the Commercial Attachés. Through these different divisions of the work the Commission is conducting an extensive investigation and hopes to make a comprehensive report to Congress.

Some New Law on Buying and Selling.

Some law as to buying and selling merchandise that is practically new to this country has just been made by the United States court for the northern district of Illinois. The decision has a much wider influence than the decision of a state court would have.

The question involved was this: When A sells B, a dealer, certain merchandise with a specific guarantee that it is of certain quality, and B, relying on the guarantee, sells it to a customer, C, with the same guarantee, and C uses it and finds it is not what it was represented to be, of course C can at once come back on B and collect damages. But heretofore the law has always been supposed to be that before B could go back on A for his damages, he, B, must have paid C the damages which C claimed of B, and if B never paid C, B could never collect anything from A.

The United States court, in the case I refer to, has changed all this. It decides that B can go after A right away, before he has paid C, and even though he may never pay C. This upon the theory that B's liability to pay C is sufficient ground for his suit against A.

This is exceedingly radical law, in my judgment, and will introduce a new element into thousands of mercantile transactions.

The facts in the Illinois case are interesting. The merchandise involved was cucumber seed, but readers will understand that the law is the same no matter what it was. A wholesale dealer in seed sold to a retailer a quantity of seed which he represented to be "improved Chicago pickling." The retailer in turn sold it to a grower under the same warranty—that it was "improved Chicago pickling." The grower planted it, but found when his crop came up that the seed was not what it was represented to be. He accordingly notified the retailer of what had happened, but made no effort to enforce his claim for damages and might never have enforced it, according to the evidence.

The status then was that the retailer was facing liability for the damage sustained by the grower, although he had not yet been damaged, and would not be, unless the grower got after him and made him pay. Of course the cause of the damage was the false guarantee which was given

by the original seller, and which was carried on by the retailer to his customer, the grower.

The courts have always agreed that the minute the retailer settled his customer's claim of damage, he, the retailer, could make similar claim upon the original seller. Up to this time, however, they have not generally ruled that the retailer could go back on the original seller before he had actually sustained the damage that he claimed. The Illinois court, however, ruled that he could, and gave him damages. Naturally the grower can now immediately demand his damages from the retailer, and the latter, unless he goes bankrupt, will have to pay them.

Here is another possibility: Let us say that the retailer in the above case recovers his damages in full from the original seller. He then succeeds in settling his own liability to the grower for fifty per cent of its face—again he will be in the position of having collected damages that he had not sustained.

This decision, in its application to all lines of mercantile business, has almost unlimited possibilities. If a grocer sells canned molasses, packed by a manufacturer, to a customer, and the tin explodes and injures the customer, the grocer can sue the manufacturer—if there was a guarantee that the tin would not explode—before he has been sued himself and when he might never be sued.

In my humble opinion, the new law is bad law. It seems unanswerable that no man should be permitted to collect money from me merely on a chance of having to pay it out to somebody else. The time to collect damages is when there are damages.

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The Pittston (Pa.) Gazette states that large quantities of coal are being put into storage at several points along the Lehigh Valley Railroad. The Gazette states that at the Coxton yard about 40,000 tons of bituminous and 20,000 tons of anthracite buckwheat will be stored. This is intended for the use of the company's locomotives running out of Coxton. Another report states that large quantities of fuel are to be stored at other terminal points along the line, notably at Delano and Manchester.

Plant of the Coal Boulet Company.

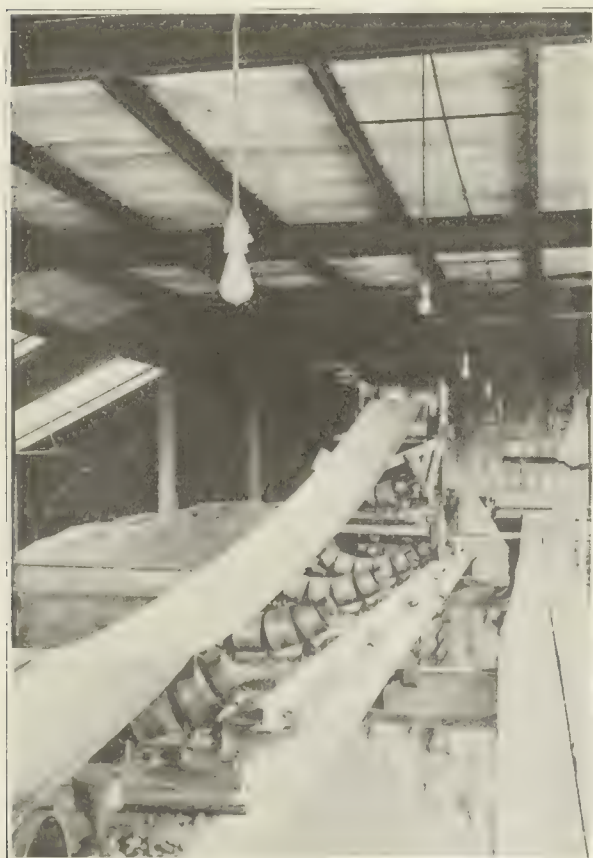
One of several successful conveying systems in operation at briquetting plants is that of the Coal Boulet Company, New York City. The equipment here, handling coal dust and briquettes, possesses unique features of interest.

The coal dust is dumped by carts into a hopper at the foot of the belt and bucket elevator, which



The inclined conveyor.

elevates and discharges it through a chute upon a fourteen-inch belt conveyor. This conveyor is eighty-four feet long, and is equipped with a Robins hand propelled tripper for discharging the material from the conveyor. The Robins hand propelled tripper is essentially the same as the



Conveyor over storage pile.

Robins automatic tripper, except that it is moved from point to point by means of a hand crank geared to one of the axles. The fourteen-inch belt conveyor, tripper, and storage pile underneath are shown.

Reclaiming is accomplished by means of a fourteen-inch belt conveyor, ninety feet long, in a con-

crete tunnel underneath the storage pile. Gates in the roof of the tunnel feed the coal dust through the chutes to the tunnel conveyor, which delivers it to a second belt and bucket elevator, inclined at an angle of forty-five degrees. The buckets of this elevator are equipped with clips, which run on guides and prevent the elevator belt from sagging. The coal is discharged from it through a chute to the shaking screen. The oversize material passes to a crusher, and the screenings, together with this re-crushed coal, are then taken by a screw conveyor to a bucket elevator. This in turn delivers the coal dust to the mixer and moulding presses.

The finished briquettes from the moulding



The briquetting plant.

presses are fed to an eighteen-inch belt conveyor running in a tunnel from the briquetting plant to the storage building. Here the conveyor delivers to a bucket elevator, which discharges the briquettes at the top by means of a four-way chute to the various compartments of the bunker.

New Furnace Room Device.

Boiler efficiency depends upon heat liberation within the furnace and heat absorption by the boiler. These two operations have been shown dependent in turn upon variables involving pounds of air, pounds of fuel, gas temperatures, baffling, soot, scale and other much discussed questions of combustion themselves dependent on draft, fuel bed, and relative capacities of grate surface and absorption surfaces.

The greatest problem of all has been the human element, for efficiency is after all the most exact balancing of all these mechanical factors within the compass of the intelligence or knowledge of the fireman.

A new recorder, known as the Wilsey, placed within view of the fireman upon the front of the furnace, automatically and instantly informs him of the effects, good or bad, of any or all changes or adjustments, whether in the fuel itself, the method of firing, the combustion, or the absorption. This information is not only indicated, but recorded on a regular time-chart, so that the fireman may maintain an even standard of efficiency. The instrument would betray every faulty condition of operation, such as holes in the fire, soot, scale, cracked baffling, improper thickness of fires, or air leakage, as well as show the comparative values of wet and dry firing, fuels, and men. It is even stated that after continued use it is possible for the engineer to closely estimate, through the contour of the recorder curve, the nature of the fault which is responsible for a drop in efficiency.

Thus, instead of depending upon the fireman's guess for boiler room efficiency, the chief engineer may set a certain standard to be maintained on the recorder at all times as closely as possible and rest secure that in holding to it the men must fire thinly and prop-

erly, leave side doors closed, and so save fuel. Any departure from this standard is instantly apparent on the recorder, and the trouble may be traced quickly to its cause, whether this be a mechanical or personal fault. Mechanically, two platinum loops are placed, one in the combustion chamber, the other in the boiler outlet, so as to form the two sides of a Wheatstone bridge, which is simply a device for recording ratios of electrical currents. In the circuit across this bridge is a galvanometer provided with a series resistance and shunt. A shunt current is passed through the bridge, and as the resistance of the platinum

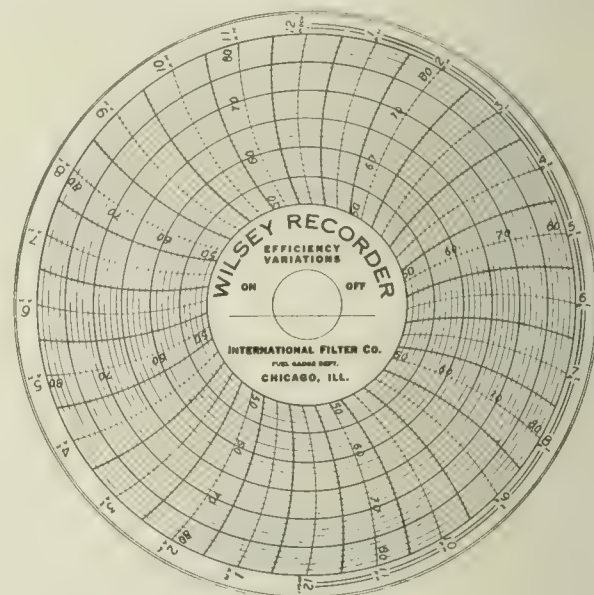


The Recorder.

sides varies with the temperature, the bridge is thrown out of balance in proportion with any ratio of difference in the temperature between the combustion zone and the boiler uptake.

By making the resistance coils in series inversely proportionate to the specific heats of the furnace gases, the needle of the galvanometer will be deflected in the ratio of the combined effect of the temperature and specific heats at these two points. Radiation and other losses being compensated for by means of coil and shunt, it is apparent that with proper graduation of the dial and calibration of the galvanometer, the reading of the dial will be the exact combined efficiency of boiler and furnace. The movements of the needle are recorded on the recording gauge as well.

It is evident, then, that the recorder automatically and accurately takes the various data necessary to the computation of efficiency



The Dial Chart.

and completes the task by showing the ratio of the heat utilized to the initial heat liberated in the furnace, which result is the true combined efficiency of boiler and furnace.

It is further evident that in actual practice such exact calibration would not be needed. Radiation losses are close to constant, and may be regarded as inevitably present. Sudden increase of such loss would instantly be noticed on the recorder, and it is usually the case that such losses can be eradicated.

The Mingo Coal Corporation has closed its office in the Columbus Savings & Trust Company and opened headquarters in Cleveland. The enterprise is composed of Eastern men, who have an original co-operative plan for developing a large tract of West Virginia coal land, each shareholders, however small, being given a fee simple title to a portion of the land.



Making 'Em Look in the Window.

The coal dealer, who is confronted with the ever-present problem of making his windows, if he has windows, which may be seen from the street by any considerable number of people, attractive to passersby, may have come to the conclusion that it is a hopeless task. But this is certainly not the case, if he will give the question a little thought.

For instance, one dealer, who happened to notice in a car of coal, which was delivered at his yard, an especially large block, had it placed in the window with this placard, "How Much Does This Lump of Coal Weigh?" A great many people stopped and made a guess, although there was no prize offered in connection with it, and some of them even came into the office to record their estimate, and to see how close they had come to the correct amount.

This was a rather small town, and people in communities of this sort are more easily interested than in larger cities; but, at all events, the dealer heard so much from his simple little display that he finally found it desirable to put an advertisement in the weekly paper giving the exact size and weight of the lump. He was a good enough merchant, also, to go further and explain that the domestic coal which he delivered was the lumpy, blocky sort, including a lot of big lumps like that on display.

Making a Virtue of Necessity.

The small dealer, doing a coal business on a "shoe-string," is often berated as being a "snow-bird," and as having no permanency or reliability. Often this is the case; but it is certain that the dealer, who is able to handle only a couple of cars of coal at a time has no easy task "getting by" on this margin. The man who can succeed, stay in the business, and gradually enlarge his volume must have some good stuff in him.

A concern which is now doing a restricted business has recently been making capital of its necessities by featuring the freshness of its stock. Instead of saying, "We are able to carry only a little coal on our yard at a time," which would not have been much of a recommendation, this dealer suggested diplomatically in his newspaper announcements, "Why buy weather-worn coal when we can deliver you coal fresh from the mines?"

Now, as a matter of fact, the dealer admitted that he did not know whether coal deteriorated in storage, other than in breaking down, or not; but he knew that coal just from the mines was brighter and cleaner than it would be later, and he appreciated the fact that this suggestion would appeal also to the "man in the street." Aside from possible objections to the argument on technical grounds, featuring this idea, certainly showed ability to make use of a condition which might have been interpreted as a handicap. Dealers, who feel that they are laboring at a disadvantage in this, that or some other way should look at the proposition from some other angle; maybe they can squeeze a "talking-point" out of it.

Make Good on Promises.

The homely old virtues are the ones that people insist upon most emphatically.

Punctuality, for instance; it is a safe bet that Adam started talking about its merits shortly after Eve developed a tendency to change her fig-leaf costume too frequently.

Everybody likes to have business engagements

met promptly, and even those who are sometimes late themselves appreciate and sometimes insist strenuously upon punctuality in others.

The coalman, who promises a load "this afternoon," and gets it to the customer the next morning, has fallen down on the job, and has run the risk of offending the customer, and perhaps giving inconvenience. The task of getting it out the afternoon it was asked for may have been beyond human powers, and simply impossible; but if this was the case, the prospect should have been foreseen, and the delivery promised with sufficient qualification to furnish a reasonable alibi for the dealer in case of complaint.

Why Motor Trucks?

A coal dealer in an eastern city, who uses motor trucks almost exclusively for delivery purposes, recently told his customers frankly why he has substituted mechanical for animal power in this department of his business.

"We want you to know," he said, "why we use motor trucks.

"It is partly your affair, and you ought to be interested.

"With horse-drawn wagons a limited number of deliveries a day is possible; the severe winter weather still further reduces this number; the horse shoes and steel tires of the wagons cut up the driveways; and all these things together interfere with our ideals of service.

"Then there's the humanitarian side of it; think of the poor, half-frozen horses plodding and slipping along through the winter storms.

"With motor trucks, it is possible to make twice as many deliveries at a less cost, even in the worst weather, and our service is thus much more dependable.

"Many of our customers request us specially to deliver their coal by truck."

An interesting point brought out in the above, and one that would not occur, probably, to the man on the outside, is that the substitution of rubber tires for steel tires and horseshoes saves the driveways of customers; and the sort of customers who have driveways are the very people who would kick at their mutilation and appreciate the change when trucks were substituted.

Knowing As Much As the Boss.

A certain business concern, not in the coal business, recently described itself as a place "where everybody knows as much as his boss."

This is tantamount to saying that everybody has the ability to become a boss if the occasion should demand. Or, as Napoleon put it, every soldier of France carries a baton in his knapsack!

One of the tendencies of coal dealers, sometimes, is to try to keep subordinates subordinate. Sometimes a dealer is so energetic and ambitious that he wants to do it all himself, permitting his hirelings to take care of the purely routine, mechanical end of the work, and playing the part of bystanders when there is anything to be done requiring initiative, judgment and other good qualities.

Now, these qualities as a rule must be developed by cultivation, just as one's biceps grow as the result of exercise. The employe, who never gets a chance to decide a thing for himself, and who is always required to get instructions before doing a thing, is not one who can be described as "knowing as much as the boss"; in other words, he couldn't possibly substitute for the boss if the latter fell down and broke a leg

or happened to be laid up for six weeks with typhoid or pneumonia.

A baseball team is declared by those who ought to know to be no stronger than its substitutes. When Connie Mack broke up his famous infield, he had no Baker, Barry or Collins in reserve to take the places of those sons of Swat; and hence the Athletics last season dropped down to the lowest notch, and stayed there as long as the schedule would let them.

How would you like for your coal business to become a tail-ender in the Business League just because you were prevented from being at the helm for a few weeks or a few months? Have you got able substitutes? Are you giving your men a chance to grow—mentally—and to increase their capacity as to judgment and discretion?

The "News" Element Again.

Recently it was suggested in this department that coal dealers make greater use of news and market developments to induce immediate buying. Since that appeared the writer has run across the following announcement, which is quite timely, and is a model for those who may be looking for "copy" of that sort:

"To our customers:

"The coal situation at this time is far from normal, and since you are directly concerned, we deem it our duty to give you the facts.

"Miners going to Europe to fight and others seeking the high wages paid munition workers have brought about a scarcity of coal producers.

"During the past few months the decrease in anthracite shipments compared with the corresponding period of last year has run into the millions of tons.

"Railroad equipment is in bad repair; and railroad facilities will soon be overtaxed by moving the enormous crops that are already late, and by moving the greatly increased mill and foundry outputs.

"No coal dealer knows whether he can get enough coal next winter to supply his customers; and no dealer has more than a fraction of the necessary storage space for buying coal now and holding it—not even we.

"We therefore advise our customers to lay in their coal at the earliest possible moment. Future prices cannot be predicted with certainty—but every indication points to an increase.

"We will take care of all orders with greatest possible promptness."

The coal dealer who knows the editors of his local papers as he should make it a point to know them can often arrange, by diplomatically referring to the facts, to have important news items about the situation printed. The news is worth running, and is valuable information for the public, and at the same time is a legitimate boost for the coal dealer.

Life of an Anthracite Plant.

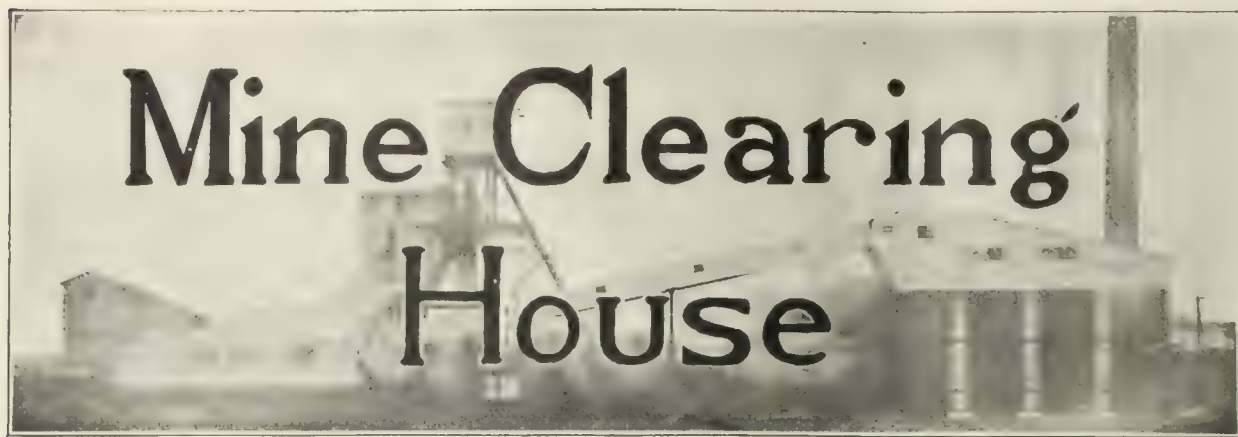
A plant built of wood should be charged off or depreciated at the rate of about 4 per cent a year and one built of steel or other fireproof material at the rate of about 3 per cent a year.

At the end of twenty-five years the wooden structure may be decayed and falling down; the building may be too low to accommodate the larger wagons and trucks; the system of handling the coal may be so out of date that the plant can no longer be used; or which is often the case particularly in retail plants, the growth and changes in the city are such that the business has left the particular location. Whatever the cause, the result is the same, the plant can no longer be operated profitably and must be replaced by a new one or the business handled from a different location.

With twenty-five years as the life of a wooden plant, one constructed of steel or other fireproof material appears to have a life of about 33 years. In the case of the fireproof plant the end of its usefulness is generally on account of the entire equipment being out of date or the business leaving the locality rather than from the material of which it is constructed being worn out or rusted out.

The above conclusions are based not on theory, but on observation and inspection of a large number of coal plants throughout the country.

There are, of course, many exceptions to this age limit where plants have been kept in operation for a number of years beyond their natural life, and others were what was thought to be an up-to-date outfit when built, has been condemned and entirely replaced in 12 to 15 years. It will be found, however, that 4 per cent and 3 per cent annual depreciation for wood and fireproof construction, respectively, represents very closely the actual life of anthracite coal plants.



Spirit of Safety First.

Every now and then you see in the daily press a brief news item which reads, as a rule, something like this: "About a week ago John Jones stepped on a nail. Two days later infection set in. He died early this morning of blood poisoning."

You, the man on the job, you who may happen to read this article, can prevent a number of painful accidents, which only too often result in serious if not fatal consequences, if you would only stop for a moment when the occasion presents itself and do the same thing Jim Hodge, an employe at the Boston & Montana Reduction Works, did.

A lot of boards that went into the makeup of concrete forms were piled up in the yard. One of the boards, with a number of nails all projecting upward, slipped off the pile and fell alongside of, a passage way that is used quite extensively during construction work.

We happened to come along, saw the plank with the ugly and dangerous looking nails, and began to wonder what success we had attained in educating the man on the job to do a little looking out for himself and the "other fellow."

It occurred to us that the man who would stop and turn over that plank is a man worth knowing; he is a man everybody in the employ of the mining company ought to be acquainted with. So we rigged up a camera, installed it in the chief clerk's office, and there we were waiting for the man.

Sure enough, along comes Jim. He has his eye fixed on the board. He comes alongside of it, stops, stoops, turns the plank over and plods on to his work.

The sense of duty which prompted Jim Hodge to stop on his way to work and turn over the plank with the projecting nails is nothing else but the spirit of Safety First.

J. L. PRICE.

Accidents vs. Profits.

In my thirty-two years of experience in and around coal mines, it has always been clear to me that the system of management was what increased safety, and also gave a greater output to the mine. I have visited some mines where they do not spare time or money in making the mines safe, and I find that these people have a greater tonnage and less accidents to their workmen than those operations do where they do not keep their mines up to the requirements, and drag along just any way to get a car of coal, and never spend a dollar to fix up roads, electric lines or any other part of their equipment, but permit the mine to get into a dangerous condition. These companies, when running under these conditions, think they are cutting down expenses and getting cheap coal, but I find that at the end of the year, when it comes time for the annual report, the people who keep their plants in good condition, and are ready to do anything reasonable that the mine inspector recommends for safety to the employes, have the lowest cost and the fewest accidents.

A WEST VIRGINIA MINER.

Using Mining Machines.

Editor, THE BLACK DIAMOND:

In view of the note in THE BLACK DIAMOND of recent date regarding the introduction of mining machines into the anthracite region, it may be interesting to recall some of the early tests made with these machines in the anthracite mines. In the summer of 1901 machines were tried in the Marcy seam at the Mount Lookout Colliery, and certain data were then obtained by J. B. Thorne, operating the colliery. The coal was about four feet in thickness and there was an upper bench one foot thick, directly under which

was one foot of bone underlaid by a bottom bench of two feet of coal. Two types of Jeffrey machines were tried, one compressed air, machine 16-D pattern undercutting to a depth of five feet and a width of forty-four inches. Experiments were also made with a 17-A electric machine with the same size undercut. The electric machine gave a large amount of dust and was discarded and while the air machine probably made as much dust the exhaust air cleared out the dust and made it possible for the men to work.

Another element was the high voltage used at the colliery (500 volts) and although for the reason given the electric machine was discarded in these early experiments it really gave better cutting.

The experiments made at that time showed that the cars from the machine mining contained on an average 2,803 pounds of coal and 158 pounds of culm as against 2,953 pounds of coal and fifty-two pounds of culm. By the methods of mining commonly used the cuttings across the face amounted to 2,262 pounds, consisting of 179 pounds of stove and larger size, 212 pounds of chestnut, 289 pounds of pea, 353 pounds of buckwheat No. 1, 417 pounds of buckwheat No. 2, and 812 pounds of culm. This work was done with a five-tooth chain. Later with a three-tooth chain better results were obtained, as more coarse coal was gotten.

At the time these experiments were made there was much labor agitation in the region and it was difficult to get laborers to load after the machines, hence no extended effort was made to introduce the machines.

MACHINE.

Tracy First-Aid Society

The Lochray mine of the Anaconda Copper Mining Company's coal department is situated at Tracy, Mont., and is the only mine operating at that place. The Tracy First-Aid Society was formed for the purpose of taking care of the safety first and first-aid work at the mine and it has a membership of about thirty miners, who reside at Tracy.

Meetings are held twice a month and are partly business and partly social in character. Members are elected by secret ballot and a two-thirds vote is necessary for election. Candidates who have been successful are notified of their election by the following note, which outlines the purposes of the society:

"You have been accepted as a candidate for admission into this society.

"Our object is not only to help our fellow workers in time of trouble and accident, but also to prevent injury to, or disease of, our fellow beings and ourselves in every possible way and by all possible means.

"Those of us who work in and around mines are exposed to a certain element of danger at all times. If we do not take unnecessary risks the danger is slight. If we do take risks the danger increases in proportion to the chances we are taking, and accident is liable to overtake us. We are, therefore, united in making our watchword "safety first." We are resolved to take every care in our daily work to prevent misfortune to our fellow men and to ourselves. For example, by examination of any place that is liable to be in a dangerous condition before beginning work there, we can prevent suffering, or even death. By warning our brother, who is perhaps unaware of danger, or who may be foolishly taking a chance, we may be the means of averting catastrophe.

"The second object we have in view is the prevention of disease by doing what lies in our power to improve the hygienic or sanitary conditions in our community.

"We are further resolved to render first aid to any one who may be injured at any time or

place, and to study and promote interest in the humane handling of the injured and sick."

During meetings that have been held in the past the matters that have been discussed have been: The proper use of fuse and squibs. The proper methods of lighting shots and the adoption of a regulation forbidding miners from going back immediately after a shot is fired to see the effect of the shot. Many men have been caught by delayed firing on account of this practice. Letters from Mr. Sanderson, State Mine Inspector, giving accounts of accidents that have happened in other mines and suggestions on methods of preventing similar accidents, are read and discussed.

In accordance with the recommendations of the society, the company has had red lights placed on all haulage tracks at crossings used by the men, and has had automatic cut-outs placed on the trolley wire circuit at all partings and crossings used by them.

The future will, it is hoped, see the construction of a hall that will provide a meeting place for the society and serve as a social center for the community.

Mining Machines in Anthracite Region.

A large number of coal cutting machines are being installed in the anthracite region, especially near Scranton.

Mining men have always been skeptical as to the practicability of these machines in hard coal, claiming that they could not stand the rough usage required by reason of the nature of the coal. But within the three years they have been in use here, they have passed the experimental stage and within a few years they will be used extensively.

Aside from the great saving in the cost of mining, they very materially reduce the accidents caused by blasting, for the reason that it does not require as much powder to blast coal after it has been undermined. In addition to this, since the charges are lighter, the blasts do not shatter the roof as in the case of hand mining where heavy charges are necessary, consequently accidents by falls of roof are reduced.

YOURS FOR SAFETY.

Posting Report of Accidents.

Practically all of the states in which coal is mined require that a report of each accident, whether minor or serious, be made to some state official, either the head of the state department of mines or the state industrial commission.

The writer has frequently wondered, and has asked many superintendents, whether the posting of a copy of this report, giving all the details of the accident, in a conspicuous place about the mine, might not have the effect of reducing the number of accidents. It would probably work in two ways: First, a man who sees just what conditions caused an accident to his fellow-workers will probably endeavor to avoid a repetition of such conditions in his own working place; and, second, the idea of "keep your name off the board" might lead a man to take more care. No man wants to see a report of an accident, which may have happened entirely through his own negligence or carelessness, posted in a place where all his fellows can see it, and know from the statements that he alone was to blame for his injuries.

No matter whether the result is obtained through a real desire to make and keep things safe, or because of a fear of ridicule or censure from a man's fellow-workers, if such a plan brings about greater safety in a mine it seems that it would be well worth the small sum required for the installation and upkeep of the bulletin board.

L. E. C.

Louisville & Nashville Rates.

CHATTANOOGA, TENN., November 4.—The Louisville & Nashville Railroad, in issuing two new coal tariffs, one quoting the increased \$1.40 rate on coal for land delivery from Alabama mines in New Orleans, and one quoting the old rate of \$1.25 on bunker coal, will test the opinion of the Interstate Commerce Commission expressed in the decision on the coal rate case that the railroads might not concern themselves as to the use to be made of coal shipped to New Orleans by making two separate rates, one for land delivery and one for bunker coal.

Tariffs have been issued by the other railroads interested in the case, including the Southern, Alabama Great Southern and Frisco lines, making the increase of fifteen cents a ton on land delivery.

Hocking Valley Rate Hearing.

COLUMBUS, OHIO, November 4.—(*Special Correspondence*.)—An important development in the Ohio rate case came last week, when it was announced by the commission that the pleading filed by the Pittsburgh Vein Operators' Association against the several railroads serving that field would be made a part of the general hearing now in progress. This gives that association the same status as the Sunday Creek Company, which intervened in the action of the Ohio United Mine Workers against all coal-carrying roads of the state.

By such ruling any readjustment of rates affecting the Hocking and eastern Ohio fields, as well as others that may intervene, will be made at the same time. The way is also thus opened up for a hearing that may go on for many weeks. Thus the Sunday Creek Company has won a point by attracting to its rate fight other influential coal interests.

The commission's attitude in the matter was disclosed near the hour of adjournment. Mr. Boyle had stated that with the redirect examination of Mr. Hopkins, rate expert, on Wednesday morning, the Sunday Creek Company would close its case against the Hocking Valley railway. It was ready to hear the evidence of the defense or to proceed with its separate case against the Toledo & Ohio Central, which had been made a party defendant when the intervention suit was filed.

Solicitor Wilson replied that the Hocking Valley did not desire to offer its defense until the T. & O. C. exhibits were in, as some of the statistics to be submitted applied to both lines. W. K. King, attorney, a Toledo & Ohio Central representative who had been present during the hearing, asked on behalf of C. T. Lewis of Toledo, counsel-general for the road, that longer time be given to check up on advance copies of the exhibits that were to be filed, stating that these copies had been furnished by the rate experts for the plaintiffs only on the preceding Tuesday. Further, Frank Lewis, son of the solicitor, who was to conduct the defense, was at Atlantic City in attendance upon a sick wife.

The chairman of the commission then asked if witnesses in the pleadings of other parties to the hearing were in readiness, so that there might be no delay in the proceedings, and announced that the Pittsburgh Vein case would be considered as part of the present hearing. No counsel for these plaintiffs was present. The commission stated that it had postponed other important matters to give this hearing right of way, and was anxious to push it through as rapidly as possible.

Hoisting Record of Superior Coal Company.

Editor THE BLACK DIAMOND:

Replying to your favor of September 27, in which you request a brief statement telling how we have secured our large output, etc., permit me to say that I hesitate to make such a statement, for the reason that it looks like a fellow tooting his own horn, but I make the effort in response to your argument that it might be of interest to other busy men and for the present adopt the motto of an old-time miner friend of mine, which was, "He that tooteth not his own horn, the same shall not be tooted."

I took charge of the Superior mines November 1, 1910, and the equipment of the mines is essentially the same now as it was at that time. The results have been secured by "closer supervision," by finding the lost motion, and then removing the causes. We have not found them all and have not yet removed all that have been found, but we are still at it.

Our hoisting equipment is a 24x36 inch Litchfield engine. The cage is of the Oleson self-dumping type. We found it necessary to speed up our hoisting, put on a con drum, take off the disc throttle and put on a quick-acting throttle. These changes gave the engine a chance to give quicker service. The hourly hoist is now reported to both top and bottom men, and the hoisting engineer and the compressor man or stationary engineer change jobs at the end of each hour. Automatic counting machines are now attached to the throttle.

The next place to receive our attention was the bottom of the mine. The caging was not at all satisfactory, it not being possible to depend on a steady hoist because of cars being in the sump, etc. This situation was not relieved until we tore up all of the tracks, regraded the bottom and installed the Mining Safety Device caging machine.

Decision in regard to a postponement was taken under advisement until Wednesday morning.

Mr. Hillman, chief rate expert, was on the stand nearly all of Tuesday, on redirect and re-cross-examination. Questioned by Mr. Boyle, he stated that he had been employed in cases similar to the one now in progress, by twelve state utilities commissions; that only five states in the Union, to his knowledge, had their own rate experts; and in view of the fact that all railroads had rate experts among their regular employes, the professional rate expert was necessary in bringing out the facts on behalf of plaintiffs before public commissions not provided with such. It was disclosed that the total salaries and expenses of the witness and the men of his force who had examined the Hocking Valley records at the instance of the Ohio commission was about \$100 a day.

William W. Daniel of Columbus testified that his railroad experience covered a period of twenty-seven years, mostly in the traffic department. For ten years he was freight agent of the old Columbus, Shawnee & Hocking road, and his last position had been with the Baltimore & Ohio as coal and coke agent. Later he had been in the coal business, from which he was now retired. Part of his time was being given to rate expert work. In such capacity he had helped prepare statistics submitted to the Ohio legislature last winter, in the unsuccessful effort then made to secure the passage of a law regulating intrastate coal traffic. He had been retained by the Sunday Creek Company in the present case.

Several exhibits compiled by Mr. Daniel were offered as evidence. Their object was to get before the commission the freight rate on coal from various fields in West Virginia and Kentucky turned over to the Hocking Valley and delivered by it at Toledo, and to show the proportionate rate on the Nelsonville-Toledo haul, as paid by Ohio coals. West Virginia and Kentucky coal bearing a \$1.25 per ton rate to Toledo would, he claimed, on an equal ton-mile basis, make the rate from Nelsonville to Toledo on Ohio coal sixty-three cents. From the Pocahontas field, with a \$1.45 rate, the same method of calculation would give Ohio coal a fifty-two-cent rate, and Thacker coal, which has a Toledo rate of \$1.25, enjoys the Nelsonville-Toledo haul, based on ton miles from original point of consignment, of sixty-one cents. It was contended that Ohio coal should have the benefit of these same proportionate figures, instead of being compelled to pay eighty-five cents per ton on the haul from Nelsonville to Toledo.

A car release was also put in to allow the empty car to run off of the cage.

A "leak" was then found on top in the moving of the railroad cars. In warm weather the cars would run too easily and in cold weather they probably wouldn't run at all. This was cured by putting in Fairmont car retarders and electric car pullers of our own manufacture.

Our energies were then directed to getting the coal to the bottom and found that the haulage was at fault, there being too many cars off the track, etc. The main line haulage roads were brushed, graded and straightened, and in order that the motormen should know that they were secure in going at the best possible speed, arc headlights were placed on the motors. The standard size of haulage motors was raised from twelve-ton to fifteen-ton. We are installing roller-bearing cars as fast as possible without throwing away any of our old usable equipment.

The management of each mine is in the hands of a mine manager with four assistants, who are known as district managers, each mine being divided into four sections and every working place is visited every day by the foreman in charge of that section. A mining engineer is also a member of each organization. The coal is mined by both air and electric machines in what is known as the No. 6 seam; the air machines are being discarded, however, in favor of the electric. The haulage is electric, the gathering being done by both mules and motors.

The record for one day of eight hours hoist for each mine is as follows:

Mine No. 1.....	4,605 tons
Mine No. 2.....	5,133 tons
Mine No. 3.....	5,195 tons

And the record for the three mines in one day of eight hours hoist is 14,208 tons. The above

records were made in the past year, and we expect to break all of them within the present year. The following statement shows the tonnage results for the fiscal years ending June 20, 1911 to 1915:

1911				
	Daily Average.	Days Worked.	Pct.*	
No. 1 tonnage.....	672,311	2,929	229 1/2	9
No. 2 tonnage.....	721,921	3,267	221	3
No. 3 tonnage.....	793,026	3,411	232 1/2	3
Total	2,187,261			
1912				
	Daily Average.	Days Worked.	Pct.*	
No. 1 tonnage.....	673,717	2,999	224 5/8	2
No. 2 tonnage.....	791,836	3,471	228 3/8	6
No. 3 tonnage.....	838,022	3,629	230 7/8	6
Total	2,303,575			
1913				
	Daily Average.	Days Worked.	Pct.*	
No. 1 tonnage.....	681,852	3,215	212 1/4	7
No. 2 tonnage.....	828,288	3,835	215 3/4	11
No. 3 tonnage.....	837,798	3,896	215 3/8	8
Total	2,347,938			
1914				
	Daily Average.	Days Worked.	Pct.*	
No. 1 tonnage.....	754,992	3,465	217 7/8	8
No. 2 tonnage.....	887,919	3,944	225 1/8	3
No. 3 tonnage.....	890,986	3,960	224 1/2	2
Total	2,533,897			
1915				
	Daily Average.	Days Worked.	Pct.*	
No. 1 tonnage.....	901,581	3,882	232 1/4	11
No. 2 tonnage.....	869,319	4,198	207 1/8	6
No. 3 tonnage.....	763,318	4,091	186 1/8	3
Total	2,534,218			

*Per cent increase daily production over previous year.

While I realize that something has been accomplished in the way of tonnage and also reduced costs, yet I have impressed on my organization that the most important thing is "minimum injuries" before "maximum tonnage." The motto of our official family is "Safety, Efficiency and Economy."

JOHN P. REESE,
General Manager of the Superior Coal Company, Gillespie, Ill.

Rhode Island Coal.

The presence of coal in Rhode Island was known as early as 1760, but none of the attempts made to utilize it have met with success. The coal beds of the state are unusually difficult to mine, and the attempt to burn the coal or to treat it as other coals have been treated has been unsuccessful.

To understand why this should be so, it is necessary to have a general idea of the geology of the region. The coal beds and associated rocks of this area, according to a report by George H. Ashley just issued by the United States Geological Survey as Bulletin 615, have been subjected to intense horizontal pressure that has not only affected the internal structure of the coal but has compressed the beds and other rocks into great folds. The coal, which is relatively soft, has yielded more than the surrounding rocks, so that the beds have lost their original regularity and now occur in pockets, irregular in size and shape, separated by more or less extensive areas of thin coal or areas from which the coal has been entirely squeezed out. The varying intensity of the pressure from place to place has also resulted in considerable difference in the quality of the coal, which ranges from anthracite to graphite, containing moderately high ash to very high ash and usually showing a high percentage of moisture when first mined.

The best coal found in the Rhode Island field approaches Pennsylvania anthracite in color, fracture, and luster; the poorest coal is full of distinctly visible quartz veins of considerable thickness and extent. Owing to its high ash and high moisture content Rhode Island coal does not have the heat-giving capacity of the average bituminous coals. It is reported to ignite very slowly, but when once ignited it burns very rapidly and gives an intense heat; it thus burns itself out quickly and requires more attention in firing than other coals.

At the present time the best outlook for Rhode Island coal is in the production of electric power at the mines, either in steam engines or by means of specially devised producer-gas or water-gas plants. It appears, however, that this can not be done with financial success until it can be shown that Rhode Island coal can be mined and delivered at the furnace for less than one-half the wholesale price of competing coals in Providence and Boston.

A Résumé of the Ohio Rate Fight.

COLUMBUS, OHIO, November 3.—(*Special Correspondence*).—Interruption in the fight of Ohio coal producers before the State Utilities Commission to secure lower intrastate freight rates, affords opportunity to take note of the progress made to date in this effort—one which largely affects the coal interests of West Virginia, Kentucky and Pennsylvania, as well as those of Ohio. As announced last week, the commission yielded to the request of the defendant railroads, which desired further time to prepare their case, and adjournment was taken on the 27th ult. until November 22.

It will be recalled that last spring the Supreme Court of Ohio in passing upon a test case that had been hanging fire for three years, established the constitutional right of the State Utilities Commission to regulate intrastate railroad rates. Foreseeing that this decision would likely precipitate a general coal rate fight throughout the state, the railroads of Ohio took the initiative in a get-together movement of railroad and coal interests.

After several joint-conferences by prominent representatives of each, in which the railroads conceded that there should be some readjustment of rates to meet changed conditions, the two interests failed to come to any kind of agreement. The rock upon which they hopelessly split was that the railroads wanted to take the matter before the Interstate Commerce Commission, while the coal men insisted upon it being handled by the State Utilities Commission. Justly or otherwise, Ohio producers, who have been in bad straits for several years past, attributed the bulk of their troubles to alleged discrimination against them by the railroads on the ton-mile rate, as compared with the rate given out-of-state coals, more particularly those of West Virginia.

The next move in the Ohio situation was the filing of a suit before the Utilities Commission by the Ohio United Mine Workers union. All railroads of the state were made parties-defendant. The charge of unfairness toward Ohio coal was urged, and the commission was asked to investigate the evil and apply the remedy. As was natural, the Hocking Valley railway was chosen by the plaintiffs as the one upon which test should be made. This is the chief artery through which West Virginia coal reaches the lake docks. Armitage, a station near Nelsonville, is the point at which the Hocking Valley receives this tonnage from the Kanawha & Michigan. The vulnerable point of attack is the supposed fact that the Hocking Valley hauls this coal from Armitage to Toledo, and has for years, at an estimated rate of about 39 cents, whereas it charges 85 cents for Ohio coal originating at Nelsonville, and up until recently has been charging \$1 per ton.

An important point won by the plaintiffs was overriding the attitude of the Hocking Valley in refusing to allow its records to be examined. The commission ruled that these records were necessary evidence. The next development was intervention in the case as plaintiff by the Sunday Creek Coal Company, revealing the fact that the operators were back of the miners' action. Their pleading was filed soon after the hearing began in August. Plaintiffs and defendants failing to agree on the plan of taking data from the records, the commission appointed a board of examiners. The plaintiffs would seem to have scored again when the corps of rate experts originally employed for the case by the Sunday Creek Company were named as the examiners, with the addition of an employe of the commission. All the time asked for by the plaintiffs, a period of about six weeks, was allowed them in making the examination, the commission adjourning until this work could be completed.

The six days during which the hearing was in progress again, just previous to the late postponement at the instance of the railroads, were consumed for the most part in taking the testimony of the rate experts, placed upon the stand to explain the statistical exhibits which had been placed in evidence. The sum of all this was the effort to show the exact cost of transporting a ton of coal from Nelsonville to Toledo, and to point out to the commission what would be the actual rate, including profit, on this haul if the total coal revenue, as shown by the railroad's records, was equalized so as to apply impartially to both foreign and Ohio coal.

It was the contention of the experts that this equalization would give Ohio coal a rate from Nelsonville to Toledo, including assembling and terminal charges, of a fraction less than 70 cents.

The goal aimed at by the Hocking operators is the securing of a 75 cent rate, which would mean a differential against the real competing West Virginia fields of 50 cents per ton. With this advantage allowed on the Toledo haul, it would naturally follow, in the opinion of Ohio operators generally, that the commission could do no less than grant a proportionate differential on all roads to all points throughout the state.

Thus the defense which the Hocking Valley railway may be able to put up in the case is of as much importance to other coal-carrying lines as a favorable decision for the Sunday Creek Company would be to other coal producers. The plaintiffs have practically completed their testimony. Much interest centers in the tactics of the defendants. The railroads are robbed of what has heretofore been their chief reliance—the claim that the commission lacked jurisdiction. Effort will no doubt be made, as foreshadowed in the cross-examination, to break the force of the experts' testimony, on the ground that the analysis and assignment of the various elements entering into the exhibits are theoretical, rather than practical. The strongest card

A New Chapter of the Anthracite Litigation.

PHILADELPHIA, November 4.—(*Special Correspondence*).—"Within ninety days from the entry of this decree or in case an appeal be taken therefrom to the Supreme Court of the United States and duly prosecuted, then within ninety days after the filing in this court of the mandate of the supreme court affirming the decree—the defendants shall submit to this court a plan for the disposal by the Central Railroad Company, of all the stock, bonds or other securities of the Lehigh & Wilkes-Barre Coal Company, now owned or in any manner controlled by it; the plan to be such as will effectually dissolve the unlawful combination and create a situation in harmony with law.

"If the defendants shall fail to present a plan within the period stated, or if the plan submitted shall be rejected, this court will take such further steps by receivership or otherwise as may then seem necessary, to dispose of the stock."

Foregoing is the order contained in the decree of Judges McPherson, Buffington and Hunt, sitting as a circuit court of appeals in this city last week. Their judgment was the latest chapter in the suit of the government to dissolve what its attorneys have called "the anthracite coal trust."

Last July when the judges submitted their review of the case they held that the holding of Central Railway of New Jersey stock—which in turn held the stock of the Lehigh & Wilkes-Barre Coal Company—and the holding of the Philadelphia & Reading Coal & Iron Company stock, by the Reading Company was in restraint of trade.

In October attorneys for the companies concerned offered three plans of reorganization to the judges for their consideration. Attorneys for the Central Railway and the Lehigh & Wilkes-Barre Companies protested against the divorcement between these. This was one of the plans submitted.

In handing down their decree the judges declare that the union of the Philadelphia & Reading Coal & Iron Company and the Lehigh & Wilkes-Barre Coal Company, through the instrumentality of the Reading Company, a holding corporation which owns the entire capital stock of the Philadelphia & Reading Coal & Iron Company and a majority of the capital stock of the Central Railway of New Jersey Company, the last named company owning the majority of the capital stock of the Lehigh & Wilkes-Barre Coal Company, is a combination in restraint of trade and violates the anti-trust act of 1890.

Pending the disposal of such securities, the Central Railway, the Reading Company and all corporations controlled by them are enjoined from voting or attempting to vote on any stock of the Lehigh & Wilkes-Barre Coal Company. Even railroad arrangements and leases are directed by the decrees of the judges who state:

"All clauses, stipulations or covenants in leases of coal lands made by the Reading Coal & Iron Company or by the Lehigh & Wilkes-Barre Coal Company or by any subsidiary company of either that require the lessees to ship coal over any particular railroad or over such route as may be designated by any railroad company, are hereby

of the defense, though, is expected to lie in the alleged fact that the experts did not attempt to take into account the matter of railroad financing, which has a vital bearing on the whole proposition. As an illustration, it is believed that the railroad will seek to make it appear that the revenue which it realizes from West Virginia coal, taken at a necessarily low rate in order to meet competition, is an essential factor in sustaining the road's financial burdens involved in the primary object of efficiently serving Ohio coal producers.

The railroad hopes to make a strong case before the commission, to the end that a rate-reduction, if any, may be small. It is believed by some coal men that a slight reduction would be accepted without further contest, but that before submitting to a seventy-five cent rate the railroad would go into the courts and attempt to show that the commission's ruling was confiscatory.

Intervention in the case by the Pittsburgh Vein Operators Association of Ohio, which controls most of the mines in Jefferson and Belmont counties, and their request that the commission require the railroads entering that field to file information on their costs and profits, gives the present hearing a much greater significance than appeared on the surface at the outset.

declared to violate the anti-trust act of 1890, and, therefore, to be void, and the coal companies and the railroad companies that are parties to this decree, their officers, directors, agents and employes are hereby enjoined from enforcing or attempting to enforce or threatening to enforce such clauses, stipulations or covenants."

It is declared that the government is entitled to recover from the Reading Company so much of the farable costs in the bonds and securities.

This court dismissed the charge against the Lehigh and Susquehanna railroads and the Lehigh Coal & Navigation Company and the Central Railroad in which was concerned a lease concerning coal traffic. Suits against the Lehigh Coal & Navigation Company and the Lehigh Coal and New England Railway were also dismissed.

A Holmes Memorial.

The Colorado State School of Mines has through its president, William B. Phillips, announced that it has created the Joseph Austin Holmes professorship of safety and efficiency engineering, and that the board of trustees has appointed to that professorship, James Cole Roberts, who heretofore has been connected with the Bureau of Mines of Denver.

In connection with this movement in the school, Mr. Phillips makes a suggestion which must appeal to the coal men as being both practical and extremely sensible. He says that such professorships are the best possible kind of a memorial to Dr. Holmes who undoubtedly has done more than any other man living or dead for the coal mining industry. That is, the school is prepared to equip this new chair with all of the best apparatus and appliances so that nothing will be lacking for adequate instruction. The school is doing its part to carry on the work which Dr. Holmes started, namely the work of promoting safety and of teaching it so that an endless chain of safety advocates and efficiency enthusiasts may be going out into the coal fields.

He makes another very practical suggestion which is that, if the committee on the Dr. Holmes memorial can see fit, it could by making an appropriation of \$50,000, assure scholarships to at least five persons annually. That is, a sum of \$50,000 invested would yield \$2,500 a year. This would pay for five scholarships at \$500 each in this particular school. Thus through this one avenue alone, five trained and efficient men would be going out every year to spread their influence for the work which Dr. Holmes when in life did so much. The suggestion appeals tremendously because it starts an endless chain of influence in a direction where influence is much needed.

The D. L. & W. coal trestle in Buffalo will probably be torn down about the middle of the month, as it is stated that the dredge which is preparing for the new trestle will reach it about that time. The plan is to erect a car dump and probably a boxcar unloader in place of the present wooden trestle and to be ready for work next year.

Prospects of Coal Strike.

The prospect of a strike in the anthracite region next April is looming up. The same forces that lined up in 1902 are sharpening their knives. The battle this time, if one is to believe the officials of the United Mine Workers' Union, will be for blood. The innocent bystander, the general public, as usual, will be plentifully spat-tered with gore, some of it his own, for the fly-ing cutlery is hard to dodge.

The stake this time is an increase of \$20,000,000 a year in wages. Additional demands are that the next contract be for a term of two years; that individual agreements and contracts in the mining of coal be prohibited; that an eight-hour day be instituted; that a "satisfactory" method of settling grievances be established; and, last, but far from the least, that *sine qua non* in strike amenities, full and complete recognition of the union. Here are the same old rocks over which the Anthracite Coal Commission had to bump its way, an expensive proceeding almost ephemeral in its effects. Every miner, every operator, every employer, every householder participated in the dancing that preceded the sitting of the commis-sion and paid dearly for his entertainment.

Will there be another strike next spring? "Not for a day," says President White of the mine workers—that is, if all his demands are met. Mr. White is of a pleasant turn of mind. He plies a congenial occupation and he likes to make work for himself. But he is entirely too opti-mistic.

With due and full notice of what is likely to happen, why should we go through the agonies of another coal strike? Why not anticipate the effect of the expiration of the present agreement and have the merits of the budding controversy passed on in advance of complete development? Surely there is no dearth of professional investi-gators who would be willing to sacrifice their leisure in return for sure pay from the public purse and a liberal education in coal mining. Winter is coming on and soft jobs are still scarce.

A congressional delegation, hand picked from the agricultural hamlets of the south, and utterly impartial as regards preconceptions of the issues, but with the frenetic Mr. Walsh of the Industrial Relations Commission as counsellor and guide, might even be induced to assume the job. The next election is far enough off to have the moans of the operators forgotten, yet near enough to preserve the shine on the halos of a new set of adjusters of the rights of the "downtrodden."

But the matter is too serious to go by de-fault. If there ever was an opportunity for ef-fective arbitration it is here before our eyes.—*New York Sun.*

Indiana First Aid Meet.

BICKNELL, IND., November 4.—(*Special Cor-respondence.*)—The first state meet of the miners held here Saturday seem to have left a pleasing taste with the miners and the operators. It was one of the most enjoyable events held in the Indiana coal field in recent years. The feeling between the miners and their employers seemed to be better than ever before. There was a great deal of close competition for the prizes offered. All of the mines in this part of the field were closed down and more than 3,000 people were present.

The attendance was even larger than at the national meeting at Terre Haute a few months ago under the auspices of the United States Bu-reau of Mines. The contests showed that many of the miners have studied the best methods for rendering first aid to the injured. The winning teams were the following:

First Prize—Team No. 21, Oliphant-Wasson Company, No. 2, Bruceville.

Second—Team No. 16, Knox Coal Company, Bicknell.

Third—Team No. 8, Green Valley Coal Company, Jasonville.

Fourth—Team No. 6, Jackson Hill Coal Company, No. 2, Sullivan.

Fifth—Team No. 15, Indian Creek Coal Company, Bicknell.

Sixth—Team No. 2, Miami Coal Company, No. 1, Clinton.

Seventh—Team No. 3, Miami Coal Company, No. 2, Clinton.

Eighth—Team No. 9, Vandalia Mine, No. 15, Cass.

Ninth—Team No. 14, J. Woolley Coal Company, Pax-ton.

Tenth—Team No. 23, American Coal Mining Com-pany, No. 2, Bicknell.

Eleventh—Team No. 5, Vandalia Coal Company, No. 82, Bicknell.

Twelfth—Team No. 24, Tecumseh Coal Mining Com-pany, No. 82, Bicknell.

Thirteenth—Team No. 1, J. K. Dering Coal Company, Clinton.

Fourteenth—Team No. 12, Vandalia Mine No. 9, Linton.

Fifteenth—Team No. 22, American Coal Mining Com-pany, Bicknell.

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Sixteenth—Team No. 11, Vandalia Mine No. 11 local, Dugger.

Seventeenth—Team No. 13, Woolley Coal Company, Paxton.

Eighteenth—Team No. 19, Knox Coal Company, Bick-nell.

Nineteenth—Team No. 7, Calora Coal Company, Jason-ville.

Twentieth—Team No. 25, Powallettes, Bicknell.

Twenty-first—Team No. 4, Richards Lower Vein, No. 1, Terre Haute.

Twenty-second—Team No. 26, Old Bicknell Mine, Bick-nell.

Although the matter of binding up imaginary wounds and treating patients for fancied mishaps may be called prosaic and utterly lacking in senti-ment, there was a large attendance of spectators, other than members of the families of miners and operators, and the crowd remained until night to see the finish of the contests. Here is the list of problems submitted to the teams for demonstra-tion:

Driver falls under car, sustaining following injuries: Compound fracture of right forearm four inches above wrist, very slight bleeding; severe laceration over right knee cap; practically no bleeding. Treat.

Fall of slate on entry causes trolley wire to fall on back of right shoulder of motorman; severe burn, un-conscious. Dress and treat for electrical shock. Trans-port fifty feet on improvised stretcher.

Fire boss in making his rounds runs into an un-expected pocket of gas, which is set off by naked light he is wearing. Sustains burns of entire body above waist line. Conscious. Treat.

Trip rider knocked off motor, run over by empty car; sustains following injuries: Compound fracture of thigh four inches above left knee, severe hemorrhage, simple fracture in middle of right leg. Conscious. Treat.

Cager caught between cage and brow timbers. Sus-tains following injuries: Severe laceration of right ear, fracture of sixth, seventh and eighth ribs on right side of chest. Laceration of abdominal wall just above left hip. Conscious. Treat.

Physicians from the various mines and repre-sentatives of the bureau of mines judged the con-tests.

Kentucky Mining Institute.

Ivan P. Tashof, secretary, announces that Lex-ington has secured the winter meeting of the Kentucky Mining Institute. This organization, with a membership of 350, will convene Friday and Saturday, December 3rd and 4th. Prominent mine operators, mine managers, superintendents

and engineers from all parts of the state of Ken-tucky are expected to attend.

This is the first time since May, 1914, that Lexington has had the privilege of entertaining this organization, Louisville having secured the December, 1914, meeting, and Pineville the May, 1915, meeting.

The program for this meeting is now in the process of formation, and will be announced as soon as it is completed. The Phoenix Hotel of Lexington will be headquarters.

Mr. Tashof, secretary of the institute, has an-nounced the following committees for the meet-ing: Committee on papers, J. E. Butler, Stearns, Ky.; Ivan P. Tashof, Lexington, Ky. Committee on entertainment, Professor C. J. Norwood, Ed-win L. Quarles, R. D. Quickel, Milton Sanchez, Ivan P. Tashof.

Taggart Sues Sanitarium.

NORRISTOWN, PA., November 4.—Grantham I. Taggart, who is connected with the Taggart Coal Company at Savannah, Ga., entered suit in the courts here on Saturday last against the keeper of a sanitarium, Dr. F. S. Ludlum, asking \$50,000 damages. In his bill of particulars Mr. Taggart alleges that in December, 1913, while broken in health from business worries he became a pa-tient at the place of the doctor at Merion. He states that beside annoyance he was a victim of negligence and was physically restrained from leaving the place.

Boland Gets \$45,000.

SCRANTON, November 4.—By a decision handed down by the Interstate Commerce Com-mission last week W. P. Boland of the Marian Coal Company declares that he has been granted reparation to the amount of \$45,000 against the Delaware, Lackawanna & Western Railroad. This is the result of a long drawn out legal action that was started in October, 1911, in which a change was made in the freight rates from Taylor, Pa., the loading point of the Marian Coal Company.

U. S. Coal Exports.

		1914.		August—		1915.	
Coal and Coke—		Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Coal—	tons...	455,305	\$2,396,365	307,147	\$1,602,614		
Anthracite	.....					
Exported to—							
Canada	.....	452,538	\$2,382,171	293,318	\$1,536,316		
Argentina	.....			1,740	10,811		
Brazil	.....			2,372	9,139		
Uruguay	.....			600	3,333		
Other countries	.....	2,767	14,194	9,117	43,015		
Bituminous	.....	1,955,176	\$4,661,102	2,000,848	\$5,080,157		
Exported to—							
Italy	.....			382,154	\$1,129,440		
Canada	.....	1,513,096	\$3,306,321	947,069	1,955,411		
Panama	.....	22,067	58,698	49,423	136,679		
Mexico	.....	24,705	108,699	18,507	82,000		
Cuba	.....	79,537	217,109	114,299	315,698		
Other West Indies and Bermuda	.....	60,550	184,886	42,347	134,344		
Argentina	.....	25,811	82,124	128,823	392,715		
Brazil	.....	54,695	172,871	53,002	153,902		
Uruguay	.....	10,920	32,518	30,956	89,235		
Other countries	.....	163,795	497,876	234,268	690,733		
Total coal	.....	2,410,481	\$7,057,467	2,307,995	\$6,632,771		
Coke	.....	48,220	\$ 180,648	83,085	\$ 319,536		

		1913		Eight Months Ending August—		1915.	
Coal and coke—		Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Coal -	tons...	2,847,443	\$15,028,774	2,666,969	\$13,940,001	2,304,964	\$11,950,985
Anthracite	.....					
Exported to—							
Canada	.....	2,800,112	\$14,802,765	2,627,945	\$13,743,564	2,261,722	\$11,753,172
Argentina	.....					2,335	14,108
Brazil	.....					2,415	9,518
Uruguay	.....					605	3,367
Other countries	.....	47,331	225,009	39,024	196,437	37,887	170,680
Bituminous	.....	11,834,511	\$30,057,981	9,045,260	\$22,209,585	10,588,583	\$27,643,513
Exported to—							
Italy	.....					2,023,945	\$ 5,992,011
Canada	.....	8,652,472	\$21,045,646	6,038,936	\$13,234,146	4,737,655	10,079,183
Panama	.....	351,850	953,267	190,965	513,636	329,450	903,516
Mexico	.....	377,098	1,082,884	215,068	816,993	216,246	990,121
Cuba	.....	868,114	2,340,264	696,111	1,939,212	734,536	2,033,574
Other West Indies and Bermuda	.....	119,496	1,210,131	415,824	1,235,465	308,605	933,816
Argentina	.....	48,626	135,214	138,319	409,360	662,714	2,001,934
Brazil	.....	100,088	636,219	155,225	502,708	482,971	1,452,894
Uruguay	.....	5,163	14,992	56,514	167,426	130,790	383,308
Other countries	.....	911,604	2,639,364	1,138,408	3,390,639	961,671	2,353,156
Total coal	.....	14,681,954	\$45,086,755	11,712,229	\$36,149,586	12,893,547	\$39,594,449
Coke	.....	607,767	\$ 2,266,621	456,661	\$ 1,701,017	513,679	\$ 1,972,728

The above figures do not include fuel or bunker coal laden on vessels engaged in the foreign trade, which aggregated during the month, and eight months ending August, as follows: August, 1914, 512,700 tons, valued at \$1,725,416; August, 1915, 672,990 tons, valued at \$2,274,484; eight months ending August, 1913, 5,079,189 tons, valued at \$16,488,649; 1914, 5,038,576 tons, valued at \$16,689,570; 1915, 5,027,027 tons, valued at \$16,926,237.

Figures are for six months, January to June, inclusive.

Figures cover period beginning July 1.



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A One-Sided Proposition.

The Illinois coal operators, until this year, sold their coal for almost anything they could get for it. They printed a circular of prices which, in June, called for \$1.35; in July and part of August for \$1.50; for a part of August \$1.65 to \$1.75; and after the first of September, for \$1.75 to \$2.25.

Candidly, these circular prices were masterpieces of coal fiction. They looked well on a printed slip, and would have looked even better on the order book. But the matter of transferring them from one to the other was considered one of the impossibilities. Instead of circular price, some of the operators were satisfied if they got anything better than \$1.00. There were places, particularly in Nebraska, where this coal got up to demurrage and was sold week in and week out for as low as ninety cents and \$1.00 a ton.

This year the operators were confronted by a new situation. They had lost tonnage because of the depression in business. They were facing the proposal that they should continue to lose business and also money on what coal they shipped by selling it for less than cost of production. Even the most sturdy coal company could not endure this drain for any length of time and in consequence some remediable measures had to be

taken. So the operators began to adhere to circular. That is, when the circular price was \$1.35 that was also the selling price. Consequently, when the circular price advanced to \$1.50 and subsequently to \$1.75, the retailers had to pay it.

Now, the retail dealer in Iowa and Nebraska who has been getting coal for ninety cents and \$1.00 a ton says that he cannot see it at \$1.75 a ton. He cannot even see it at \$1.50. The reason is clear. He has been basing his prices to his customers on circular, but buying at the market. Thus he has pocketed the difference between the actual selling price and the circular price. He has been making, in a word, the normal profit on coal plus the sixty to eighty-five cents a ton that the operator cut under his own circular price. Naturally, the retailer having enjoyed such a bonanza, does not care to have it taken from him.

The retailers are doing a perfectly human thing under the circumstances. They say to the Illinois operators that unless they return to the old practice of cutting coal prices below the cost of production, the yards will no longer handle Illinois coal but will turn to Colorado and Wyoming coals. This they can easily do because the two coals are about on a freight rate parity in that market. In this fact they have a tremendous leverage to use against the Illinois operators, and they do not hesitate to use it. It is worthy of note that the club is being used solely to beat the price down below cost of production.

Perhaps under the theory that "business is business" such a merciless attitude is justifiable. However, there is one point which must be taken into consideration. At ninety cents or \$1.00 a ton, domestic coal from Illinois is selling far below actual cost of production. It costs not less than \$1.00 a ton, and often above \$1.05 a ton, to produce *mine run coal* in Illinois. To get the *mine run selling price*, it is necessary to average the lump and fine coal prices. The average price of screenings—these make up more than forty per cent of the production—is about seventy-five cents a ton. If all the "prepared sizes" of coal sold at \$1.50, the mine run price would be \$1.20. However, all the prepared sizes do not sell for anything like that and, under the old rule, even lump sold for no such attractive price. For example, when lump is \$1.50, the egg and nut are selling for much less.

Clearly, if the retailers insist on getting their coal for ninety cents or \$1.00, they are insisting that the operators shall sell the mine run on the average at eighty-four cents a ton. This, at best, is a loss of sixteen cents. It will probably mean a loss of twenty-one cents a ton or more.

The question, of course, is: "Are the western retailers going to demand that the Illinois operators shall lose sixteen cents a ton, or go without their business?"

To take any such stand is short-sighted. It is worse; it is one-sided. It says that the operators shall lose money that the retailers may make much. It says that the men who support the retail business by giving them their supply of coal shall be ruined systematically that the retailer may profit for a short time. In the end, of course, the retailer must go down along with his source of supply and thus

the whole trade will be involved in ruin. The present program is nothing more than a slow process in trade suicide.

Supplying City Coal Needs.

In these days, with school buildings to heat, public plants to run, fire departments to be kept going, and other departments to be run, modern cities are quite heavy buyers of coal, and the city's attitude toward the coal man is a trifle peculiar.

The municipality almost invariably presents itself to its source of coal supply as an eleemosynary institution which must be given special consideration in the matter of price. In a word, coal to the city must be sold cheaper than to anybody else. Just why that should be no one has ever been able to figure out. In addition, the coal dealer is asked to live up to the most rigid specifications. In most cases he is penalized for any loss of intrinsic value of the coal. In some places, as in New York and Philadelphia, he is sometimes penalized three or four times for the same offense. To offset this excessive penalty, the coal man gets no reward at all if he supplies a coal superior to that specified. Further, the city demands that he shall put up a sum of money in cash or an indemnifying bond that will make sure that the city is going to get coal or lose no money while buying elsewhere. All things considered, the city is rather an exacting customer.

At the same time, every municipality in America is constantly wondering why no more coal men bid on city business. The constant effort of American cities is to try some device by which the coal men can be induced to bid against each other for the city contract and therefore cut the price still further. City officials are constantly wondering why coal men will not rise to the public bait.

The things just said explain in part why coal men are backward, but Philadelphia, today, is presenting another very definite reason. Now, one coal man has supplied the city with his coal, accepting the low price and enduring the trials incident to rigid specifications. He is practically supplying the city its fuel and is getting back only out of pocket cost, for which, incidentally, he has to wait sometimes sixty to ninety days or more. Thus he actually loses interest on the money that he has invested.

But that is not the end of his troubles. Today the politicians are in a fight among themselves in Philadelphia, and this man, in addition to his monetary loss, has been stigmatized as practically a robber and grafter by some politicians, who seem to have no other way of expressing themselves than by using such terms.

Philadelphia thus tells, by example, why the coal man is not keen for city business. He does not care to do a big volume of business at actual cost or less and, in addition, run the risk of having his character wrecked by a lot of loose-tongued politicians.

In a word, the thing that bothers the coal man is this: He has been a follower of sharp practice and it has become a habit. He will not trust anyone and in consequence no one will trust him. A little reform in personal conduct would help much.

Protesting Too Much.

One of the characters in Hamlet is made to say: "Me thinks she doth protest too much." After reading many statements made by coal retailers concerning their service and after comparing these statements with the actual performances, we are inclined to believe that the same thing could be said about the coal trade.

As a practice, many retailers use high-sounding phrases and big words which they do not understand and which promise things that the retailer is incapable of doing.

By way of illustration, one retail dealer recently bought an auto truck. He at once sent a lot of circular letters to the people of his community. With this letter was sent a picture of the truck. The letter contained a statement to this effect: "By having this truck, we are able to give you quick service and *clean deliveries of coal*." One-half of that statement was perfectly true and could be substantiated. He could make quick deliveries. The other half was not true and really silly. The truck has nothing to do with the cleanness of the "delivery" of coal. It does not make a particle of difference whether coal is dumped or carried in out of the body of a horse-drawn wagon or out of the body of a conveyance driven by a gasoline engine. The motive power has nothing whatever to do with the *discharge* of coal. Therefore, the motor truck could not insure "clean delivery." It was the men that were on the motor truck which governed that matter. The truck itself was not even a factor.

It is bad policy to over advertise a service—to say more about it than the circumstances warrant. It is a worse policy to advertise a bad service. As an illustration, one of the metropolitan newspapers had allowed its writing staff to deteriorate; it did not have a single virile writer in its employ. Without correcting this defect, it made a tremendous appeal to the people and spent between \$75,000 and \$100,000 on a circulation campaign. This brought the paper to the attention of nearly everyone only, however, to call attention to the fact that it contained nothing worth reading. Therefore the money was spent mainly to advance the interests of its competitors, which did have a few writers.

If a retail dealer advertises that he has something and has nothing of the sort, the mere fact of his advertisement will not overcome the evidence of the man's own eyes. Instead it will increase the buyer's desire for what the retailer said he had and send the man elsewhere to get it. Thus telling an untruth about one's service to gain patronage is really spending money to drive customers away. Such advertising is protesting too much.

Removing Ashes.

Burn coal and you will get ashes. There is no way to avoid it. For every shovelful of coal put in at the feed door, a certain amount of ash must come out of the pit. The coal is put into the basement by the coal man. Who sees to it that the ashes are taken away? Who finishes the fuel job?

In some of the smaller communities, the village organization has no system of garbage disposal; both the garbage and the ashes are taken away by contract with some private concern. Under those conditions,

the man who takes the garbage away does so to get feed for his hogs; he assesses a nominal charge for disposing of the ashes. In some of the larger cities, the garbage is taken away by the municipality, but the ashes are left for the householder to dispose of. In the still larger cities, both the ashes and garbage are taken away by the city itself.

In some of the medium-sized cities, there may be a sideline business for the retailer in undertaking to haul the ashes away. It would hardly do to agree to remove them only from his customers, because that would be an inefficient way of doing things and also it would soon lead to a new device for cutting prices on coal. The retailer might, however, employ a part of his equipment a good part of the time in gathering up the ashes from at least one section of the town. He would find the people willing to pay fifty cents to a dollar a month to have that done. The collection, under most conditions, is a simple matter. The ashes are put into a receptacle which can be carried to the wagon and dumped. At a dollar a month the price for hauling the ashes away will be anywhere from one-half cent to one cent a pound or from \$10.00 to \$20.00 a ton. All of this is a charge for service and not, as in the case of coal, the charge for the commodity itself plus the freight rate and the selling expense. There is really more money in hauling away ashes at such a price than there is in doing a retail coal business.

This is merely a suggestion to some few retailers who may be so situated that they can profit by it.

Responsibility for Breakage.

[Contributed.]

Is the operator who has spent a large amount of money in equipment for the careful loading of coal and who uses every precaution that the percentage of breakage be as small as possible, is he responsible for breakage in coal? Or is the dealer to blame?

Everywhere one goes he hears complaints from the dealers upon the amount of breakage in coal and the losses accruing therefrom. Is the dealer as careful in unloading the coal as the operator is in loading it? Investigation shows that the dealer is not.

During that time of year when the dealer is receiving the most coal labor is invariably scarce and he is only too glad to pick up the first man that comes along, when the very fact that this man is an idle workman evidences his worth. These men which the dealer hires are usually paid by the ton and have no other incentive than to get the coal out of the car and into the bin in the least possible time and regardless of how much breakage they incur. You dealers who are hiring these men know the tendency on the part of the workmen to pick up the largest chunks and either break them up and heave them onto the pile, or into the bin, causing a fall from six to fifteen feet, whereas the operator strives to reduce the fall of coal from the chute into the car to less than two feet.

It is these workmen, this extra help and the dealer's lack of unloading facilities that cause the breakage in coal and causes at least a loss of ten cents or more per ton to the dealer.

As a remedy for this common complaint, let us suggest that dealers pay their extra help by the hour, install unloading facilities to reduce the cost and insure the least amount of breakage to the coal that they handle.

Don't Confess a Weakness.

No merchant should ever, even by implication, confess any weakness. It is bad enough to have them without advertising the fact.

There is a curious bit of psychology which explains why the populace do not like an apology. First, they think that the man is whining, and they do not like a beggar. Second, and principally, they have been "talked to death" and do not want the whys and wherefores of anything. It is impossible to make an apology without talking a great deal. That puts the apologizer out of harmony with his audience.

Applying this to coal, the people are not interested much in details, anyway. What they want is the coal. Further than that they only care enough to know that the man with whom they place an order can deliver what they buy. They want to know, of course, what price the retailer charges for his service and the coal. That is about as far as they care to go.

If, having answered the real question, he starts in to say that he would like to make the price cheaper, but cannot because the railroads are unreasonable with freight rates; the mines give dishonest weights; the ruffians along the line are stealing his coal; the cost of selling is high because of competition; the teamsters are inefficient, wasteful, and so on, the people become disgusted. They shrug their shoulders and pass on. What he was aiming at was some competitor, but they do not know that. They think he is merely whining. That always loses friends.

The trouble with the apologizer is that he has a too near view of his troubles. He thinks too much about how the other fellow stands. While thinking that way, he unconsciously tries to knock the other fellow rather than to sell his own goods.

Every retail man has seen how the opposite plan works. He has seen a coal salesman enter his office with his head up and a prosperous appearance. He has listened to this man while he made all kind of glowing declarations about himself and the company which he serves. The retailer says to himself that he is not misled by that kind of "glory be" bunk, but just the same he gives the order to that sort of fellow. At that, the salesman may be "shooting the bunk." He may even be the most egotistical ass on earth. But, he has the faculty of getting away with it.

Still it is not the fact of his egotism, but the fact that he does not apologize, which brings him his friends in the trade. The simple reason is that an egotist never has any troubles to tell; if he did have he would not tell them. Therefore he never bores anyone with statements about why he failed to do such and such a thing. He is a constitutional optimist, and that is what the people like.

News Local to Chicago.

C. A. Bickett of the Bickett Coal & Coke Company was in Pittsburgh the latter part of last week.

One of the Chicago visitors on Tuesday was P. M. Lobas of the P. M. Lobas Company of Milwaukee.

D. W. Buchanan of the Old Ben Mining Corporation spent the early part of this week at the mines in Franklin county.

Farwell Gascoigne, sales manager of the Edwards & Bradford Lumber Company, is spending a well-earned vacation on the Pacific coast.

A. R. Thomas of Fremont, Neb., purchasing agent for the Nye, Schneider, Fowler string of yards, was in Chicago this week looking over conditions in the local market.

The Chicago friends of the Clarkson Coal & Dock Company of St. Paul received the announcement early this week that Hugh Munro, its secretary-treasurer, had died the latter part of last week.

W. L. McClay, with Hutchins & Hyatt Company, Lincoln, Neb., states that southern Illinois coal is making rapid strides in the Nebraska capital, and he looks to a steady increase in consumption in his state.

The Interstate Commerce Commission November 3d dismissed the complaint brought by the Consumers' Company against the Chicago and Northwestern Railway Company on account of alleged discriminations against it in the matter of switching rates.

Robert E. Carr, purchasing agent for the American Smelting & Refining Company at Omaha, while in Chicago this week said his company was using both coal and oil as fuel, and as a result of their experiments with oil he felt sure he would continue buying coal for some time to come.

Warren R. Roberts, president, and Edward E. Barrett, vice president, of the Roberts & Schaefer Company, have just returned from Canada, where they signed a contract with a large coal company there for the designing and construction of an electrically operated anthracite coal dock bridge and storage plant.

D. S. Willis was visiting the mines for a few days in southern Illinois. Mr. Willis is a close student of operating conditions and says he believes the time has arrived when the operator will insist on getting a fair price for his product. He incidentally remarked that a little seasonable weather would help the operator uphold his contention that he should get a decent price for his coal.

James F. Callbreath, secretary of the American Mining Congress in Washington, announced his intention to visit Chicago again on Monday of next week, the purpose being to perfect some of the arrangements he is making for the mining exposition which will be held in Chicago the latter part of next year.

H. A. Kuhn of the Pittsburgh-Westmoreland Coal Company, Pittsburgh, was in Chicago on Monday and Tuesday of this week.

John H. Walker of Springfield, president of the Illinois Federation of Labor, has been elected chairman of the new state commission to investigate the causes of unemployment. Graham Taylor of Chicago was elected vice president and John Wallace Dunn of Paxton, secretary. Much of the investigating will be made through the state free employment bureaus in Chicago, Peoria, Springfield, Rockford, Rock Island and East St. Louis.

A. W. Weller of West Point, Neb., treasurer of Weller Brothers, a line yard concern, with main offices in Omaha, was in Chicago this week for a few days. Mr. Weller says the agents for the warring nations of Europe have bought up a large number of horses in his state at a good price. This extra revenue, coupled with the high grain prices, has placed the farmers in an enviable position which should help the coal business, providing, of course, the weather is cold enough this winter to make coal burning a necessity.

Frank O. McCaffrey, vice president of McCaffrey Brothers Company, Omaha, passed through Chicago this week on his way to the southern Illinois mining field. On his return Mr. McCaffrey spoke eloquently of the preparation methods in vogue at the Franklin county mines. He also brought back a world of information on the cost of producing coal in that field which would prove interesting to operators if they were available. He states that Nebraska will be a battle ground between

Illinois and Wyoming coals, with the victory going to the district that will make the best price. "Mac" says he is going to be neutral in the coming combat, as he has profitable connections in both directions.

The United States supreme court has upheld a verdict of a jury in the United States court for the eastern district of Illinois, finding the Vandalia Railroad guilty of rebating. The court declined to review an opinion of the United States Circuit Court of Appeals, which affirmed the jury's verdict. The Vandalia was charged with having lent \$260,000 to the Lumaghi Coal Company at a rate of interest less than it paid to obtain the money in order to make the loan. According to the jury's finding, the railroad lent the money at two per cent, while it paid a St. Louis bank four per cent in order to get it. Also, according to the jury's finding, which was upheld by the court today, the difference of the amount received from that paid for the loan constituted a rebate on shipments of coal from the Lumaghi mines.

The By-Products Coke Corporation, with plants at South Chicago, will absorb the Federal Furnace Company, also located in the Calumet district. The latter company will be dissolved. Terms of the deal provide for an exchange of the coke concern's stock on a basis of three-fourths of a share for each share of the furnace company's capital. The By-Products Coke stock is quoted on around \$145 per share. The Federal's outstanding stock amounts to \$1,785,000, and the exchange arrangements call for \$1,338,750 of By-Products stock. Of the latter's \$5,000,000 authorized capital only \$1,103,400 remains unissued, so it is planned to increase the authorization to \$10,000,000. Shares in addition to the amount necessary to complete the merger will be issued and sold to present stockholders, the proceeds being used to cover the cost of extensions to the plant, now being made.

Gordon Buchanan was talking this week to a coal man who has made extensive investigations into conditions in the northwest. As a result he says that the people up there are quite anxious that cold weather shall not set in just yet because it might prove disastrous all around. For one thing, the rains of the summer delayed harvesting, and much of the wheat in the northwest is now being thrashed. According to estimates, this is not much more than fifty per cent done. Open weather is needed so that the thrashing can be finished, and particularly so that the grain can be moved to market and the farmers can get some of the coal hauled back home before there is an urgent need for it. If cold weather does not hold off the whole northwest is likely to be in serious difficulty on account of not having more coal. The farmers in the northwest, according to Mr. Buchanan's investigation, are not stocked up well or for any long siege due to cold weather. While what he says applies mainly to the northwest, other investigators are of the opinion that the same situation obtains to a greater or lesser extent all through the western country, and there is a danger of a serious shortage of coal so soon as cold weather sets in.

There is quite a good deal of speculation these days as to what the winter is going to be. The first prophets to make themselves heard were the Mesa Verde Indians in one of the western reservations. They made themselves conspicuous as prophets last spring, when they predicted that the summer would be cold and extremely wet. Every one knows that that prophecy has been lived up to in every detail. These same Indians now make the statement that the coming winter is going to be unusually cold. This same prophecy is made by observers of nature, and especially by the duck hunters. Last week we quoted one of them as saying that the ducks were this fall clothed very warmly, indicating that they are prepared for a very long, cold winter. Other indications point in the same direction. Now comes the Coal Hill Coal Company of Omaha, Neb., which is gathering information from a great many different sources. It has sent out a postal card on which it schedules six specific questions which it asks of the recipient of this card. These are: "Are corn husks thick or thin? Are corn husks long or short? Is the bark on trees thick or thin? Are squirrels storing up a supply? Is fur on animals or birds thick or thin? Are the muskrat houses high or low?"

The speakers' committee of the Chicago Coal Merchants' association, of which L. Romanski

is chairman, makes the announcement that the dinner of the association which was scheduled for November 9th is being postponed until November 16, because certain arrangements could not be made in time for the meeting on the 9th. Two very attractive features have already been arranged for. One of them is an entertainment by the Oxford male quartet, which is known to be one of the best of its kind in the west. Those who have heard it say that as a matter of fact it has few equals and hardly any superior as entertainers for a gathering of this sort. To hear this quartet is worth attending the banquet alone. In addition to that there will be an interesting and important address by M. F. Gallagher. He is general counsel for the association and has had quite a lot to do with the important work of the association in the last two or three years. In view of the fact that this is going to be a meeting which will receive formally into the association something like seventy-five new members, it is considered important that they and the others get in one terse statement, an outline of just what the association has done, and therefore what it means to the members. It is going to be the purpose of Mr. Gallagher's address to outline the work of the association, not from a statistical point of view, but in an entertaining and instructive way.

Small Activities.

Detroit Local News.

The George Hall Coal Company of Ogdensburg, N. Y., has given the Detroit Shipbuilding Company an order for construction of a steel bulk freighter of Welland canal size for use in the coal trade on Lake Ontario and St. Lawrence river. The steamer is to be delivered in June, 1916, and is to be a duplicate of the Adrian Iselin, built by the same company for the George Hall Company two years ago.

At a largely attended meeting and dinner for members of the Detroit Coal Exchange at the Hotel Cadillac, Thursday evening, there was much discussion of the ordinance pending before the village council of Highland Park, a Detroit suburb, to prevent delivery of coal and coke in the village, unless the stock contains less than a specified percentage of moisture. The progress being made in prevention of the theft of coal from cars and railroad tracks in the campaign conducted by F. E. Reeves, the exchange's secretary, also roused much interest.

Boston Trade Notes

The barge, Atlantic, with a carrying capacity of 3,500 tons, built for the Staples Transportation Company of Fall River, was recently launched at Bath, Me.

The steamer, Stephen R. Jones, is fast nearing completion at the Newport News Shipbuilding Company's yard. The boat is being built for Crowell & Thurlow of Boston.

The September earnings available for dividends of the coal department of the Massachusetts Gas Companies were \$95,899; for the same period last year were \$96,343, and in 1913, \$122,330. In the three months ended September 30, earnings were \$295,670, as against \$276,244 last year, and \$331,875 in 1913.

Some Trade Notes

W. A. Merrill, president of W. A. Merrill & Co., Garrett, Pa., was a visitor at local offices.

Mr. Appleton of Dexter & Carpenter, New York, was here to superintend some export shipments.

During the past week but three vessel charters were noted for loading here, the smallest number for some time past.

Coastwise charters are few and far between. Most of the movement both north and south is by company-owned steamers or vessels on time charters.

The Baltimore & Ohio railroad has ordered thirty Mallet engines and 2,000 more steel hopper cars. This makes 4,000 coal cars now under contract for that road.

The growing importance of the Western Maryland railroad as a coal carrier is shown by the statement just issued for the fiscal year ended July 1 last. During that period the total coal tonnage of the road ran to 7,730,558 tons, a gain over the previous fiscal year of 1,236,690 tons. This was all the more remarkable in view of the poor coal situation generally.

Facts Which Determine Our Export Prospects.

The Export Situation.

Exports of bituminous coal over Atlantic seaboard ports continue to decline, due to the lack of vessels. This shortage is becoming more acute each week. Moreover, according to cables from England this week, the British government will requisition more of its merchantmen for its service; government requirements having increased due to the growing importance of the transportation of troops and munitions to the Dardanelles and the Balkans. In an emergency, it is stated, England may regulate the employment of shipping in the carriage of cargoes between foreign ports by a license system.

Early, but not official, reports show October bituminous exports from Hampton Roads and Baltimore, with comparisons, as follows:

	Oct., 1915.	Oct., 1914.	Increase.
Hampton Roads.....	441,643	196,423	235,220
Baltimore	130,984	85,152	45,832
Total.....	572,627	281,575	281,052

Philadelphia figures for October of this year are not yet obtainable. In October, 1914, Philadelphia exports were 57,042 tons.

Coal is not in heavy supply in tide, although the export movement is so greatly restricted for lack of tonnage. Car and labor shortage and a better domestic demand keeps the tide-water supply well in line with current needs.

Hampton Roads October Exports.

Exports of coal from Hampton Roads for October, 1915, with comparison for October, 1914, were as follows:

Country—	1914.	1915.
Antofagasia, Chile.....	6,680	6,680
Barbados, B. W. I.....	2,253	9,207
Buenos Aires, Arg.....	7,300	6,691
Bombay, India.....	3,010	...
Cristobal, C. Z.....	21,950	49,036
Curacao, D. W. I.....	5,374	5,374
Catania, Italy.....	4,850	4,850
Civita Vecchia, Italy.....	9,151	9,151
Dakar, French West Africa.....	12,836	12,836
Georgetown, Demerara, B. G.....	2,501	2,501
Genoa, Italy.....	6,600	48,177
Gibraltar	8,800	...
Havana, Cuba.....	16,101	7,988
Italy—any port.....	54,530	54,530
Iquique, Chile.....	4,676	500
Kingston, Jamaica.....	3,200	3,660
Leghorn, Italy.....	3,874	3,874
Manila, P. I.....	6,503	...
Naples, Italy.....	9,060	9,060
Pernambuco, Brazil.....	8,598	8,598
Puerto Ferrajo, Italy.....	12,646	12,646
Puerto Plata, S. D.....	805	805
Palermo, Italy.....	4,733	4,733
Reggio Calabria, Italy.....	4,000	4,000
Rio de Janeiro, Brazil.....	3,863	6,398
Santa Cruz, Tenerife, G. C. I.....	2,011	2,011
Suez Canal.....	5,840	5,840
Spezia, Italy.....	5,268	4,349
San Juan, P. R.....	1,351	3,025
Trinidad, B. W. I.....	5,635	5,635
Torre Annunziata, Italy.....	15,314	15,314
Totals.....	90,885	307,469

Country—	1914.	1915.
Augusta, Italy.....	3,034	3,034
Barbados, B. W. I.....	1,928	1,928
Brindisi, Italy.....	15,315	15,315
Cienfuegos, Cuba.....	2,825	2,825
Callao, Peru.....	2,303	2,303
Cardenas, Cuba.....	2,500	2,500
Georgetown, Demerara, B. G.....	4,473	900
Genoa, Italy.....	14,598	14,598
Havana, Cuba.....	9,182	13,594
Jucara, Cuba.....	891	891
Mazarron, Spain.....	1,504	1,504
Montevideo, Uruguay.....	10,824	6,527
Naples, Italy.....	5,386	5,386
Para, Brazil.....	2,942	1,856
Puerto Mexico, Mexico.....	1,656	1,656
Puntas Arenas, Chile.....	7,326	7,326
Rio de Janeiro, Brazil.....	10,378	1,826
Spezia, Italy.....	6,330	6,330
San Juan, P. R.....	1,266	1,266
Santiago, Cuba.....	3,365	2,625
Sagua, Cuba.....	1,940	1,452
Seville, Spain.....	1,556	1,556
St. Lucia, B. W. I.....	4,591	5,540
Trinidad, B. W. I.....	6,934	6,377
Taranto, Italy.....	5,194	5,163
Cayo Francis, Cuba.....	1,446	1,446
Totals.....	86,067	90,019

Country—	1914.	1915.
Bahia Blanca, Arg.....	4,967	4,967
Bahia, Brazil.....	4,467	4,467
Genoa, Italy.....	4,763	4,763
Havana, Cuba.....	3,006	3,228
Kingston, Jamaica.....	800	800
Montevideo, Uruguay.....	3,811	3,811
Para, Brazil.....	857	857
Pernambuco, Brazil.....	900	900
Palermo, Italy.....	5,811	5,811
Rio de Janeiro, Brazil.....	4,910	10,599
St. Lucia, B. W. I.....	9,186	9,186
Chaparra, Cuba.....	4,409	4,409
Totals.....	19,984	44,155

Total for the three ports for October, 1915,

441,643 tons, as compared with 196,936 tons for October, 1914, showing an increase over last year of 244,680 tons.

Baltimore October Exports.

Exports of coal from Baltimore during the month of October were as follows:

Country—	Tonnage.
Italy	52,657
Sweden	32,282
Cuba	23,702
Argentina	8,105
Egypt	7,035
Spain	3,107
Martinique	1,719
Guatemala	1,528
Dutch Guiana.....	849
Total.....	130,984

English Coal Exports.

Exports of coal, coke and manufactured fuel from the United Kingdom during September and the first nine completed months of 1913, 1914 and 1915:

Country—	1913.	1914.	1915.
Russia	668,472	17,398	3,173
Sweden	394,314	633,546	195,722
Norway	174,861	233,754	224,461
Denmark	275,721	405,842	291,764
Germany	833,326	...	...
Netherlands	154,904	276,031	174,996
Belgium	164,448	44,416	...
France	1,040,489	569,667	1,687,755
Portugal, Azores and Ma-	100,840	87,177	96,766
deira	270,678	227,401	155,553
Spain and Canaries.....	810,994	697,693	558,638
Italy	51,501	...	...
Austria-Hungary	53,761	...	...
Greece	76,091	19,264	6,856
Roumania	30,103	...	...
Turkey	51,501	...	...
Algeria	66,505	39,733	91,738
Portuguese West Africa..	18,624	37,824	5,405
Chile	27,204	8,040	271
Brazil	158,896	59,528	11,951
Uruguay	65,642	18,866	22,120
Argentine Republic.....	267,142	153,016	132,448
Channel Islands.....	14,509	19,915	14,840
Gibraltar	14,940	24,447	27,689
Malta	36,249	13,649	5,927
Egypt (incl. Anglo-Egyptian	258,232	133,177	136,000
Sudan)	22,930	22,125	5,095
Aden and dependencies....	8,827	9,222	5,005
British India.....	25,601	17,969	...
Ceylon	111,373	89,488	37,860
Other countries.....	...	...	...
Total—	...	...	...
Anthracite	254,811	113,014	177,614
Steam	4,167,111	2,722,537	2,708,633
Gas	996,158	789,910	658,695
Household	175,022	132,622	120,599
Other sorts	304,078	101,105	226,492
Total	6,197,180	3,859,188	3,892,033
Coke	125,357	130,264	108,471
Manufactured fuel.....	179,041	107,001	96,133
Total of coal, coke and	6,501,578	4,096,453	4,096,637
manufactured fuel.....	6,501,578	4,096,453	4,096,637
First Nine Months.	1913.	1914.	1915.
Total—	2,189,491	1,835,166	1,520,857
Anthracite	39,755,473	31,619,465	23,994,403
Steam	8,583,712	8,325,750	5,653,905
Gas	1,335,833	1,108,596	864,035
Household	2,653,279	2,197,372	1,381,012
Other sorts .....	...	...	...
Total	54,517,788	48,116,349	33,414,212
Coke	838,055	824,325	684,689
Manufactured fuel.....	1,542,365	1,431,938	960,636
Total of coal, coke and	56,898,208	50,372,612	35,059,537
manufactured fuel.....	56,898,208	50,372,612	35,059,537

NOTE.—The figures in the above tables do not include Admiralty and certain other shipments.

Coal Scarcity in Spain.

The comparative lack of supplies of coal in Spain forms the subject of an article published by the Spanish "Economista," which states that in normal times about one-half of the coal required is procured from Great Britain. But in the first quarter of 1915 the imports from that source declined by over 450,000 tons, and it is assumed that the deficiency as compared with the customary imports will exceed 2,000,000 tons for the whole of the year. It is considered that the deficiency cannot be repaired either by a reduction in the consumption, which will cause certain industries to restrict their activity, or by imports from the United States, or by the use of stocks which were accumulated prior to the war. During the first quarter of 1915 the imports of English coal amounted to 500,000 tons as compared with 992,000 tons in each of the corresponding quarters 1914 and 1913, and it is expected the reduction will become accentuated. The Spanish newspaper has now asked the government to impose a total prohibition on the exports of native coal and to stimulate the home production with all possible means. The industrial consumption of coal in Spain, contrary

to expectations, has by no means diminished. No doubt certain industries have reduced the tonnage used, but others have increased quantity. The economies effected on the railways have been counterbalanced by the greater consumption of the shipping companies, whilst the decrease in the district of Huelva has been offset by an increase in Barcelona.

Norway's Coal Imports.

The coal and coke imports into Norway during the first half of this year amounted to 1,641,000 tons as against 1,356,000 tons in the corresponding period of 1914.

English Exports to South America.

English coal exports to South America for September of the years 1913, 1914 and 1915, were as follows:

Country—	1915.	1914.	1913.
Chile	271	8,040	27,204
Brazil	11,951	59,528	158,896
Uruguay	22,120	18,866	65,642
Argentina	132,448	153,016	267,142
Total.....	166,790	239,450	518,884

Barcelona, Spain, Coal Trade.

Carl Bailey Hurst, American Consular General at Barcelona, Spain, writes THE BLACK DIAMOND, under date of October 11th, as follows:

"I beg to quote the official statistics of the Spanish government as to the importation in metric tons of 2,204.6 pounds each of coal and coke during the months of July, 1913, 1914, and 1915, and during the first seven months of the same years:"

	1913.	1914.	1915.
Coal, metric tons.....	220,758	205,522	215,310
Coke, metric tons.....	22,869	47,869	23,577

January to July, Inclusive.

	1913.	1914.	1915.
Coal, metric tons.....	1,627,290	1,534,617	971,706
Coke, metric tons.....	206,167	239,559	117,789

"For the first weeks of the war the lack of coal supplies threatened to paralyze industries in various parts of Spain, but the conditions were not such as to hamper business in general and have improved with the continuous and steady importations of coal from the foreign sources which have been most relied upon. American coal has here come into competition with coal from Wales which formerly supplied, to a very large extent, the Spanish market. Partly owing to the greatly increased freight rates, Welsh coal is at present quoted at the same price as coal from the United States, which is comparatively new in the Spanish market. Figures as to extent of the imports into Spain of coal of foreign origin are not available by countries, but would undoubtedly show a great increase during the past year in the amount of coal imported from the United States. At present the prices quoted in Barcelona for Welsh, American and Spanish coals are respectively from \$13.30 to \$14.25, and \$10.45 to \$12.35, all per metric ton of 2,204.6 pounds each, placed on wharf. The American coal referred to is known here as West Maryland gas coal. In June the prices for these coals were, respectively, from \$14.40 to \$16.44, \$13.87, and from \$11.97 to \$13.87.

"The general industrial conditions in Spain are, under existing circumstances, not unfavorable to development in spite of the war, which has had the effect of stimulating certain branches of industry, while it has naturally affected others disastrously. It can hardly be doubted that the war has more or less indirectly tended to develop the use of electric power in industries, due in part to the important hydro-electric facilities offered in this the chief industrial region of the country."

Recent Coal Freight Charters.

Steamer Alfred Noble (Nor.), Virginia to Montevideo or La Plata, coal, \$9.12, November.

Ship Nova (Urug.), Philadelphia to Buenos Aires, coal, \$9 and port charges.

Schooner Fannie Palmer, Baltimore to Porto Rico, coal, p. t.

Steamer Achlibster (Br.), Atlantic Range to west coast Italy, coal, about 65 s, November.

Steamer New Sweden (Swed.), Philadelphia to Sweden, coal, p. t.

Bark Novo (Nor.), Philadelphia to Buenos Aires, coal, \$8, free discharge.

Schooner Edward J. Lawrence, Virginia to Barcelona, coal, \$10.

Schooner Harwood Palmer, Virginia to Lisbon, coal, \$10.

Schooner Dorthy Palmer, Hampton Roads to Italy, coal, \$10.

Steamer St. Theodore (Br.), Baltimore to Genoa, coal, p. t.

Steamer Mimer (Br.), Baltimore to Mexico, coal, p. t.

Schooner Frank P. Brainerd, Philadelphia to Martinique, 800 tons coal, p. t.

Steamer Tenbergen (Dutch), Philadelphia to Havana, coal, p. t., prompt.

General Review.

Steam Business Is Increasing But Demand for Domestic Coal Is Held Back by the Weather

Coal market developments for this week are demonstrating again that since the trade prosperity depends upon buying from both the domestic and steam departments, neither one alone can support the trade in prosperity. That is, this week the steam business everywhere has been more brisk than at any time in a year at least, if not in several years. However, over a wide territory there has been a subnormal demand for domestic coal. This of course is traceable directly back to the weather. Lack of sale of the domestic sizes has on the average, thrown a larger volume into the steam market and with the exception of certain points, has had a tendency to ease the steam coal situation. While therefore the coal market is in good condition, it lacks the buoyancy and vigor which it would have if both departments were absorbing equal tonnages.

The developments in the steam trade are decidedly interesting. A short time ago the export market was about the only department of the trade that was commanding any interest or aroused enthusiasm. That was taking an increasing amount of coal and thus was relieving the home markets. There is still a possibility of selling big amounts of coal abroad, and perhaps more than was sold a few months ago. The first difficulty, however, is to get boats, the second difficulty is to get the coal and the cars to move it.

Promising as the export trade may be, it is not the dominant factor in the trade because home demand in the meantime has become more important. In the Pittsburgh district which is made prosperous by business from the steam trade, the situation is almost unprecedentedly brisk. Coke ovens are running to as nearly full capacity as they can, the labor and car supplies being considered. Because they cannot run quite to capacity, prices are rising and showing a runaway tendency. The demand for coal for coke making of course is good, therefore, Pittsburgh factories and those in the surrounding territory are also taking much more coal than they were and the railroads are buying not only for immediate use, but for storage purposes. All things considered, the market is in extraordinarily good position.

The same situation is seen in the east where as Philadelphia reports, even the off-grade coals are twenty-five to thirty cents a ton higher than they were six weeks ago. The only weak spot in the eastern market is New England and that is so not because the demand is light, but because the sales agencies are indulging in a price war.

In the west, the steam demand is improving steadily. For example, there is need for much more coal in the northwest than has been carried there by the lakes and it is doubtful whether that coal will be moved because vessels are in tremendous demand for grain and ore movement and are getting such attractive rates that they are not stopping for coal. This may bring on a shortage in the northwest later, but that is merely incidental. The big factor is increased demand for steam coal in the northwest for railroads and other purposes. Through Ohio, Indiana, Illinois, and Iowa, the demand for steam coal has been considerably heavier in the last few weeks than it was heretofore. This is not putting up prices, however, because in the same territory the demand for domestic coal is small, therefore the operators are diverting to the steam trade a good part of the coal that should be going to the domestic trade. Everything considered, the steam market is strong but domestic is technically weak. That is, there is a shortage of coal everywhere and this is going to mean a clamorous demand for it later. Coal operators appreciate this fact and also the fact that car and labor supply will interfere with deliveries. They are not sacrificing their coal now in order to pass it on an unwilling market, but are holding it in reserve to get the better prices which are unavoidable.

Donald E. Conn, formerly connected with the Great Northern & Soo Line as combustion engineer, has accepted the position of combustion engineer with the Wyatt Coal Company and has taken charge of the laboratory of the company in Cincinnati, beginning work Monday. Mr. Conn is a graduate of Ann Arbor university and also of Cornell university and comes highly recommended.

Chicago Market.

Buying Is Slowed Down Because of the Weather and Screenings Prices Have a Tendency to Be Firm.

Office of THE BLACK DIAMOND,
CHICAGO, November 4.

Market conditions in the territory for which Chicago is the distributing point are not satisfactory either to the retail dealer or the coal producer. The weather has been quite warm, consequently coal consumption has been reduced to an absolute minimum for domestic purposes. As a result the mines either have accumulated unsold coal at the mines or have been compelled to slow down production.

The steam coal situation in the meantime has weakened a little while lump production has been curtailed by small domestic demand. Screenings output has also been lessened and the price is a trifle stronger. However many of the domestic sizes have been sold in substitution for regular steam sizes and thus the steam department of coal is not overly strong.

In technical detail the market is in good position. That is, the steam consumption is increasing all the while, production is being limited by both labor and car shortage, and the stocks on hand are on the average quite small. This makes the situation technically strong and to realize this strength, needs only a touch of cold weather.

The Franklin county market has been much easier within the last week. At the beginning of the week operators had quite a lot of no-bill coal on track at the mines. This situation was corrected by the sharp curtailing of production for a day or so and by the more cautious production program since. Still there is no lively demand from retailers and all sales are made with difficulty. Further, there is some rebellion on the part of the retailers on account of the high average price which is now being asked by the operators and there is some delay in buying on that account. Screenings are just fair, but the operators are holding firmly for a minimum of fifty cents in Chicago and sixty cents in the country. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.55@2.86	1.50@1.75
No. 1 nut.....	2.65@2.80	1.60@1.75
No. 2 nut.....	2.55	1.50
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.55@1.65	.50@.60

The Williamson county situation is almost precisely the same as that in Franklin county. That is, weather slowed down the demand for domestic coal and the effort of the operators to run the mines to capacity supplied enough coal for the steam market to overcrowd it and weakened the prices. The tone of the market generally is soft, but that is being corrected by the sharp curtailing of output. There has been some shading of prices by smaller concerns, but the major operators are still adhering to the prices which are quoted herewith. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

The Saline county market has been fairly firm up until now, because a number of mines in that field have been idle. However, the tendency is to increase production and with the slow demand for domestic coal and the overcrowding of the steam coal market the situation is not the very best. Screenings are fairly strong at from fifty to sixty cents. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15
Screenings	1.55@1.65	.50@.60
1 1/4-inch lump.....	2.35	1.30

The demand for domestic coal from Central Illinois is very light. Some operators have cut the price to as low as \$1.50 in an effort to move output, but the Sangamon county operators adhered to circular of \$1.75, suffering a loss of business in consequence. Screenings market is just about steady at prices previously quoted. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Central Illinois—		
Lump	\$2.57	\$1.75
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.22@1.32	.40@.50

Clinton, Ind., operators have suffered a loss of domestic orders, due to the soft weather, but

this has influenced operators mainly in the Number Four vein. Steam demands are improving and this holds up the price on Number Five and Six coals. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.37@1.42	.60@.65

Since Knox county coal is going mostly to the steam trade, that market is fairly firm, although of course the competition afforded by other fields has a weakening tendency in spots. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.52	.65

Anthracite sales agencies got some unsold coal in this market within the last week and had to move lively in order to dispose of it before car service charges accumulated. In the main, the market is very dull because of the warm weather and because the householders are not buying. Prices have not been strong, naturally, but so far as known, have not weakened over the big territory reached through Chicago.

The smokeless situation is almost precisely the same as it was a week ago. That is, the major operators are holding for \$1.40 for mine run coal and are getting it because smaller production and a shortage of cars restrict shipments of coal which have been previously sold or called for on contract. Any movement of this coal would have to be sold at a sacrifice because the demand is now just about at the minimum. Some off-grade coal is on the market occasionally and this sells from \$1.20 to \$1.25. None of the better grades can be had at any such figure. Lump has been a little soft in the country, selling at \$1.90 to \$2.00. Egg on the contrary has been firm, selling from \$2.10 to \$2.25. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run.....	\$3.45	\$1.40
Lump and egg.....	3.95@4.30	1.90@2.25

The Somerset county market is influenced mostly by car supply. Since that is short, and since there is a good demand in the east, not much of that coal is coming west. In consequence the mines run price is firm at \$1.40 and lump and egg are firm at \$2.25. The egg especially being short of the demand. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run.....	\$3.40	\$1.40
Lump and egg.....	4.05@4.30	2.00@2.25

Hocking coal has been influenced by the weather, the better grades are in short supply and the prices firm at \$1.75. Some other coals, however, are obtainable at \$1.50 to \$1.60. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
Domestic lump.....	\$3.15@3.40	\$1.50@1.75

The splint market has been a little easier because of the weather, but this easy tendency has been offset as far as price is concerned by the known shortage of both cars and labor at the mines. While a large volume of business is moving, \$1.50 on the shipments direct from the mines is the minimum, with \$1.60 charged for the coal moved in box cars. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1 1/4-inch lump.....	\$3.40@3.50	\$1.50@1.60

Eastern Kentucky operators are finding a good market and prices pretty generally have strengthened up; \$1.90 on block and lump is about the minimum and most concerns are not asking more than \$2, although the better known coals are selling for \$2.25. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump.....	\$3.80@4.15	\$1.90@2.25
Egg	3.25@3.75	1.35@1.85

The runaway tendency of the coke market got a check this week when the consumers stopped buying at the fancy prices charged by the operators. However, the demand must be satisfied and a rise in prices is predicted because it is impossible to get enough men to man the coke ovens and because the supply of cars is sure to be short of requirements. Labor and cars are thus the determining factors in prices. The market up to Thursday was:

	F. O. B. Chicago.
Coke—	
Connellsville	\$5.50
By-product, foundry	5.50
By-product, egg and stove.....	4.75
By-product, nut	4.75
Gas house.....	4.00

Pittsburgh Trade.

Demand for Coke Is Heavy and the Supply of Cars and Men Is Short— Coal Prices Strong.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., November 3, 1915.

Nearly all the forces that may be counted upon as having anything to do with the coal and coke market, seem to be converging at a point, that leaves no doubt but that a strong market exists for these products, and that greater activity is sure to develop in the immediate future. There seems to be no free coal or coke for spot delivery,—the lake trade pushing for coal, and the iron and steel trade instead of taking the minimum as usual on contract, are exacting the maximum, and this with car and labor shortages, has put producers to the bad on deliveries and causing much inquiry for spot delivery—with the effect that prices are hardening all along the line, and many operators are out of the market.

Some coal producers claim to see material advances in price in the near future, and coke producers are talking of \$5.00 coke three months from now. These same optimists predicted \$3.00 coke sixty days ago—and today their predictions are practically fulfilled.

In coal, as stated, numerous producers are sold up, and taking no orders. Any gas slack that can be found is bringing 80c to 90c, and \$1.00 is quoted freely. Pan Handle slack ranges 75 to 80c, with mine run, three quarter, and five quarter screened coal—quoted at \$1.25, \$1.35, and \$1.45 respectively. Some stocking of coal is reported in anticipation of continued advances.

Last week some operators failed to get more than 40 to 50% of car requirements, and this against consumers calling for almost double shipments on specifications.

Monday last being "All Saints Day," a religious holiday with many, production was materially cut down, which caused still further inconvenience.

Coke producers find the labor question more difficult than the coal operator and predict that advanced prices for labor will develop even before the first of the year, all these factors tending to hold prices firm, with upward trend.

Spot furnace coke is bringing \$2.75 and \$2.85 with foundry ranging from \$3.00 to \$3.25. The advance in pig iron has put sliding scale coke at \$2.40 figure, and a further advance of 20c is anticipated—the contracts calling for one-fifth of the advance in pig.

Some inquiry has been made by a large Cleveland interest for 40,000 tons furnace coke for the first quarter, which indicates that their present requirements are not being met by contracting producers, evidently on account of the labor situation.

A number of rumors have been afloat for some months past, regarding mergers of large Pittsburgh coal interests, the past week developing a new one—quoted below—supposedly originating in Philadelphia and appearing in the Pittsburgh dailies.

"It is understood that the most important railroads entering Pittsburgh, and the Pittsburgh Coal Company, with other large bituminous interests, are laying plans to disintegrate the Wabash-Pittsburgh Terminal System of railroad lines and coal properties, and then virtually to annex them.

"The coal combination proposed would take in the Pittsburgh Terminal Railroad & Coal Company's valuable coal lands and operating mines, the Pittsburgh Buffalo Company, the Pittsburgh & Westmoreland Coal Company, the United Coal Company, the Carnegie Coal Company, and perhaps others. It is understood that such new company, which would have a producing capacity of 20,000,000 tons of coal a year, is to be dominated by the Pittsburgh Coal Company."

A call at the headquarters of some of the companies named failed to get a confirmation of the above—in fact, it was claimed they knew nothing at all about such a scheme. It was stated, however, by one party that "something was evidently going on." At another office 'twas stated that a number of wealthy Jewish capitalists in the east had been over looking these coal properties and that this fact could possibly have some bearing on the above quoted proposition, but all deny any actual knowledge of the above statements. This rumor, together with the reports of two weeks

ago, including the Bethlehem Steel interests in a similar combine of Pittsburgh companies, has been the cause of much inquiry among the trade, and yet, nothing of a tangible nature can be found on which an opinion could be hazarded.

River interests are at a standstill again on account of low water,—and but little coal seems to be accumulating in this harbor, the demand from other directions diverting shipments to rail when it can be accomplished.

Local domestic trade has not developed to any great extent, according to retailers' statements, but a decided drop in the temperature today, if continued, will undoubtedly be reflected in an increased demand for coal for home consumption.

Personal and News Items.

E. A. Upstill, selling agent of the Keystone Coal & Coke Company, at Cleveland, spent some days in Pittsburgh this week.

The Cannonsburg (Pa.) Gas Coal Company, which sunk a shaft north of the Standard mill, is driving its entries and getting ready to mine coal on an extensive scale. The shaft is 168 feet deep, and eight entries have been driven. A tippie has been built, and some coal is being taken out.

Two miners imprisoned by the slide in the mine of Ford Colliery at Curtsville yesterday dug themselves out this morning, thereby reviving the hope that Frank Morgan, the foreman and other miners may be reached and all be rescued. How many men are in the mine is not known. Thus far the company has not been able to check up the men with any degree of certainty.

The officers of the Ohio River and Great Lakes Coal Company elected officers as follows: T. S. Lackey, president; R. W. Gilmore, vice president, and A. D. Williams, secretary and treasurer. Other members of the board of directors are Charles Boehler, J. L. Callard, Ray V. Hennen, H. L. Silcox, A. W. Cottom, Ida T. Hayes and Joseph Gault. This company holds a tract of 3,000 acres along the Ohio river. A diamond drill test well bored on the land two weeks ago disclosed a six-foot ten-inch vein, of which six inches represents roof coal.

Construction work on the Chartiers Southern Railroad, a branch proposed to extend from Van Eman to Marianna, which was suspended late last year, owing to industrial depression, is to be resumed at once and the work pushed to completion. The roadbed was graded last year, bridges constructed at points along the line and a tunnel driven near Glyde, but there is yet much work to be done. The road will open up a rich coal field through the Linden valley and south as far as Ten Mile creek. It is being built by the Pennsylvania system.

That the Consolidation Coal Company will commence immediately to develop its Bingamon tract of coal, lying in the vicinity of Wyatt, in this county, was an announcement made at the Fairmont, W. Va., offices of the company. To get the coal to the markets the Western Maryland Railway Company will construct a spur from the M. R. division of the Baltimore & Ohio Railroad at the mouth of Bingamon creek, to Wyatt, a distance of eight miles. Three mines will be opened on the tract and they will be the largest and most modern in the Clarksburg and Fairmont region, giving employment, when at their normal capacity, to a thousand or more men.

Plans for the erection of 400 new ovens for the Alicia works of W. Harry Brown, near Brownsville, have been drawn. It is understood that some changes will be made in the engineer's plan and the work on the new ovens will hardly commence until the first of next month. The Alicia works are among the most up-to-date, independent plants in Fayette county. It has one of the large cranes that carry coal to the river, where it is deposited into waiting barges and shipped down the river. The new opening at Alicia No. 2 has been cleaned and the main heading is now being extended to the boundry line and it is in excellent condition for the development of the large coal acreage that is owned by this company.

M. B. Schofield, president, M. B. Schofield Company, Oklahoma City, spent several days last week in McAlester calling on operators who supply his company its tonnage of coal. Mr. Schofield predicts a fine winter's business.

Birmingham Trade.

BIRMINGHAM, ALA., November 4.—(Special Correspondence.)—The coal operators report a steady business as compared with what has been, but there is room for improvement. The market is a little quiet again, due, no doubt, to the weather. Domestic coal has had a slump.

Steam coal demand is not as large as the output, but is in fair condition. The railroad demand is increasing. Most of the cotton oil mills are all running.

"The coal business is feeling the effect of a little depression," says J. L. Davidson of the Alabama Coal Operators' Association, "but there is hope of an early recovery. The weather conditions have great effect, and the increase in freight rates on coal into Louisiana from the Alabama fields also has had some effect. However, the river transportation facilities are coming to the rescue of Alabama operators to some extent, but many consumers have always been receiving their supplies of coal via rail and are still looking to that mode of delivery.

Coking coal is still in good demand, with furnaces taking large tonnages. Blacksmith trade is only fair.

Intimation is given in coal circles that the Sloss-Sheffield Steel & Iron Company a little later will participate in the Warrior river transportation movement from this section into New Orleans. A trip made by J. W. McQueen, vice-president of the company, up the river from Mobile to Tuscaloosa last week, as one of the guests of E. L. Paulley of the Standard Oil Company in a yacht brought to mind the possibilities of the river facilities. Mr. McQueen, having made the trip before, acted as pilot. Estimates were made that by adding a few more feet to the locks a ten-foot draught could be attained on the river. There is a steady downward movement of coal on the river.

Figures in hand on coal production indicate that the Alabama mines will show an aggregate output in 1915 equal to, if not better, than those of 1912, when 16,513,040 tons were mined. Chief State Mine Inspector C. H. Nesbitt this year is not looking for the high-water mark attained in 1914 of 17,907,284 tons, as the coal business has been rather dull.

Inspector Nesbitt went to Walker county on Tuesday to make a full inspection of the strip mining that has been started there. The production is being increased and it promises to be of consequence. The coal, too, it is understood, is proving to be of good quality.

"Of all the large industries in the Birmingham district, coal mining has been the slowest in starting on the line to improvement, but at last there are signs of better business for the operators," said H. E. McCormick. "Railroad traffic is increasing, and when the railroads are busy the demand for coal output, as a matter of course, increases. I am expecting to see a very decided improvement in the coal trade during the next few weeks."

Coke continues interesting and there is a steady production wherever possible. The by-product plants are in full operation and there is a demand for every product. The repairs to the big benzol plant of the Tennessee Coal, Iron & Railroad Company at Fairfield of the damage done through the explosion two weeks ago have been rushed and the interruption will soon be forgotten.

Prices for October and the balance of the year:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic Coal—		
Red ash Cahaba lump.....	\$3.00	\$3.30
Red ash Cahaba lump.....	2.75	3.10
Red Ash steam size.....	1.20@1.35	Frt. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut	1.75	2.05
Washed steam.....	1.35@1.60	Frt. rate 30c
Mine run.....	1.35@1.40	Frt. rate 30c
Jefferson Steam Coal—		
Mine run.....	1.15@1.25	Frt. rate 30c
Walker County Domestic Coal—		
Carbon Hill lump.....	1.75	2.15
Carbon Hill egg.....	1.65	2.05
Horse Creek mine run.....	1.00@1.30	Frt. rate 40c
Genuine Corona—		
Lump	2.00	2.40
Egg	1.90	2.35
Steam sizes.....	1.25@1.35	Frt. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump	3.00	3.30
Cahaba No. 2 lump	2.75	3.05
Montevallo domestic prices ranging from \$3.00 to \$3.25, Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.		

W. E. Beaty of McAlester, formerly president of the defunct Dow Coal Company, was in Oklahoma City last week. Mr. Beaty shows signs of getting back into the wholesale game.

Cincinnati Trade.

A Vast Improvement in Industrial Conditions Has Increased Tonnage and Advanced Coal Prices.

CINCINNATI, OHIO, November 4.—(*Special Correspondence*.)—While the past week has been one of beautiful Indian summer, and while at times the temperature has been pretty high, the trade here has not felt any diminution of demand for coal, except in some few cases. It was apparent that the dealers had made up their minds that this is the time to prepare for their winter trade, and they have been insistent on buying and signing up contracts and completing preparations for the rush that is imminent. In a few fields some easing up of demand for lump coal has been noted, but the demand for other grades, especially run of mine, has offset the slump. In fact, in some places lump demand has been discouraged, the demand for run of mine being so strong that it was more profitable to let run of mine take the precedence.

The first easing down of demand for lump coal was felt in the smokeless districts this week, but contract demand was heavier and absorbed the production. The smokeless trade is in good shape, however.

Until now the splint operator has not been able to breathe normally, some trouble or other confronting him. Even now a short car supply is preventing him from reaping a harvest. As a general thing demand has been strong and steady, regardless of the weather appearance. Delivery has been only fair, even of contract requirements, most of the operations being behind from one to three weeks.

Prices have been from ten to twenty-five cents in advance over September prices and free coal of almost every grade has disappeared. Operators are still holding out of the market and looking to delivery and car supply, and large consumers, beginning to be uneasy, are looking about for operators who are willing to contract to take care of their requirements.

The general business situation in this district is excellent. The financial market is very strong now and demand for money for commercial and industrial business is rising in a gratifying way. Workmen are, more and more, going into employment, and the activity in steel and iron is now gradually spreading among other industrial plants. The stock markets are discounting the situation six months ahead, indicating that a business revival is here and will continue a year at least, or until the war is over. All this is bringing money into the coffers of the coal man, and for the first time in a twelve-month, he is beginning to perk up and "get into the game."

In the meantime the car supply, which eased up the past week, but not to a point of relief, is a factor of benefit to prices. The labor supply is dwindling in almost every field. The tonnage is shrinking, but the purse of the coal operator is swelling with more profits. Labor is not employed constantly and this engenders restlessness, and the miners are shifting from place to place looking for steady work and finding it not, as a general thing.

Cincinnati Trade News.

C. D. Weeks of the Milwaukee Coke & Gas Company was a visitor in the city this week.

W. M. Puckett of the Cabin Creek Consolidated Coal Company, and Quinn Morton of the Imperial Coal Company were among the visitors in Cincinnati Tuesday.

Among well-known coal men visiting Cincinnati this week were Col. Sam Patterson and George Patterson of Sycamore, W. Va.; Capt. Bud Bailey of Williamson, C. M. Gates of Williamson, and M. Shoew, a well-known operator of the West Virginia fields.

Henry C. Geyer, sixty years of age, a coal salesman in the employ of the Rapp Coal Mining Company of this city, was killed, and George Rapp, president of the company, injured, but not seriously, in an automobile accident Monday morning north of the city. Mr. Rapp was driving the machine, when the steering gear broke and the auto climbed a bank and fell over backward on the occupants. Mr. Rapp was rescued a short time later, and his companion, who was thrown across him, was found dead.

The White Ash coal operators of West

Virginia had a meeting a few days ago in Cincinnati, holding a conference over a dinner at the Business Men's club. The conference related to the matter of car supply and other matters of railroad and coal business. No definite action was taken, all consideration of such matters being deferred until after the rate decision, if there should be any, is asked for and given. It is understood that there is considerable dissatisfaction at the car situation among operators, and it was with the intention of voicing this the conference was held.

An important conference was held here Saturday in reference to the application for a further widening of differential between Ohio and West Virginia coals. This conference was called by Hon. Z. Taylor Vincent of Huntington, W. Va., who is in charge of the defense of West Virginia operators and the business of the state in reference to the proposed application of the four coal carrying railroads of West Virginia and Kentucky for a further differential of fifteen cents in the carrying rate of West Virginia coal into the northwest. The conference was held over a fine luncheon at Sinton hotel. It was attended by ten or twelve representative coal operators of the field affected by the proposed rate raise. Mr. Vincent explained the situation and stated that if the proposed fifteen cents additional differential were granted and the Ohio coal operators were allowed the decrease of rate asked for in Ohio, the differential between Ohio and West Virginia coals would be the twenty-five cents already given, plus fifteen cents proposed by the railroads outside of Ohio, plus the five or ten cents decrease applied for in Ohio, making the actual differential somewhere around sixty or sixty-five cents. The operators decided that they would enter the fight in Ohio in all probability, Mr. Vincent being authorized to look into the situation and report as to the advisability of trying to defeat the proposed reduction in Ohio, as well as to defeat the proposed addition to the differential by the interstate commerce commission. Mr. Vincent represents the West Virginia Coal Operators' Association, the Chamber of Commerce of Huntington and a number of other West Virginia coal associations and business men's organizations, and is in charge of the details of the fight against the fifteen-cent proposition. He is aided by a number of other eminent counsel from the various towns and cities of West Virginia, who will take charge of special branches of the defense, as well as by the legal firms of Brown, Jackson & Knight of Charleston, and Littleford, James, Ballard & Frost of Washington, D. C. Operators present at the Sinton hotel conference were: C. R. Moriarty of the Cabin Creek Consolidated Coal Company; E. J. Howe, president of the Cincinnati Coal Exchange and representative of the Pocahontas Fuel Company; Thomas H. Richardson, representing the Consolidation Coal Company; Kuper Hood of the Houston Coal Company; R. A. Colter of the C. G. Blake Company; L. M. Webb of the Webb Fuel Company; R. H. Bartlit of the Darby Coal Company; D. H. Jenks of the Producers' Coal Company; Mr. Cunningham of Huntington; J. M. Wright of the Raleigh Coal & Coke Company, and others; also Mr. Guy M. Freer, manager of the Traffic Association of the Chamber of Commerce, Cincinnati, and Mr. Vincent.

Denver Trade.

DENVER, November 4.—(*Special Correspondence*.)—Continued warm weather in this section for almost two weeks has resulted in a dull market here and the snappy vitality of three weeks ago has been almost completely dissipated. At that time leading concerns were actually behind on the filling of orders and the recent dullness has given them a good opportunity to catch up.

Locally there seems to be a fairly steady demand for storage coal by domestic users, and this has greatly aided the retailers. This demand also extends to country trade, but is not so insistent.

The Trinidad and Walsenburg tonnage is leading other districts this week, with the lignite output a close second. The Trinidad operators are busy on steam contracts and the steel mills are working day and night on war orders. The lignite output is going largely to fill late threshing requirements and to supply the sugar factories, all of which are now in full operation. Routt county is said to be well up on back orders.

Lignite slack is moving slowly this week, but

better than bituminous. The supply of the latter rather exceeds the demand. Prices remain unchanged.

The following prices are ruling for lignite coal, f. o. b. mines: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05

Detroit Trade.

DETROIT, MICH., November 4.—(*Special Correspondence*.)—With the steam coal trade showing less activity than two weeks ago, there has been little increase in the amount of business being transacted in domestic coal.

The situation in the steam coal market is expected to show a change for the better speedily. With increasing activity developing in lines of general business and among the manufacturing establishments of the city, the shippers argue the present lighter demand for coal cannot long continue, as few of the consumers have stocks of any special magnitude.

Buying of fine coal continues more active than the market for larger sizes. Dealers are still able to supply sufficient fine coal to meet needs of their customers, although this stock is less plentiful than other coal, while shortage of railroad rolling stock is growing in importance as a factor in the situation.

Weather conditions have remained unfavorable to extension of the domestic coal trade, warm temperature throughout the day and only moderately cold nights making it possible for many consumers to economize on fuel or dispense entirely with its use. Lower temperature is adding a more frosty touch to the atmosphere this week and may stimulate activity in domestic coal.

Retail dealers find the distribution of anthracite is backward. The theory is advanced that some of those who usually buy early were deterred from doing so by lack of available funds, due to the unsatisfactory condition of general business, during the first part of the year and that others have held off on placing orders because of the warmth of the weather. The orders coming to shippers are described as fewer in number and representing a lesser tonnage than usual at this time of the year.

On the lakes the coal trade is apparently sidetracked by the strong demand for freighters to move grain and iron ore down the lakes. High rates offered wild carriers to handle grain and increased commitments of ore shippers combine in creating a demand for as speedy dispatch as possible in both lines, the result being that except for vessels under contract, little tonnage is offered to move coal. The rate on hard coal from Buffalo to side ports on Lake Michigan was advanced from 30 to 50 cents a ton during the week in the effort to get boats for a route which offers little grain or ore for the return trip.

No advance in rates of freight on soft coal has been reported yet, except in the case of a few small cargoes to out of the way delivery points.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$1.00	\$2.40
Mine run.....	.90	2.30
Slack.....	.60@.75	2.00@2.15
West Virginia Splint—		
Four-inch lump.....	1.45@1.75	2.85@3.15
Two-inch lump.....	1.20@1.40	2.60@2.80
Three-quarter.....	1.10	2.50
Mine run.....	.90	2.30
Nut, pea and slack.....	.55@.65	1.95@2.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.40	3.00
Kentucky Splint—		
Lump.....	1.60@1.75	3.00@3.15
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85@.95	2.25@2.35
Mine run.....	.70@.80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.60	2.75
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.50	2.65
Three-quarter lump.....	1.35	2.40
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.05	2.20
Mine run.....	.95	2.10
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

Cleveland Trade.

CLEVELAND, OHIO, November 4.—(*Special Correspondence.*)—Although there has been a sufficient amount of business to go around, as the situation was expressed in one office, it has altered market conditions very little, except as it pertains to the various slacks which are quoted generally five cents higher than a week ago. Steam lump has shown no change either way, and producers and jobbers are rather uncertain as to the future unless there should be a change in weather conditions that would necessitate an increase in consumption. It is possible that the advance in slack prices is partly due, at least, to the demand for the supply on the market to complete a large contract of one of the Cleveland offices. This, however, was for a particular kind of coal, but probably had an effect on all.

The prevailing soft weather for the past week or more has had a demoralizing effect on domestic coals. While it is believed that the stocks are not up to the average, dealers have failed to take advantage of the present conditions to complete them. All grades and kinds of domestic coal are showing the effects of this situation.

The anthracite situation was well illustrated in a circular letter mailed to dealers this week by John S. Van Epps, who is one of the best posted anthracite men in the country. He states that the stocks are 3,000,000 tons below normal in a given territory and that some of the dealers will find themselves short if they do not take care of their needs soon. While the fall has been very mild, it is hardly probable that the weather of last winter will be duplicated later on. There is no desire, of course, on the part of producers to stock retailers beyond their needs, but it is always difficult to deliver anthracite on short order in severe weather.

It is said that lake shippers are offering a somewhat better figure than in the past in order to clear up surplus coal and liberate cars at the different ports. However, the price is still low. Little tonnage is being offered and coal is for the most part going forward in contract boats.

The market for Coshocton coal this season has been fairly satisfactory, although the weather has interfered with the best results. Quotations today are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Coshocton—		
Lump, 4-inch screened.....	\$1.70@1.75	\$2.40@2.45
1½-inch	1.60@1.65	2.30@2.35
Egg and nut.....	1.30@1.35	2.00@2.05

There is a greater demand for No. 8 coals at the prices quoted than for some time past, but it has not been sufficient to change the market figures to any extent, with the exception of slack, which is firm at five cents higher than a week ago.

	F. O. B. Mines.	F. O. B. Cleveland.
No. 8 District—		
Three-quarters	\$1.05@1.10	\$1.95@2.00
Run of mine .....	.95	1.85
Slack .....	.80	1.70

Pittsburgh slack has shown more strength than usual the past week, and is generally quoted at higher prices than prevailed a few days ago. No other sizes are active on this market at the present time, except in the lake movement.

	F. O. B. Mines.	F. O. B. Cleveland.
Pittsburgh District—		
Slack	\$0.80@ .90	\$1.80@1.90

Youghiogheny slack remains at a standstill so far as price is concerned, without any change in the market figures from a week ago.

	F. O. B. Mines.	F. O. B. Cleveland.
Youghiogheny—		
Slack .....	.85	1.85

The weather for the past week has militated against the sale of smokeless coals. While the retailers are perhaps carrying light stocks, they are not exerting themselves to secure supplies. The prices remain on the lower level reached a week ago.

	F. O. B. Mines.	F. O. B. Cleveland.
Smokeless—		
Lump	\$2.10	\$3.55
Egg	2.10	3.55
Run of mine.....	1.30	2.75

Weather conditions have enabled Massillon producers to catch up pretty well with their orders. Otherwise there has been practically no change in the market.

	F. O. B. Mines.	F. O. B. Cleveland.
Massillon—		
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack .....	.90	1.60

While Cambridge slack has been in fair demand, the reported quotation is about the same as last week, and there has been no change whatever in the larger sizes.

	F. O. B. Mines.	F. O. B. Cleveland.
Cambridge—		
Three-quarters	\$1.10	\$2.00
Run of mine.....	1.00	1.90
Slack .....	.90	1.80

There has been no particularly active movement in Goshen coals, with the exception of slack, which has held its own with the other slacks in the market.

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen—		
Slack	1.60@1.65	

Fairmont slack, while but little of it is being received in this market, because of the continued demand from the east, quoted at the same figures it commanded a week ago.

	F. O. B. Mines.	F. O. B. Cleveland.
Fairmont—		
Slack		1.90

There has been little change in the situation as pertains to Kentucky coals.

	F. O. B. Mines.	F. O. B. Cleveland.
Kentucky—		
4-inch block.....	\$1.90@2.00	\$3.15@3.25

Cleveland News and Personals.

George G. Rowland of the Richland Coal Company, Wheeling, W. Va., was in the city Wednesday.

C. W. Troll of the Troll Coal Mining Company has returned from St. Clairsville, where he spent the past month in overseeing preparations for clearing up the second of the company's three mines for operation.

Capt. J. M. Drake of the Drake Coal Company left Monday for his winter home in the Isle of Pines. Captain Drake for the past several years has spent his winters on the island, where he owns considerable property.

Virgil J. Terrill, former state senator, was defeated for municipal judge in Cleveland. He opposed the amendment of the coal screen bill last winter and the coal colony here was solid in opposition to his election.

B. F. Mills, Cleveland sales agent of the Pittsburgh & Westmoreland Coal Company, is a splendid coal man, but he met with hot competition in his race for mayor in Lakewood and finally left the honors with the present incumbent. Mr. Mills has developed into a good speaker and conducted his campaign like a veteran.

What is known as the Barber franchise was approved by the voters at the election Tuesday. This gives the Cleveland, Canton & Akron Terminal Railroad Company a right to construct a four-track subway under East Fifty-fifth street, which will give all railroads entering the city from the south and southeast a route through the city to the lake front, where the company is planning to erect a large coal loading plant and grain elevator. So far, all freight boats have been compelled to dock in the Cuyahoga river and railroads often found difficulty in getting coal to the loading plants. This will be a great improvement. Ohio C. Barber, head of the great match manufacturing business at Barberton, Ohio, is the president of the company.

Indianapolis Trade.

INDIANAPOLIS, IND., November 4.—(*Special Correspondence.*)—Sensitive to weather conditions, the coal trade in Indiana has suffered during the last few days. The demand for domestic call has fallen off perceptibly. Many operators report that retailers are countermanding orders for immediate delivery. The operators have been behind in their orders for domestic, as the retailers had been making strong demands on them. However, the weather has favored the consumer during the past few days, and the consumption of domestic coal has fallen off. Most of the mines are being operated as most of the mining companies were behind in their orders when the warm weather arrived.

The demand for steam coal is about the same as it was last month. It is fairly good, but not what it is reputed to be or ought to be for this time of the year. Some of the operators and jobbers are still inclined to be pessimistic about business conditions, doubting seriously whether the much talked-of boom is upon us or is about to come. There is a better tone to all lines of business as compared to this time a year ago or even six months ago, but some shrewd mercantile business men saying they are getting by in good shape because they are operating on a less expensive scale. It is a fact that there are more empty houses here than there have been for a long time, which naturally militates against a steady and strong demand for domestic coal. Mine run is still selling from \$1.00 to \$1.20 a ton at the mines, according to the grade. As high as seventy and seventy-five cents a ton is being paid for best screenings at the mines, but the demand is not abnormal. Best domestic brings \$1.60 at the mines, but most of the sales range

from \$1.40 to \$1.50. The following prices are being quoted by the wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run, Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1½-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.70@ .75	1.20@1.25
Nos. 5 and 6 screenings.....	.55@ .65	1.05@1.15
2½-inch domestic No. 4.....	1.50@1.55	2.00@2.05
No. 4 domestic.....	1.60@1.65	2.10@2.15
Nos. 5 and 6 domestic.....	1.40@1.60	1.90@2.10
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Southern Indiana Field—		
Mine run.....	1.05@1.10	
Domestic lump.....	1.40@1.50	

The retailers are quoting the following prices per ton: Linton No. 4 forked, \$3.25; Indiana lump forked, \$3.00; Indiana lump and egg, screened, \$2.75; Kanawha lump, forked, \$4.25; Ohio Hocking, lump, \$4.25; Ohio Hocking, wash egg, \$4.50; Kentucky lump, \$4.50; Ohio Jackson lump, forked, \$5.00; Blossburg smithing, \$5.50; Cannel lump, \$6.00; Pocahontas forked, lump, \$6.00; Pocahontas shoveled lump, \$5.50; Pocahontas mine run, \$4.50; Pocahontas nut and slack, \$3.75; anthracite, chestnut, \$8.25; anthracite, stove and egg, \$8.00; anthracite, grate, \$7.75; Connellsville coke, \$6.00; Indianapolis by-product coke (all sizes), \$6.00. Extra delivery charges: Bags, fifty cents a ton extra, ground floor, or dumped in cellar; bags, seventy-five cents a ton extra, carried into cellar; charge for chute or wheelbarrow, twenty-five cents a ton; coke, bags, sixty cents; bags in cellar, eighty cents.

St. Louis Trade.

ST. LOUIS, MO., November 4.—(*Special Correspondence.*)—Business is quite dull owing to the unusually warm weather, and nothing much can be expected from the domestic trade until a weather change comes. Operators on the whole are maintaining prices and curtailing outputs to meet the situation, and there is really nothing else to do but to sit tight until the weather breaks. It is remarkable how well the mines have been able to run, considering the weather.

Industrial conditions are undoubtedly much better and improving. Steam demand and railroad demand is much heavier than for several years.

Screenings and fine coals are up from ten to fifteen cents per ton and advancing. Number two nut is very strong.

Standard mines are on the whole doing better right now than the high-grade mines in southern Illinois.

Current prices are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal—		
6-inch lump.....	\$1.30	\$1.87½
6x3-inch egg.....	1.25	1.82½
2-inch lump.....	1.05	1.62½
Steam egg.....	.90	1.47½
No. 1 nut.....	1.15	1.72½
No. 2 nut.....	.80	1.37½
Mine run.....	.85	1.42½
Screenings .....	.40	.97½

The demand for Staunton locally is off a little for domestic, but the big demand which is for heating and apartment contracts is still ahead.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.....	\$1.50	\$2.07½
2-inch lump.....	1.25	1.82½
Screenings .....	.40	.97½

Williamson county coals are not moving quite as freely as they were, and some operators are curtailing outputs and a few are cutting the price to keep moving.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.....	\$1.40@1.75	\$2.02½@2.47½
3x2-inch nut.....	1.20@1.75	1.92½@2.47½
Screenings .....	.50	1.22½

In Franklin county operators are holding the price rigidly and are curtailing the outputs somewhat to meet the market demands.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.....	\$1.75	\$2.47½
No. 2 stove.....	1.50	2.22½
Screenings .....	.60	1.32½

Anthracite is moving well in the country, but is dull locally.

	F. O. B. St. Louis.
Anthracite—	
Chestnut	\$7.55
Stove or egg.....	7.30
Grate	7.05

	F. O. B. Mine.	F. O. B. St. Louis.
Lump or egg.....	\$2.25	\$4.75
Gas House Coke—		
Gas house coke.....		\$4.25
By-product coke (all sizes).....		4.50

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

New York Trade.

Mild Weather Dulls Anthracite Demand —Bad Car Supply for Bituminous Producers.

Office of THE BLACK DIAMOND,
NEW YORK, November 4.

The anthracite trade has passed through a week of mild weather, and consequently there has been less activity in the retail trade. Distribution to consumers has been in fairly good volume, but retailers have complained that buying on the part of householders lacked snap, and consequently they have not been making inroads into their stocks that they should be doing at this season.

On the other hand, most of the producers have had ample orders to keep their mines going on full time. The all-rail trade has been much better than the tidewater trade, and also, there is a good call for coal for shipments west via the Lakes, and considerable all-rail coal for western destination is also going forward. The movement of the latter is materially lessened, due to the lack of proper equipment.

From this time on, it is appreciated that the distribution of anthracite will be largely hampered by the lack of cars and locomotives. While the anthracite originating railroads are believed to be in much better shape so far as equipment and locomotives go, than are the connecting lines, these lines are just now being taxed by heavy shipments of war munitions, and there is a great deal of congestion principally at junctions and tidewater points. Also, coal cars going on the connecting lines, do not meet with the prompt transportation that was the rule up to several weeks ago. No doubt from this time on a great many cars on the anthracite roads that will be detained on the connecting lines for many days beyond the usual time of detention, and these delays will reflect in a short car supply at the mines.

Practically all of the producers are getting full circular prices on stove, egg, chestnut and pea. These sizes are moving pretty evenly, and concessions on these coals, even by individuals are rare. Such concessions as come about, are usually on odd lots that are at tidewater points, that are left over after cargoes are still out and demurrage is accruing. To avoid unnecessary demurrage charges, sellers sometimes think that it is expedient to accept concessions.

In the steam sizes, there has developed a little weakness in rice coal at tidewater, and some sales are said to have been within the past week at \$1.90 per ton. Good rice coal is short at the upper ports, but the supply of inferior rice at the lower ports seems to be ample for all requirements at the moment. No. 1 buckwheat and barley continue strong, while pea coal is selling very near the full circular price.

The statement of shipments of anthracite for the month of October will be made public later in the week. Tidewater stocks are believed to have decreased.

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.30 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation.

Bituminous production is being restricted in most fields by a shortage of cars. Moreover, there is complaint on no few of the bituminous carrying roads that the movement is very slow, once coal is loaded. These two agencies are working towards a service shortage of coal that may develop most any day now.

Operators, who are analyzing the production end of the business very closely now, find it impossible to increase production no matter how urgent may be their requirements for tonnage. Either labor is scarce or

cars are scarce. In many instances there is a shortage of both. In many cases, operators cannot take on any spot business, no matter how fancy the price may seem.

On the price question, mine prices are just as stiff as they were a week ago, although the spot demand cannot be said to have improved. As has been stated before in these columns, the principal consumers of steam coals seem to be pretty well covered by contracts. Many of these are made direct with the operating companies. No small tonnage is represented by the middle house, some of whom in turn protect themselves by contracting in turn with the producing companies. On the other hand, there are some middle houses that scalp the market. These are not at the moment finding conditions to their liking.

At New York harbor ports, there is no unusual accumulation of coal. Spot lots of the choice grades are in very light offering. Medium grades are also short, while the inferior coals are so scarce that they command around \$2.70 to \$2.75 f. o. b. harbor ports. Good grades of Pennsylvania sell at \$2.80 to \$2.85, with fancy grades commanding from \$2.90 to \$3.10.

The Vessel Situation.

Coastwise rates are some firmer. There has been a good advance in rates between Hampton Roads and Boston. Rates from Baltimore and Philadelphia to Boston and sound points, are also firmer. From New York to sound points rates are also stronger.

Off shore rates are in many instances so high as to be prohibitive, consequently exports of coal have been materially reduced.

We quote current rates on freight as follows:

From Hampton Roads to Boston, eighty-five cents to \$1 is about the range; to Portland and points east of Boston, from ninety-five cents to \$1.10. To sound points, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to sound points as follows: Bridgeport, thirty-five cents; New Haven, forty-five cents; Providence, fifty cents; New Bedford, fifty-five cents. To Boston, around cape, sixty to seventy cents; through canal, seventy-five to eighty cents. Harbor rates twenty to twenty-five cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.90	\$1.40
Ordinary	2.70	1.20
Medium grades.....	2.65	1.15
Cambria County—		
Best Miller vein.....	3.00	1.45
Medium grades.....	2.80	1.25
Cheaper grades.....	2.70	1.15
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.70	1.15
Indiana County—		
Best grade.....	2.80	1.25
Medium grade.....	2.70	1.15
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia—		
Ordinary grades.....	2.55	1.00
Best gas, ¾-inch lump.....	2.90	1.30
Best gas, run of mine.....	2.70	.95
Gas slack.....		.75@1.10

New York Trade Briefs

E. M. Sanders of C. H. Sprague & Son Company of Boston, was in New York several days this week.

Jesse L. Eddy of Dickson & Eddy, No. 17 Battery place, has gone to Hot Springs, Va., for a two weeks' stay.

George F. Clitter of Hartwell, Lester & Clitter, Inc., of No. 1 Broadway, visited the anthracite regions on Monday.

E. E. White of Glen White, W. Va., president of the E. E. White Coal Mining Company, was a New York visitor this week.

Frank W. Smith, a salesman connected with the New York office of H. H. Lineaweaver & Co., is shortly to join the benedict class.

Unless closed sooner by the ice, the Erie, Champlain, Oswego and Black Rock canals, New York, will be closed to navigation at noon on November 30.

W. F. Meyers, for the past ten years, fuel inspector of the New Haven Railroad, with headquarters in New York, has tendered his resignation to take effect on the first.

The Reading Company has contracted with the Palmer Shipyard Company of Noank, Conn., for the construction of several addi-

tional barges for the Philadelphia and New England coal carrying trade.

Anthracite shippers who send considerable coal east to sound points and around the Cape to points east, report a scarcity of boats for this purpose. Harbor boats are also scarce, due to the heavy demand for all classes of boats in New York harbor for grain and merchandise purposes.

Fifteen salesmen of the Weston Dodson & Co., Inc., were entertained on last Saturday, by W. R. Coyle, general sales manager at the Bethlehem Club at Bethlehem, Pa. The salesmen from the various branch offices were in attendance. In the afternoon the party witnessed a football game at the Lehigh University.

Charles Heyl, representing J. Hudson, a wholesale coal merchant of Bordeaux, France, is now on his second visit to America this year. Mr. Heyl reports that the coal situation in France is much easier now than when he was over in the spring. He reports now, a very pressing demand on the part of French manufacturers for steel and iron suitable for making munitions.

The Brothers Valley Coal Company of No. 90 West street, New York, have recently opened up a new mine in Somerset county, adjoining their other operations. This mine is known as Penmar No. 4, from which the Miller or "B" vein coal is being taken. So far this coal is showing up true to the high standard of this well known seam. The company, owing to numerous improvements to its plants made the past few years, is giving careful preparation, which insures to their customers a highly prepared product.

The Pittston (Pa.) Gazette states that Weston Dodson & Co., Inc., of Bethlehem, Pa., who are large operators in anthracite throughout the Schuylkill region, have just placed an order for the construction of forty-one residences in East Bethlehem, Pa. It is said that this company owns a large tract of land in East Bethlehem, and has this plotted out in such a way that when built up will result in making this section one of great civic beauty. The Bethlehem Steel Works are said to be within ten minutes walk from this property. The contract involves the expenditure of \$100,000.

D. A. Thomas, the Welsh coal operator, who is so well known to Americans by this time, and who has been in this country since the first of July as a representative of David Llyod-George, England's Minister of Munitions, returned from Ottawa, Canada, on Monday, where he has been making his headquarters for some time past, and has just undergone a slight operation for a nose trouble at a private hospital in New York city. It is understood that Mr. Thomas' duties in this country in regards to supervision of munitions purposes, are now largely routine, and that he will shortly return to England after placing competent men in charge of several of the bureaus that he has established in the United States and Canada.

Recently a dozen New York business men have formed a new society. This society is to be known as "The Delectable Society of the Dotards of 1848"—and each dozen of men who have made themselves prominent in the business or the professional world, are to be its charter members. These men, all of whom are prominent figures in their respective businesses, are all known to be sturdy, clear-eyed and light-hearted at their age of sixty-seven. This society is going to give a dinner soon to celebrate the year in which the members were born. Edward J. Berwind, president of the Berwind-White Coal Mining Company, and interested very prominently in many of the large railroads, banking and other industrial concerns, is a member of the society, and has been assigned the title of "Official Miner of the Club." Mr. Berwind was born on June 17, 1848.

Few New England retail dealers or large consumers attached much significance to the decision recently handed down by the Pennsylvania supreme court to the effect that the tax imposed on coal mined in that state was unconstitutional. The general belief here is that the state will appeal to the United States supreme court, and that rebates are many, many months away.

Philadelphia Trade.

While Anthracite Moves Slowly Because the Weather Is Warm, Bituminous Demand Is Booming.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, November 4.

When the figures accumulated by the Bureau of Anthracite Statistics at Wilkes-Barre are made public some time next week, it will be seen that the production for the month of October in the hard coal regions was about 6,150,000 tons as against a production of 6,644,476 tons for the corresponding period in 1914. This decrease of fully a half million tons, brings the shortage up to a total of three million so far for the year as against the amount that was shipped in 1914. It is said by some operators that a million and a half of the shortage could be made up were it possible to put on sufficient steam to bring the production up to the maximum. November and December, however, are so sprinkled with holidays that the miners will demand and take that this is highly improbable and impossible. In fact, there are some of the belief that the entry of the New Year will see the shortage heightened even, rather than cut down.

While this does not mean any crimp for the immediate future, there are dealers who can see what it spells for the future. The nearer draws April 1st when the labor difficulties must be adjusted the heavier demand will be for coal that can be moved. The elimination of the stocks in storage has been one of the questions that has given forth many angles. This year's decrease in production, the attitude of labor and a hard, frosty winter, may solve the problem sooner than some folk think.

Speaking of the weather, that is the queen bee that governs the local situation. The demand for pea coal, as was anticipated in this column some time ago, has been sufficient that the companies have placed the price at \$2.25 a ton. While the circular shows \$2.50 as the range sales since last April have been made on a \$2 to \$2.10 basis. The local demand has fluctuated with the cool and the warmer days. Snappy weather, while this is being written, has sent in many orders from the retailers to the middle and producing houses.

Steam sizes, from buckwheat No. 1 on down, have been in better demand and are really the leaders in the market. Office buildings and apartment houses have been a material factor in this flurry. Nut size coal also has been well to the forefront and some of the houses have been kept on the jump to fill requirements. Other than the change noted in the price of pea coal, the prices of the circular still obtain. These are as follows, as shown by the Philadelphia and Reading Coal and Iron Company's list:

Locust Mountain and Schuylkill Shenan- doah.	White Ash.	Shamokin.	Lorberry and Schuylkill Valley Red Ash.	Lyk's Red Ash.
Sizes—				
Lump	\$3.50	.....	.....	.....
Steamboat	3.50	.....	.....	.....
Broken	3.50	.....	\$3.75	\$4.10
Egg	3.75	\$3.75	4.00	4.35
Stove	4.00	4.00	4.25	4.60
Chestnut	4.15	4.15	4.25	4.60
Pea	2.50	2.50	2.60	2.75
Buckwheat	1.50	1.50	1.60	2.35

The Bituminous Situation.

In the soft coal lines this has become strictly a "broker's market." What has been known as the "cheap coals" have been steadily rising in price until they are now in the range of those that were bringing twenty to thirty cents higher a matter of two months ago. Contract requirements have been the cause of this. When the cheap coals reach a price that the contracting houses can no longer take them over and make a profit on them, it is expected that the consumer will have to do his own buying and this new factor will send prices to a higher level. The very fact that salesmen find it as hard to sell coal as before is indicative that the contracts that were entered into last spring are being lived up to. Eliminate the cheap coals and the consumers will find that the clause in the contract referring to "car shortage" will be put into operation in more instances than one.

Significant is the sales that have been made of Western Maryland coals around \$1.20 within the week. These were spot sales and little can even be had for November shipments lower than this. West Virginia offerings also took to aeroplaning.

Quotations on slack and mine run are at an even dollar and \$1.15 is asked for ¾-inch screened lump.

Greensburg coals are still out of the market and the operators under contract to the Pennsylvania railroad for storage coals are bending every effort to get their coal into the piles before the middle of the month. Car shortage in the Somerset field has moved the prices on these coals upward. Best is quoted at \$1.30 to \$1.50, contingent on an excess supply of cars over contract requirements, medium \$1.15 to \$1.25 and ordinary \$1.10. Sales at the piers on ordinary are a nickel to a dime higher.

An indication of advance in the price of high-class coal was shown this week on the quotations of Georges Creek, Big Vein. The usual price on this has been \$1.70, but inquiries were met with a price of \$1.85 with little to offer.

At the piers there seems to be a free quantity of coal to offer. Bunker business has been up to the standard while the exports for the past week have fallen off quite a little.

Change of Labor Aspect.

PHILADELPHIA, November 3.—The following news despatch from Hazleton indicates to those who have been keeping a weather eye on the labor conditions in the regions that there will be a new angle to be considered in the settlement to be made about April 1st. Just what has to be reckoned with from the steam shovelers has not been quite figured out:

"The appointment of Enoch Howells, a pioneer steam shovel engineer of Hazleton, as organizer of the United Mine Workers by International President John P. White, marks the taking over of the Steam Shovelmen's Union by the miners' organization."

Philadelphia News Notes.

Mr. Peacock of Peacock Campbell & Kinzer was away on a trip to the mines this week.

Frank Honan, vice-president of the Skeele Coal Company of New York was a mid-week visitor.

Mr. Chestnut of the Crescent Coal Company of New York was one of the trade visitors of the early week.

Mr. H. K. Cortright of the Cortright Coal Company spent the early part of the week at the company's mines at Beaverdale, Pa.

John Thomas, Jr., of the Cramer Coal, Coke and Stone Company of Johnstown, Pa., was among those "in our midst" during the week.

The following has appeared among the judgments awarded in the local courts: "Old Lick Run Coal & Coke Company to Mary C. Dothard, for want of an answer \$181.02."

William J. Faux of the Logan Coal Company, who has been ill at his home for the past two weeks, is progressing nicely and expects to be about as usual within the next few days.

Election day, Tuesday, was a legal holiday in this neck of the woods, and was a general disruption to business. Some of the coal offices kept open until noon and then gave it up as a bad job.

Howard Yeager of Patton, Pa., who operates the Beaver Coal Company and other producing properties, looked over trade conditions through the Philadelphia periscope during the fore part of the week.

There has been a general absence of trade visitors from the producing districts during the past few weeks. "What's the use of coming to trade centers," said one operator, "when the middle and jobbing houses are hunting you up to give you orders?"

G. M. D. Cam of George Bush & Son of Wilmington, Del., who was in town Tuesday said that the coal business about that city never was better. "The du Pont plants and the immense powder factories across the river have given us an era of prosperity that never has been equalled about Wilmington," he said.

Within the next couple of weeks there will be a meeting of the sentries of the Philadelphia breaker of the Order Ko-Koal to arrange for the annual meeting of the local association. At this time it is expected that these trustees of the organization here will take direct action on the question of joining out with the National Coal Association or not.

The George B. Newton Coal Company, the big retail concern of this city, passed its usual half-yearly dividend of three and one-half per cent due the first of this month. In explana-

tion, it was declared to the stockholders that poor business conditions of the preceding six months had been responsible for the action. This dividend is paid on \$1,750,000 of first preferred stock. The annual meeting of the company will be held on the 22nd inst.

Thursday night there will be a meeting of the Select and Common Councils of this city at which finances will be one of the main topics of discussion. Most of the waterworks stations are on a hand-to-mouth basis for a coal supply because councils have refused to grant money to take care of payments for coal supplied. All is speculation at this writing, though the main venture is that councils will appropriate money to pay for the coal now that the Republican crowd have been elected.

The consumer who yells for full contract requirements and some more is about as popular with the coal men here at this time as an end-seat hog in a street car. Several of the dealers discussing the situation have stated that they have men on their books who have filled up on coal and then politely stopped shipments for a week or even longer. The swing of business has been such that these persons have been satiated up to the present time. However, there is still a hard, cold winter to be reckoned with and such provoking customers may have cause yet to reckon with conditions where the coal man can even things up.

Buffalo Trade.

BUFFALO, N. Y., November 4.—(*Special Correspondence.*)—The movement of anthracite by lake from this port was on a smaller scale during October than for the same month last year. The shipments were 521,171 tons, as compared with 538,250. For this lake season to November 1st the shipments were 3,312,246 tons, against 3,695,031 in the same period of last year. This is a decline of about thirteen per cent. In all probability the year will close with less shipments than those of 1914. For the past week the shipments were 114,600 tons, as follows: Duluth-Superior, 40,100 tons; Milwaukee, 31,500; Chicago, 26,200; Waukegan, 8,200; Escanaba 3,300; Fort William, 2,600; Green Bay, 1,500; Racine, 1,200. At present a large proportion of the vessels are sailing from here light.

The anthracite demand is not very heavy at present, but quite a large quantity of coal is being sold and the different grades are all getting a fair share of the business. Chestnut has been more active during the past two or three weeks than for some time, and the country dealers are now reporting a pretty good demand for it. The shortage of cars is still in evidence, and this makes deliveries considerably slower than usual. Many dealers have a fair amount of coal still on hand, and no rush from the consumers is expected until colder weather arrives. The weather has been quite favorable to the retailer lately and this has helped business to quite an extent.

In the bituminous trade everybody reports that the market is strong, but that the demand is increasing but slowly. Prices have shown an advance, but this is due largely to the fact that cars and labor are scarcer than usual. No large volume of coal is being ordered, and some shippers say they have seen no improvement in trade during the past two or three weeks. There is, however, a great improvement over summer conditions in sales as well as prices. The Canadian market is slowly improving and there is also a better demand from the east. But sellers remember former seasons when business was much better than it is at present.

The coke market is stronger than for a long time and producers are not inclined to make quotations on stock coke without a special request. There is but little difference between stock coke prices and those for 48-hour furnace and as high as \$4.15 has lately been paid for each in this market. Foundry coke has sold lately up to \$5.

Buffalo Trade Briefs.

Harry Rogers, of St. Catharines, Ont., and Wallace Dougherty, of Oswego, were late visitors to the anthracite trade here.

George P. Cronk, general manager of the Pennsy Coal Company, was still reported seriously ill this week at his home at Franklin, Pa.

Friends of Stewart H. Stanton, of the sales force of the Richland Coal Company, regret to learn of the sudden death of his wife, following an operation last week.

New England Trade

BOSTON, November 4.—(*Special Correspondence*).—The feature of the New England coal market during the past week was the announcement by the Darrow-Mann Company of a further reduction of ten cents per ton on standard grades of New River and Pocahontas for delivery beginning April 1, next. It was just about a month ago that the same concern threw a bomb into the trade in the form of \$3.60 per ton for next season's coals. The trade had not recovered from the first shock, and the second has been thoroughly demoralizing. The new price of \$3.50 per ton, delivered at Mystic Wharf, means that competitors must figure on a forty-five cent water rate from Hampton Roads ports to Boston, which is an impossibility for the smaller concerns.

The New England Coal & Coke Company and the Pocahontas Coal Company of Portland are said to have signified their willingness to meet new price conditions, but they have not named any prices, nor have any of the other large New England bituminous concerns issued circulars on the subject. Everybody, to use a trade expression, is "sitting tight." The Darrow-Mann Company officials will not comment on the situation; they simply refer everybody to their last circular. But gossip has it that there will be further reductions announced.

Bituminous operators are inclined to look upon the present price-war as a purely New England affair, but the most reliable authorities in Boston believe that in the end it will influence the entire bituminous trade of the United States. There is one phase of the situation that many persons are likely to overlook and that is that the firms engaged in the price-war are already beginning to make overtures to operators with a view to securing an adequate supply of bituminous to insure the resumption of the battle. Operators, to insure their own safety, are no doubt insisting upon getting the very best terms when signing contracts. Local firms, in making contracts for next season's deliveries, are inserting a clause which gives the consumer the benefit of any further price decline that may be made in the future. The clause is an open confession that the end is not in sight yet.

The movement of bituminous from southern ports to New England during the past week has not been up to normal, yet an improvement in the contract demand, particularly the all-rail, is noted by most local firms. Supplies at Hampton Roads ports continue far in excess of the demand, and for that reason there are some shippers who are willing to shade the official \$2.85 f. o. b. price in order to secure contracts. There is no improvement in the spot New River and Pocahontas at Mystic Wharf and prices there are still unsettled at \$3.68 to \$3.75 per ton on cars. Pennsylvania bituminous is a shade firmer, especially on the poorer grades, as a result of increased purchases by the large railroads of the country. They are now quoted on a basis of \$1.05 to \$1.50 on cars at the mines.

Although the weather continues unseasonably warm, the demand for anthracite holds up remarkably well. It is quite certain, however, that the official receipts for October as issued by the Boston Chamber of Commerce, will be disappointing as compared with the same month last year. The figures should be available before another week passes. October bookings were pretty well cleaned up, so comparatively little coal was carried over into November. The demand today runs very largely to stove, the supply of which is not abundant. Most wholesale houses try to induce customers to take egg and nut when ordering stove, but trade conditions have been such that such buying is not forced. Egg seems to be the most plentiful of prepared sizes. Pea coal is in better demand and very firm at \$4.05 per ton alongside Boston Harbor. Stove and egg are \$5.85 and nut \$6.10, while at Mystic Wharf, stove and egg are \$6.20 and nut \$6.45. Buckwheats are arriving more freely, but everything is held well ahead and the market for them is in an extremely healthy condition. In fact few dealers care to make new contracts for them. No. 3 buckwheats are selling on a basis of \$1.80 per ton New York, No. 2 at \$2.30, No. 1 at \$2.80, and birdsegg at \$2 per ton.

The anthracite freight rate market is firm and unchanged on a basis of fifty to fifty-five cents per ton from New York to Boston. The southern freight rate market, on the other hand, is firmer on a basis of eighty-five cents to \$1 per ton from Hampton Roads ports to Boston. The six masted schooner, Edward J. Lawrence, one of the J. S. Winslow & Co. fleet, of Boston, recently sailed from Norfolk with 5,000 tons of

coal for Barcelona, Spain. Owing to the scarcity of tonnage space the owners received \$52,500 for the charter. The five masted schooner, Harwood Palmer, also of Boston, has been chartered for \$25,000, to carry 4,000 tons of coal from Norfolk to Lisbon, Portugal. The steamer, Stephen R. Jones, now building at Newport News for Crowell & Thurlow of Boston, has been chartered at the rate of \$30,000 per month, but the boat will not be ready for delivery before the middle of this month. Space rates from Hampton Roads ports to Italy average around 70 shillings, as compared with 11 or 12 shillings in normal years. It is little wonder then, that the New England freight rate market continues on its present level.

Baltimore Trade.

BALTIMORE, MD., November 4.—(*Special Correspondence*).—The situation that faces the coal man here and elsewhere is the most complex that has come to perplex the trade for many months. Orders are now pouring into every coal producing or distributing agency, and even those who have unattached fuel cannot take advantage of the revival of industrial, railroad and other demand for coal, because they cannot get rolling stock in which to move their products.

In the Fairmont region the past week the supply in proportion to requirements dropped at times to less than forty per cent and seldom ran over sixty per cent of needs, so that the week did not show much more than a fifty per cent supply. In the Somerset and other regions of interest to coal men here, it ran somewhat better, but far below the requirements of the trade. The result was that still more coal producing concerns, which have fallen back even on their urgent contract supply needs, have withdrawn from sales in the open market. Few coals were offering in any quality, and most of these still available were of the less desirable class.

Prices under such conditions were rather hard to set. Surplusages that arose from time to time at tide or other terminal points went to the trade fairly reasonably when general conditions were considered. Prices to the trade were about as follows, where sales were made at all:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$1.05 @ 1.10	\$2.48 @ 2.53
Run of mine .....	.95	2.38
Slack	1.00	2.43
Somerset—		
Best	1.45	2.63
Good	1.25	2.43
W. M. R. R.—		
Freight	1.10	2.28
P. R. R.—		
Best South Fork	1.40	2.58
Miller vein	1.30	2.48
Ordinary	1.10	2.28

If vessel bottoms were available here just now the export figures would show a healthy increase, despite trouble in getting cars generally, as the railroads are frequently giving right of way to such movement. The grain trade here, however, by liberal charter rates, is absorbing most of the unattached vessel tonnage that reports. There was a small increase in the foreign coal movement the past week, despite this condition. During the six-day working period a total of more than 37,000 tons was loaded for export.

Anthracite men are quite busy for the most part. The many empty cellars over the city and suburbs, a larger proportion than in years past apparently, are beginning to call heavily for supplies. The first real winter weather should see a scramble, and then the yard supplies may not be always sufficient to meet demands if cars remain short of supply.

Duluth Trade.

DULUTH, MINN., November 4.—(*Special Correspondence*).—What effect the coming in force of the new seamen's act, effective today, will have upon shipping of coal for the rest of the season is problematical. It has been feared for some time that all lines would suffer as there are few of the boats on the Great Lakes equipped to take care of the three shifts of crew that are necessary under the new law. By next season all boats will have made the necessary alterations and will be ready for business when the spring opens, and the only question is as to the remainder of the current season.

For the past week, almost all dock superintendents report, coal has been arriving from lower lake ports more briskly than for a month previous. This is true regarding all kinds of coal. But from now on, is the general expectation, the receipts will thin out rapidly, and the

virtual end of the coal season on the Great Lakes is believed to be not far distant. This feeling is due not only to the fact that the docks are pretty well stocked for the coming winter and will not need a great deal more coal, but also because of the fact that boats are not going to spend so very much time waiting for coal cargoes at Lake Erie when there is so much of the prohibitive season on the lakes arrives. The movement of the grain is more important in the eyes of the vessel owners at this time than the movement of coal.

Shipments from this point have fallen off heavily during the past week. About the only reason that can be assigned is that dealers in the northwest have stocked up heavily early in the season, and with the continuation of mild weather have not been disposing of a great deal of their holdings; also that threshing seems to be pretty well through. However, it is reported, towns along the Soo line are taking coal more liberally than along any other section of the territory tributary to this point.

Improvements to the extent of about \$90,000 are to be made this winter on the Hanna dock in Superior. The dock will be modernized with the latest machinery, steel rigs replacing the wooden ones, and the wooden dock will be faced with concrete. This work will begin at once.

The United States engineer has just sent out a statement making two corrections in the figures announced at the end of September regarding coal receipts up to that time. The only changes are that up to September 30, 881,508 tons of splint coal had been received instead of 906,879 tons; and 76,333 tons of cannel had been received in place of 50,944 tons.

Southwest Trade.

OKLAHOMA CITY, OKLA., November 4.—(*Special Correspondence*).—Warm weather marked the entire month of October in Oklahoma and Texas. Coal people, having the prophetic vision, are not grumbling. They realize that warm weather is just what is needed. Farmers in the northern part of Oklahoma, which is a small-grain country, are busy from sun to sun planting wheat, getting in the last crop of alfalfa—the sixth in many instances—and putting up ensilage before the first killing frost.

The farmers in the southern half of the state, known as the cotton belt, are busy picking cotton. The cotton crop is generally from thirty to forty days late over the cotton states, which necessitates warm weather until the middle of November to insure anything like a full crop. A heavy frost earlier than that would kill the unopened bolls, resulting in a loss of twenty per cent of the potential crop. On August 25 it was indicated by the state board of agriculture report that Oklahoma's cotton crop this year would amount to 750,000 bales; last year it was 1,261,000. The acreage this season was reduced twenty-eight per cent, due to the very low price last year. It is believed by many that the reduced yield will return more money than last year's production, to the then low price prevailing.

Natural gas and oil are nightmares to coal men in this state. Every town in Oklahoma with a population greater than 5,000 are supplied with natural gas, except four—and there are something near twenty such towns. Because of the continued activity in the oil fields of the state, gas wells are brought in almost daily. This insures ample pressure at all points where mains are built, and also makes possible the low prices at which gas is sold, averaging seven cents for manufacturing purposes and eighteen cents for private use, over the state.

Little domestic coal is moving just now. Most dealers have already supplied their large consumers, filling their bins early in September. This done, they filled their own yards, expecting to order thenceforth as the coal was needed. The warm weather now being experienced is resulting in a good many cancellations, for these reasons. However, there are no large stocks on cars at any Oklahoma mines at this writing, whereas last week there were near 100 cars at the various mines in the McAlester field.

If this winter turns out to be severe, as is predicted by the Indians, as well as the more authenticated reports from other sources, there will be a great shortage of McAlester and Wilburton coal, and dealers will be forced to substitute with the inferior coals and coal from the strip pit mines. This is owing to the fact that the production in the McAlester district will be reduced at least one-third, due to a number of the large operating companies having gone into receiver's hands during the past year.

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Future of a Troubled Trade--Today's Opportunity.

The unmistakable evidences are that the United States is on the eve of another such an upturn in business as that which started in 1898. This, unless financial men fail to keep step, must develop another period of large financing such as came in 1900 and thereafter. It is not at all likely that our new financial campaign will find expression in another series of large consolidations, mainly because the great opportunities have been seized. Instead, the financing of great merchandising plans is likely to take first place. Our export aspirations suggest this.

An Opportunity.

Even so, America's biggest and most promising business is still disorganized; is practically in wholesale ruin and at the same time offers a possible financial reward larger than that given even by steel. Bituminous coal has in it the making of America's next great financier. It will be no miracle if he does come; it will be unbelievable if he doesn't, seeing that everything is ready to his hand, even including every device needed in the manipulations before and after the financing. Therefore, if America has any man of the caliber from which financiers are made, the next few years must produce another J. P. Morgan and hence must see large changes in the bituminous coal trade.

To measure the possibilities of the situation it is not necessary to go into the inevitable new mechanical departures in coal-trade activities, even though therein lie possibilities of great wealth. Instead, it is enough to show the money to be made by reversing the existing bad business practices.

No industry ever offered an opportunity to the financier until it got into trouble. The facts are that the bituminous coal industry is in serious trouble now. For example, figures compiled in 1911 show that there is invested in the bituminous coal industry east of the Rocky mountains \$1,050,000,000. The earnings on this money were then estimated at about one per cent per year, or a trifle more. Since the money "invested" evidently included bonds as well as stocks, the one per cent earned is clearly the average of the bond interest and return on stocks. Since fully half of the investment, or about \$500,000,000, is in six per cent bonds, the stock interest was clearly represented by a wholesale loss.

Sectional Struggle.

To add to the demoralization incident to a lack of profit, there has developed serious sectional strifes. The inevitable result will be to deplete the revenue of the coal trade still further. This situation is closely comparable to that which prevailed among the railroads immediately before the community of interests of railway control was formed. It is even more closely analogous to conditions in the steel industry just prior to the formation of the Steel Corporation. To indicate the extent and seriousness of this warfare, it need only be recalled that Ohio and western Pennsylvania are now fighting West Virginia before the commissions in a vain hope of getting a market advantage by a change in freight rates. An industry is mighty poor when it pins its hope to such things. Eastern Kentucky is today fighting the whole combination of eastern states, and they in turn are fighting it. Illinois and Indiana are, before the commissions and in every other way, fighting the whole eastern coterie, including Kentucky. It is a death struggle which is now in progress with investments at stake which are truly astounding in their proportions.

The only vital difference between this situation in coal and that in the steel trade of the late nineties is that, in steel, the fighting units had come to be of some size; in the bituminous coal industry they are, in the main, still small.

A Discussion of the Coal Situation and a Suggestion of a Way to Solve Some Difficulties—A Man of Personality Is Needed.

The first and most natural suggestion is that financing take the form of trustification. That, in the sense heretofore considered, is discouraged by the elementary fact of the supply of coal. For example, the United States Geological Survey has estimated that the coal reserve of the United States and Alaska amounts to 4,188,700,000,000 short tons of 2,000 pounds. If there is excluded from this the deposits of the western states and Alaska, it is found that in the territory east of the Rocky mountains there is probably a coal reserve approximating 2,000,000,000,000 short tons. Of this, over seventy-five per cent is within easy reach of any man's pick and shovel; is close to transportation; is near to its biggest market, and can be opened at relatively a very low cost.

As a matter of fact, the present unprofitable condition of the coal trade arises from the fact that so great a part of the nation's coal reserve—which is supposed to support a population up to 250,000,000 persons for a thousand years or more—can be opened up instantly in response to any sudden increased demand.

The discouraging feature heretofore has been that to nullify this possible competition it has been thought necessary to control this land. Indeed, capital has been found with the temerity to enter upon such an undertaking in so far at least that whole deposits of coal have been brought under control.

To measure this task, it is necessary only to take into account the fact that 2,000,000,000,000 tons of this coal are available in the eastern territory alone. If we figure the value of the coal at so little as one cent in the ground—less than the Tennessee Coal and Iron paid for its coal—we find that to buy the coal acreage would require a capitalization of \$20,000,000,000—roughly, thirteen times the capitalization of the Steel Corporation. If this land were capitalized at six per cent and if the resultant interest—\$1,200,000,000 per year—were assessed against a production of 600,000,000 tons a year, the interest charge alone would be \$2 per ton.

Co-operation Impracticable.

Seeing the hopeless impossibility of such a financial undertaking and the futility of any smaller plan, many are disposed to abandon finance and to pin their faith to a species of co-operation among the present producing units—to a sort of gentlemen's agreement.

There are two serious objections to such a plan:

First, a gentlemen's agreement may be good among gentlemen, but few are willing to abide by it.

Second, no gentlemen's agreement among present producers could prevent other persons from opening the abundant coal measures and working outside the agreement. Thus any such agreement would defeat its own ends, because by making coal production universally profitable it would only invite many new competitions.

Seeing the need of some form of control, I have at various times suggested a device which has the peculiar merit that it does no injury to anyone and yet is beneficial to labor, capital, the consumer, and posterity. It takes root in one compelling fact, namely:

We have twenty-eight coal-producing states, but forty-eight coal-consuming states. Therefore, it is impossible to consider that any one state can control its coal supply or its coal business unless we concede the unconceivable

ultimate that one state might deprive another of coal. Regulation of coal production must, therefore, be as broad as the need for coal. This demands federal control of some kind.

A Plan.

Assuming national control, my suggestion has been that it is unsound to assume that the whole supply of any inexhaustible material which is supposed to last one thousand years should be considered as available for production at any one time or all the time. I have recommended that, instead of any person being at liberty to produce coal from his acres at any time he sees fit, the government should limit the right to produce to the needs of the time and the surrounding districts. As a preliminary to such a stand, it should declare the entire coal area to be a part of public domain.

As a matter of detail, I have also suggested, at times, that the government could very well, if only as a means of entailing this estate, as it were, divide all business into at least two classes. One of these should be made up of the extractive or destructive industries, such as coal and minerals. The other, of course, would include all reproductive industries or those working in raw materials the supply of which is constantly renewing itself.

Such a conception is so flexible, the federal government could do anything it pleased. For instance, the preponderance of coal would always be held in reserve and under full control of the government. Thus the authorities could lay burdens of taxation and social obligations upon the mines and empower them so to organize that the consumer would automatically pay the bill. At the same time, it would be able to hold such combinations always in check. It could, in fact, ruin any such combination instantly by merely releasing some of the coal land held in reserve. The production from the released land would break the monopoly.

With such control of the situation, the question of what is good policy could decide whether in future the nation would allow co-operation among small producing units or whether it would encourage control of whole producing districts by large capital.

Advantages.

If the nation wished to be extremely liberal, it could encourage all of the small men now producing coal to continue to do so, arriving at their prices by trade conventions. They would embalm the extravagant methods and the wastefulness which have grown up under the old system. Also, it would encourage the present system by which small men with no knowledge launch themselves in business and get their commercial education at public expense. If that is the wish of the nation, it can easily be expressed in a plan of co-operation which will continue all the small operators in control of their present acreages and mines. The advantage of such a system is that it makes coal expensive and hence encourages the consumer to study fuel economy through furnace efficiency.

The alternative plan, of course, would be for the government to encourage large capital to control and manage the mines in large units. Whole districts, in fact, could be placed under the control of skilled men. Since their selection would be left to large financial interests, naturally they would be those who had proved their ability to produce and market coal cheaply while working for other large units. Such a plan would be the antithesis of the co-operative system, because the real producers would get their education while serving as department heads of big companies and at corporation expense. The steady and great growth of coal demand would make room for

(Concluded on page 393)

Big Ship Building Company Is Forming.

The east looks for great prosperity for some years to come due to the extensive building in all lines using steel and necessarily coal. The government stands committed to a plan which will mean practically the doubling of our war fleet during the next five years; our army is to be accordingly increased and an enormous production of war munitions will naturally follow.

The railroads will naturally profit from an expansion of the steel, iron, coal and coke business, which means that the benefits that will accrue from an expansion of our naval and military expenditures will be passed along from one industry to another. Each industry, like the gambler's kitty, will receive some benefit.

Moreover, the end of the European war is not yet in sight. As long as it lasts, the United States will have to supply enormous quantities of munitions. As soon as peace is declared, it is the general opinion that the United States will be taxed to furnish a sufficient amount of steel and other wares to rebuild devastated Europe. No matter which way the European war cat jumps, this country stands to profit.

Therefore, it is not out of the line of reason to learn that the wise Mr. Schwab is planning to make for the Bethlehem Steel Corporation, the greatest shipbuilding organization in the country. *Financial America*, in speaking on this subject, says:

"In the number of shipyard ways which will form Bethlehem properties, according to the plans, Mr. Schwab will have one of the leading organizations of the world, although in the size of merchant vessels to be constructed, his works will still be exceeded by such organizations as the British firms of Harland & Wolff, and of Workman, Clark & Co., and the Vulcan yards at Hamburg.

"The acquisition of the Pennsylvania Steel Company is one of the leading steps by Mr. Schwab in his present plans. A rebuilding and an early placing in operation of the Crescent shipyards on the Arthur Kill, at Elizabethport, N. J., will be another. The Crescent shipyards were, at one time, among the leading builders in this country of cruisers, torpedo boats, submarines, and other war craft, executing contracts for the United States, for Russia, and other governments. Since 1907, the Crescent Shipyard Corporation has been consolidated with the Samuel L. Moore & Sons Corporation, a subsidiary of the Bethlehem Steel Corporation.

"The Moore plant consists of iron foundries, machine shops, etc. It has extensive facilities for marine repair work and, according to the plans, which were brought to light Saturday, extensions to its plants are to be begun at an early date, entailing expenditure of \$1,500,000. In connection with this work, the Crescent yards will quickly be put in shape to resume operations, being fitted up particularly for the work of handling submarine orders in conjunction with the Submarine Boat Corporation.

"The Fore River yards and the Union Iron Works of the Bethlehem have been used, thus far, for the building of hulls on the orders placed with the Submarine Boat Corporation, but will prove inadequate for the handling of the orders placed on the books in the last few months, largely through Mr. Schwab's efforts, and additional orders now under negotiation, the closing of which appears assured. In the latter are included negotiations with Japan, and with one of the neutral nations of Europe.

"Acquisition of the Pennsylvania Steel Company gives the Bethlehem Steel Corporation the Sparrow's Point shipyards which have turned out the highest class freight vessels constructed in any American yards. All the vessels of the American-Hawaiian Steamship Line, which takes first rank as freight carriers in coastwise trade, were turned out from these yards. The yards have also done extensive government work. The Sparrow's Point yards belong to the Maryland Steel Company, in its turn controlled by the Pennsylvania Steel Company.

"An inkling of Mr. Schwab's ambitious plans for the acquisition and development of shipyards was first afforded a few years ago when announcement was made of the purchase by the Bethlehem of the Fore River yards at Quincy, Mass. The entire list of shipbuilding plants which the Bethlehem Steel Corporation now owns, following the acquisition of the Pennsylvania Steel Company is as follows: Sparrow's Point yards at Sparrow's Point, Md.; Union Iron Works Drydock Company, San Francisco; Harlan & Hollingsworth yards at Wilmington, Del.;

Fore River yards at Quincy, Mass.; and Crescent yards (at present inoperative) at Elizabethport, N. J.

"That Mr. Schwab has acquired other shipyard properties has been persistently rumored for months, his name having been most frequently coupled with the reported change of control of William Cramp & Sons Ship & Engine Building Company. The Bethlehem Steel Corporation and the Cramp yards have for years worked together on contracts for vessels for the United States, for Argentina and other governments. The Cramp is the largest single shipbuilding plant in the country.

"The Roach shipyards at Chester, Pa., recently passed to new owners, the identity of whom has not been made known, and there has been a similar air of mystery regarding deals put through affecting shipyards on the Gulf, in which Mr. Schwab's name not unnaturally has appeared, but there has been no instance in which the rumors of acquisition by Mr. Schwab have been so persistent and have had the appearance of as much basis as with regard to the reported deal on the Cramp works.

"Nothing further could be learned at the offices of the Bethlehem Steel Corporation Saturday regarding the purchase of the Pennsylvania Steel Company. It is believed in steel circles that there will be no merger of the two concerns, but that they will be operated separately. It is pointed out that there are many benefits to separate operations and that the Bethlehem Steel interests will take advantage of these.

"By far the most importance is attached by steel men to the fact that the deal gives the Bethlehem Corporation the Sparrow's Point ship plant of the Maryland Steel Company. It is said that this addition will, in time, prove the most profitable in the transaction, especially in connection with the Chilean ore properties of the Bethlehem concern.

"That the Bethlehem corporation, which has during the last few years been a big factor in the steel trade, will become even a larger one because of this deal, is not doubted by any interest. It is the belief that Mr. Schwab's plans call for further enlargements which will eventually take in every branch of the steel business. Whether this will be done through acquisitions of other properties or by additions to the present plants is not known."

A New Type of Box Car Loader.

The loading of coal has become an art. Degradation or breakage is the bugbear of everyone connected with coal production or sale. Consequently every improvement in loading methods is eagerly watched. The Christopher Coal Mining Company, at Christopher, Ill., has recently completed a new plant which will bear discussion because it is especially designed to load coal quickly and without breakage.

The plant in question has a capacity of 4,000 tons per eight hour day. The usual mining shaker screen equipment is supplemented by a loading boom for large lump coal and two picking belts of the pan conveyor type, each four feet broad. These tables as well as the loading boom are arranged so as to deliver coal to open cars or to a four-foot pan cross conveyor running parallel with the screen above the car tracks and delivers the coal to the box car loader. Box cars are loaded on a fifth track by a Manierre loader.

To convey the coal to this loader, the coal from the two picking belts is switched onto the cross conveyor by merely closing or opening a flop gate without stopping the screen. In the case of the lump coal, this is done by raising the loading boom so as to deliver the coal to the cross con-

veyor or by depressing the same if the open cars are to be loaded. The screenings are carried by conveyors to a storage hopper, from which open cars can be loaded, or they can be diverted to a conveyor carrying them to the storage bins above the boilers.

The loader itself is of the Manierre standard stationary steel apron type with what they call their overslung locking arms, ball bearing screw jack, and power tilted loader equipped with 30 H. P. totally enclosed slip ring motor. The chute is of the Manierre standard swivel type for carrying the coal from the end of the cross conveyor to the loader in all positions while loading. The machine is arranged to fill the center of the car, thus increasing very greatly the tonnage handled at slow belt speed, insuring a minimum of breakage. When fully loaded this loader has a capacity of six thirty-ton cars per hour, provided that not more than two minutes is taken in spotting cars. As above stated, the whole arrangement has been laid out to insure clean coal and freedom from degradation. But in doing so, it can be seen, the flexibility of the whole plant is ideal, as any grade or combination of grades, can be loaded for box car shipment at any desired speed.



New type of Loader installed for Christopher Coal Mining Company.

Lehigh Valley Annual Report.

The Lehigh Valley Railroad Company earned a net income of \$6,322,444.96 for the fiscal year ending June 30, last, a decrease of \$734,214.73 under last year. The sixty-first annual report of the Railroad Company was recently made public. It shows operating revenues for the fiscal year of \$42,525,962.02, an increase of \$355,315.24 over last year. Operating expenses were \$29,947,387.54, a decrease of \$140,517.66, giving a net operating revenue for the year of \$12,578,574.48, an increase of \$495,832.90.

In comparing these figures with those of last year, it should be recalled that a \$685,080.00 dividend on Temple Iron Company stock owned by the Lehigh Valley was included in its year's income by order of the Interstate Commerce Commission. Naturally, there is no such dividend this year. Comparison of the figures for this year with last and previous years also is complicated by a rule put into effect a year ago by the Commission, changing bookkeeping methods in certain accounts. To form a basis for comparison, the figures given out in 1914 have been adjusted to the new method. Particularly interesting, in the operating expenses is a \$421,871.94 reduction in transportation expenses. That the company's equipment is being kept to the best possible standard is indicated by an increase of \$537,698.13 in that account.

After paying four quarterly dividends of two and one-half per cent each on the common and preferred stocks, amounting to \$6,060,800, and making various adjustments, the profit and loss account of the company on June 30, 1915, showed a credit of \$23,692,716.88.

No increase in the funded debt of the company was made during the year. Thus far the improvements which have been made in connection with the new freight and passenger terminals at Buffalo have been financed out of the current cash resources of the company. It is proposed, however, at a later date to make a specific issue of bonds to cover the major portion of this expenditure. Capital obligations, consisting of collateral trust bonds and equipment trusts to the amount of \$2,800,000 were retired during the year.

The year's revenue from the handling of merchandise freight amounted to \$16,005,501.45, an increase of \$463,615.55 over last year. The revenue from the transportation of coal and coke amounted to \$19,195,755.50, an increase of \$667,509.06, as compared with the previous year. The average revenue per ton was 116.30 cents. Last year it was 114.43 cents. The number of tons carried one mile was 5,326,328,902, an increase of 140,128,336, and the revenue received per train mile was \$4.10, an increase of one cent a mile. The average train load of freight was 620.72 tons.

A remarkable feature of the report, and one indicating the business depression of the last year, appears under the head of "other income," being known as "hire of equipment." In other years this has shown a credit—in 1914 it was \$325,440.01, but in the year just ended, a debit balance of \$68,807.74 was shown, a decrease of \$394,247.75. Hire of equipment represents mainly the use of freight cars of other lines on the Lehigh Valley and of Lehigh Valley cars on other lines, and the figures indicate the general stagnation in the movement of freight.

Passenger earnings during the year showed a considerable decrease, due, it is said, principally to the suspension of immigration business, a large part of which annually has gone to the Lehigh Valley. The earnings from passenger traffic amounted to \$4,043,799.00, a decrease of \$751,348.44 from the previous twelve months.

The total number of passengers carried was 5,206,972, a decrease of 522,070 under 1914. The average revenue from passengers per train mile was 1.875 cents, a decrease of .068 cents.

"Your company has pursued a fairly aggressive policy in the matter of expenditures for the development and improvement of its property," says President E. B. Thomas, in the report. "The appropriations for the year were also very liberal for the maintenance of the permanent way and equipment. Your board of directors has believed it to be for the best interest of the stockholders to pursue this policy of liberal maintenance and conservative development for the future, notwithstanding the fact that the revenues were somewhat affected during part of the fiscal year as a result of the disturbed business and financial condition of the country resulting from the European situation."

Important improvements now under way, named by President Thomas, include the new passenger and freight terminals and a modern steel and con-

crete coal dock, all of which are now building in Buffalo. The coal dock will be ready for use in a few weeks and the freight station by November 1st. In and about New York City important improvements are now in progress. A 1,060-foot dock equipped with modern ore-handling machinery together with necessary yard tracks is building at Constable Hook, near Bayonne, on New York bay. It will be finished early in the spring of 1916. A 730-foot steel and concrete pier is being erected at the foot of Rector street on the North River, which will be ready for operation about January 1, 1916. A two-story covered steel pier, located between Gouverneur and Jackson streets on the East River, intended particularly for the flour trade is building, and a steel hay warehouse at 149th street and the Harlem River will soon be ready. During the year important extensions and improvements were made at pier 5, Wallabout Basin, Brooklyn. A fifty-stall fireproof engine house is building at Sayre, Pa., and additional car repair yards at Coxtton, Pa., are being constructed. Switch yards at South Plainfield, Perth Amboy and Newark recently were enlarged.

Equipment purchased during the year includes eight locomotives, forty steel passenger coaches, twenty-five steel baggage cars, two 150-ton steam derricks, two snow plows, and eleven gasoline motor cars for the use of section, bridge, signal and telegraph gangs. The Lehigh Valley now has a total of 110 of such motor cars in use on its line. Orders have already been placed for ten Pacific type passenger locomotives, five switching locomotives and twenty-five milk cars. During the year fifty-three heavy consolidation type freight locomotives were rebuilt and equipped with super-heaters, new cylinders and other modern features calculated to reduce fuel consumption and increase efficiency.

President Thomas again calls the attention of the stockholders to the steady increase in tax accruals, which he points out, have increased at a rate out of proportion to the increase in revenues. The total taxes of the Lehigh Valley now amount to 4.23 per cent of the company's gross operating revenues. In the last ten years operating revenues have increased 29.69 per cent, while taxes have increased 154.21 per cent.

At the same time that the railroad report was made public, F. M. Chase, Vice-President and General Manager of the Lehigh Valley Coal Company, also made public his annual report for the same period. It showed a total net income of the coal company from all sources, after deducting charges for royalties, sinking funds, depreciation of the property and interest on the funded debt, of \$1,022,814.91, an increase of \$457,955.47. The production of anthracite coal from the mines owned and leased by the Lehigh Valley Coal Company, including that mined by tenants, was 8,088,901 gross tons, an increase of 211,511 tons. In the bituminous mines owned by the company 258,205 gross tons were mined, an increase of 5,474 tons. The sum of \$517,542 was expended for additions and betterments during the year.

The steel fire-proof breaker at Packer No. 5 colliery, referred to in the last annual report, was completed and is now in successful operation. Other improvements at this colliery, including a substantial addition to the boiler plant and a new steel head-frame over the shaft, have been completed, and a new steel fire-proof ventilating fan is now in course of construction. At Packer No. 4 colliery the alterations to the breaker and the concentration of the underground pumping are well under way and will be completed during the coming year. An addition to the boiler plant at Dorrance colliery has been made to provide the increased amount of steam required because of the extension of underground operations.

Prospecting on the Broadwell lands in Lackawanna County is now under way with a view to commencing mining operations thereon and taking the coal to Heidelberg colliery for preparation.

To reduce still further the risk of destruction by fire, a complete spray system was introduced at each of the frame breakers and, as a result of tests made under the observation of representatives of the insurance companies, a substantial reduction was made in the premiums paid for fire insurance. The operations on the bituminous coal lands at Snow Shoe are being steadily developed to permit of greater efficiency. As soon as the power line, now under construction, is completed, electric haulage will be substituted for mules and electric coal cutting machinery will be introduced in place of pick mining. The properties at West Harrison street, Chicago, and Fillmore avenue, Buffalo, which were no longer required in the conduct of the Company's business, were sold during the year.

Satisfying the Miners.

The Hisylvania Coal Company of Columbus, Ohio, inserts the blank, of which the illustration herewith is a reproduction, in all the pay envelopes of the miners. As this shows, the miner is credited with everything that he did and for each piece of work the price agreed upon in the scale contract is put down in the column devoted to that subject.

In the case where no price is fixed by the scale, but where the price is arrived at by understanding of the individual, that matter is put under the column devoted to "price."

Under the column devoted to credits, there is

The Hisylvania Coal Co. No. _____

Due _____

For Labor performed to date of _____

Tons, days	Loading	Price	Credits
	Slate @		
	Yards Entry @	.3332	
	Bbls. water @	.10	
	Wet coal @	.0244	
	Break Thro. @	.06	
	Room coal @	.40	
	Entry coal @	.489	
	Checks Ret.		
	Extras		
	Room coal @	.07	
	Entry " @	.097	
	Extras		
	Labor @		
	Labor @		
TOTAL CREDITS			
Deductions			
Powder			Sign your name and read conditions on back of this statement.
Store			
Coal			
Rent			
Checks			
U. M. W. of A.			
Initiation			
Collection			
TOTAL DEDUCTIONS			
Balance due			
Store overdrawn			

The Hisylvania Slip.

stated precisely the amount of work that was done. The amount due the miner for each item is stipulated in the third column. Under the circumstances there is no possible chance for a misunderstanding between the miner and the company as to what is due.

Below there is a detailed statement of all deductions from the total due for work done. That is, there is a deduction for the powder bought, for the amount due the store, for the price of coal purchased, for the rent of the house, for checks issued to the worker, for the dues to the miners' union, and other incidental items. The whole statement is very compact and can easily be understood and figured out in a short time by any miner who is able to read and write.

Exactly the same information as is carried on the slip is also printed on the pay envelope itself.

After a continuous existence in the same quarters for over forty-five years, the retail concern known as M. A. Suydam & Co. has taken a new office location, 111 South Third street, on the street floor of the Hartman building, Columbus, Ohio. William S. Connor, the present proprietor, went with the Suydam interests as a lad forty-two years ago, when M. A. Suydam, a pioneer Hocking valley operator, shipped coal to Columbus by canal. He has remained with the business ever since, advancing to the position of manager, and finally to sole owner. For quite a long period he was prominent in local city government, and was one of the wheel-horses of the old Ohio Wholesale & Retail Coal Dealers Association. Although by no means an old man, "Billy" Connor is recognized as the Nestor of the Columbus retail coal business, and his modern new location will add to his prestige.

The Lehigh Valley Coal Company has under consideration the building of a \$200,000 breaker, the work on which will be commenced next spring. This equipment is necessary to handle the new stripping operations which have been started in this vicinity.



The Koenig Truck Under the Loading Chutes of the Pocket.



One of the Koenig Trucks in Front of the Company's Office.

Koenig Trucks Make Branch Yards Unnecessary.

The P. Koenig Coal Company of Detroit has installed the motor truck and eliminated the branch yard. With six commercial vehicles, of four and five tons' capacity, in addition to large horse and wagon equipment, this company has found it possible to cover the entire territory of the growing city of Detroit and its suburbs from a central yard, located near the geographical center of the city, on the main line of the Grand Trunk Railroad.

The latest acquisition of this company in the way of motor driven vehicles was the purchase of a four-ton Packard worm drive truck equipped with regular steel dumping body operated by Wood hydraulic hoists. This truck has been in operation only a comparatively short time but, like the other power wagons owned by the Koenig Company, has fully demonstrated its value as a quick, economical and reliable transportation means. One picture herewith shows the truck

receiving its four-ton load from the overhead bin in the yard of the P. Koenig Company, which is regarded as one of the most modern labor-saving installations of coal-handling machinery in this section of the country.

Another photograph shows the truck in front of the Koenig yard office ready to start on a delivery trip three and one-half miles distant.

Mr. Norman Koenig, one of the members of the firm, is authority for the statement that the truck does the work of four two-horse teams, and does it at a lower cost than the horses could accomplish. Trips of six to eight miles from the central yard are in the every-day work of this truck and no longer regarded by the Koenig Company as a burden.

"We are getting along very nicely without the expense of the branch yards and the trucks are giving us more than satisfactory service," said Mr. Koenig.

too, this advertisement costs something and other selling expense costs still more. Also there is interest on the investment in the yard; interest on the investment in the coal; overhead expense, including salaries; loss by degradation of the coal, etc., which must bring the cost of doing business up to ninety cents or \$1.00 a ton.

Even assuming that cartage and overhead expense costs so little as eighty cents there is, with a margin of only thirty cents, a clear loss of fifty cents a ton. Apparently the minimum loss is higher than that, running to sixty cents if not to seventy-five cents a ton.

That raises this insistent question of arithmetic: "How can a retail concern lose seventy-five cents a ton and then afford to guarantee weight, quality of coal, and service which this advertisement guarantees?" There is a loose joint in this harness somewhere and every sensible coalman wonders what it is.

Of course the explanation is not hard to find. The retail dealers of Louisville are in a price war. They have carried this to the extent of losing from fifty to seventy-five cents a ton on all the coal handled in the busiest retail time of the year.

Losing Money on Handling Coal at Retail

There is reproduced herewith an advertisement which appeared in one of the daily newspapers of Louisville, Ky., a few days ago. This raises a simple matter of arithmetic that has been puzzling to most of the coal trade for a number of years.

The advertisement says clearly that the delivered price of coal to the householder is to be \$3.60 for domestic lump. It says also that a discount of twenty-five cents a ton will be allowed those who pay their account within ten days. This makes the net price of coal to the householder \$3.35. That is the plain wording of the advertisement. There can be no mistake about that figure.

About other figures there is no mistake either. The brands of coal here advertised have been

selling during the fall and are now selling at \$2 a ton at the mines. That is what the retail dealers are paying for the coal.

Also there is no mistake about the freight rate. That is fixed by the tariff and filed by the Interstate Commerce Commission and cannot be deviated from. The freight rate from the mines of the Jellico field to Louisville is \$1.05.

Adding together the selling price of the coal of \$2.00 a ton at the mine and the freight rate of \$1.05 makes the delivered price of the coal f. o. b. the retail yard \$3.05.

Deduct this \$3.05 from the net price to the purchaser of \$3.35 and you have left thirty cents a ton. This must cover cartage which, on the average, costs at least fifty cents. There is a clear loss of twenty cents a ton on cartage alone. Then,

Coal-Mine Fatalities in August.

Compiled by Albert H. Fay.

According to the reports made to the Bureau of Mines by state mine inspectors 162 men in all were killed in and about the coal mines in the United States during August, 1915, as compared with 180 during August, 1914.

If eleven fatalities in August, 1914, for which there are no comparable figures for August, 1915, be deducted, the figures become 162 for August, 1915, and 169 for August, 1914.

An explosion of gas on August 31, at Orenda No. 2 mine, Boswell, Pa., resulted in the death of 19 men.

The Roberts & Schaefer Company, Chicago, announce the award of the following new coal mining plant contracts: Messrs. Peale, Peacock & Kerr, of New York, a two-track steel tippie with car haul, using Marcus patent picking table screen, for Mine No. 9, Winburne, Pa.; Russell Coal Mining Company, Russellville, Pa., equipment for Marcus patent picking table screen for Mine No. 24. This company is also owned by Peale, Peacock & Kerr. The National Fuel Company, of Denver, Colo., have awarded a contract for a new wood tippie at Shamrock mine, Colorado. The Cabin Creek Consolidated Coal Company, of Charleston, W. Va., have awarded a contract for a Marcus coal tippie equipment for installation at Kayford, W. Va. Mr. George L. Carter, president of the Carter Coal Company, Coalwood, W. Va., has authorized the Roberts & Schaefer Company to proceed with the building of a large Marcus patent coal tippie with loading booms, which was contracted for some months ago, for the new mine recently sunk at Coalwood, known as the Olga mine. This will be one of the largest installations in West Virginia. The Carter Coal Company also gave the Roberts & Schaefer Company a contract last week for a new Marcus wood tippie for Nora mine at Coalwood, W. Va.

Buying COAL From the Oldest COAL Firm In the City GUARANTEES THE WEIGHTS, THE SPECIFIED COAL AND SERVICE

	CHARGE PRICE		NET PRICE
"Wilton" Jellico . . .	\$3.60 Ton	We Give Discount 25c Ton. Pay 10 Days After Delivery	\$3.35 Ton
"Pioneer" Straight Creek .	\$3.60 "		\$3.35 "
Round Or Family (Wilton or Pioneer)	\$3.50 "		\$3.25 "

ALSO PITTSBURGH, SMOKELESS, ANTHRACITE

BYRNE & SPEED COAL CO. and
JELICO-LAUREL COAL AGENCY } Consolidated

PHONES 289, 315—

R. A. WATSON, Manager.

OFFICE, 415 W. JEFFERSON

The Advertisement Which Discloses a Heavy Loss on Retail Coal.



Grasping an Opportunity.

Reference was made in this department recently to some real estate dealers who, in order to make their houses more attractive, buy the coal and start the heating plants, thereby becoming live prospects for coal sales.

A stunt along this line, but more effective, from an advertising standpoint, was recently used by a dealer in an Ohio valley city. A realty and building firm had just completed a handsome residence in a popular suburb, and had decided to attract attention to it by furnishing it completely. The entire house was fitted up, the floors were covered with handsome rugs, the pantry was supplied with groceries and the coal-bin was likewise filled. The names of all those furnishing goods or materials for the house were given publicity in a folder issued by the builders. The house itself was advertised in the newspapers as "The Marvel Home," and the public was invited to come and see it. The house was kept open night and day, and several hundred people went through each day, noting not only the attractive way in which the house had been furnished, but likewise getting a favorable impression of the people who had supplied the equipment and materials.

The coal dealer who filled the bin said that he had furnished the coal without charge, as an advertisement, and it really looked as if he secured his money's worth. In the first place, those who came to look had their eyes wide open, ready to receive all the information they could about the handsome new house. In the next place, seeing the filled coal bin always attracted comment, because it looked so unusual in a new house. The card of the coal concern was tacked on the side of the bin, and it was impossible to overlook it. The dealer received enough comments to feel justified in having made the outlay represented by the value of the coal.

"Stunt" advertising is not always a good thing, but in this case, where the favorable attention of a large number of desirable coal buyers was secured, it looked like an excellent proposition.

Coal and Smoke Consumers.

The coal dealer who is succeeding is the man who is keeping abreast of the times with reference to everything affecting the use of his product. He cannot afford to be indifferent to smoke regulation, for one thing, nor ignorant about the best types of smoke consumers.

In a certain city where public sentiment is not as active as it should be, people operating boilers for power and heating purposes are allowed to do pretty much as they please, as far as smoke emission was concerned. That is, the nominal regulation does not amount to anything, and few people put in consumers unless they want to. Now, apparently, this makes things easy for the coal dealer. One might almost regard this as an ideal town in which to sell soft coal.

But while a big concern which is not officially regulated from the city hall may be slow, in the absence of any other consideration, to change its boilers so as to reduce the amount of smoke given off, it very often thinks a good deal of the opinion of its neighbors. Such an instance developed in this case. One corporation, which was one of the worst offenders regarding the smoke evil, is located in the heart of the city, and the situation attracted the attention of a good many influential people, who felt personally affronted because of the smoke and soot that the company poured into their windows.

They went around to see the concern, and

asked it please not to do that any more. The head of the company happens to be a man of rather broad gauge, and instead of resting on his legal rights and defying the citizens to do their worst, he promptly told them that the smoke evil would be immediately done away with. Naturally, they went away feeling that the corporation was public-spirited and that the head of it was a good fellow.

The point the coal dealer is interested in, however, is that this concern made a contract with the local gas company, and has been heating its boilers with that kind of fuel instead of coal. If the town had been a little more active in smoke regulation, and had not permitted the disadvantages of coal in this respect to be given so much unfavorable publicity, the company referred to would still be a big and regular consumer, whereas it has gone off the books of the local dealers permanently.

Do you get the connection?

Why Not Sell Wood, Too?

In these days of colonial homes, open fireplaces, etc, the use of wood is increasing. This is in addition, of course, to the "kindling" wood, which is needed in almost every household, particularly that which is not equipped with a furnace.

The coal dealer ought to make himself "fuel headquarters." That means that he ought to be able to furnish wood as well as coal, if his customers want it. The average person depends on old boxes, crates and the like for his supply of kindling, or calls up some woodworking plant and asks for a load of wood, when he would be much better pleased if he could have his regular coal dealer supply him at the same time that the coal is delivered.

To show that there is enough business to be worth going after, there are a good many concerns which handle wood for fuel exclusively. Saws operated by power are used to cut the wood to size, so that anything from kindling to open-fireplace dimensions can be furnished.

In towns where timber may be had easily, it would be worth while to saw up logs, with the bark on, so that those who like things of an old fashioned kind could have their log fires, the sort that were familiar a generation ago.

But, anyhow, there is money in wood, and the business ought to be organized by the coal dealer.

Classify Your Mailing-List.

A paper salesman happened to drop in on a prominent coal dealer the other day. He was interested, of course, in selling him something in that line; but, like most salesmen, he had an idea or two that he was perfectly willing to hand over to the dealer.

Direct advertising came up in the course of the conversation, and the dealer proudly called attention to his card index of names, used as a mailing-list, which was frequently worked with advertising matter of various kinds, ranging from price quotations to calendars.

"Have you got it classified?" the salesman asked.

"Whadd'ye mean, classified?" the coalman asked. This was a new one on him.

"Well," continued the salesman, "down at our place the advertising manager has one of the best mailing-lists you ever saw. But it's classified in about a dozen different ways. We sell the printers a lot of stuff, of course, and they are split up into those who operate their own composing machines, those who do binding, those who have their presswork done under their own roofs, etc.

Then there is a special list for retail dealers who sell paper, and another list for factories which use paper in their business. Consumers like yourself are divided and subdivided, and the result is that whenever the house wants to advertise any special kind of paper the particular list which is interested in that commodity is used, and we don't have to waste postage on the rest."

After the paper man had gone the coal dealer began to think.

"I've got all sorts of consumers in that file," he said to himself. "There are people who use stoves and grates exclusively—the sort to whom 'Holds fire over night' means a lot; then there are those with hot-air furnaces and those with hot water and steam heating plants. Then come the business houses, some of which have boilers for power and some for heating only. But in their cases the amount of coal used and the kind are the important items.

"I believe there are enough classes of coal buyers to make it worth while to select them. Then when I want to advertise a coal that will make good for use in a heating stove I won't be talking to people who use furnaces; and when I am getting up a steam coal letter, I won't have to go to any special trouble to weed out the domestic consumers."

The idea that this dealer got from the man who wanted to sell him something suggests, too, that there may be lots of people who come into your office, and are turned away without being given a chance to express themselves, when they could give equally valuable hints and sometimes direct information worth having.

"The Tie That Binds."

Service has sometimes been referred to as "the tie that binds." Certain it is that the customer who realizes that his dealer is giving him good service is going to be mighty hard for competitors to pry away.

The dealer who is wondering how in the world he can develop service that in any degree is different from what everybody else is furnishing should remember that the main thing is to put himself in the customer's place. When he is handling a proposition, especially if it is slightly out of the ordinary, a reflection as to whether the method used will be convenient to the customer will often suggest a change in the method.

The other day the telephone in a coal office rang, and the dealer found a customer on the end of the line. He wanted five tons of lump and five of nut and slack. He gave the name and address and was about to hang up the phone, when the dealer had an idea.

"Hello!" he said. "Pardon me, but how did you intend to use this coal?"

"I'm going to use the nut and slack for a furnace and the lump for grates and stoves," said the customer. "Why?"

"I was just thinking," explained the dealer, "that in that event we had better keep the two grades separate. Have you a partition in your coal-bin?"

"By George, I hadn't thought of that," returned the customer. "I'll put it in right away, and then you can pile the nut and slack on one side and the lump on the other."

This was "service," disguised as common sense. Yet there are certain dealers who, with an order of this kind, would go ahead and deliver the two grades indiscriminately, piling it altogether in the bin, so that if the customer wanted to get a hod of big lumps for an open fire upstair, he would have to start a mining operation to get under the nut and slack. Of course, the dealer always has the alibi, "I had no instructions about it," but the concern with the service anticipates some of the points that the customer overlooks.

A Neat Way of Putting It.

A successful retailer who was having trouble getting out his orders promptly enough put a card in the paper explaining the reason. The wording of the card showed that he should have been a diplomat, for instead of the inability of the concern to keep up with the rush of orders seeming to be a reflection upon it, the ad made it a big boost. This is what he said:

"Our efforts to give our customers good coal and good service have been so emphatically appreciated that we find it impossible to get enough labor to fill all orders in full with our usual promptness.

"We will, of course, see that everybody gets enough coal to tide them over, and then deliver the balance as fast as possible.

"Send us your order, and though we may not be able immediately to deliver it in full, we will certainly get it to you as fast as you need it."

Details of the Rockefeller Plan in Colorado.

Quite a while ago much was said about the plan which John D. Rockefeller, Jr., and his associates presented to the miners in Colorado at the meeting when the miners' representatives got together with the eastern financier. The plan which he proposed was, at that time, outlined in skeleton form. Since then it has been reduced to a pamphlet and has been distributed. A copy of that pamphlet has come to the office of THE BLACK DIAMOND.

Because there is in this undertaking a lot of things that are likely to influence coal producing districts elsewhere, there is presented herewith the plan stripped only of its superfluous verbiage. That plan is as follows:

1. Employees shall annually elect from among their number representatives to act on their behalf with respect to matters pertaining to their employment, working and living conditions, the adjustment of differences.

2. The annual meetings of employees for the election of their representatives shall be held simultaneously at the several mining camps on the second Saturday in January. The meetings shall be called by direction of the president of the company. Notices of the meetings, indicating their time and place, as well as the number of representatives to be elected, shall be publicly posted at each camp a week in advance.

3. Each meeting for the election of employees' representatives shall choose its own chairman and secretary.

4. Representation of employees in each camp shall be on the basis of one representative to every one hundred and fifty wage-earners, but each camp, whatever its number of employees, shall be entitled to at least two representatives.

5. To facilitate the nomination and election of employees' representatives, and to insure freedom of choice, both nomination and election shall be by secret ballot, under conditions calculated to insure an impartial count. The company shall provide ballot boxes and blank ballots, differing in form, for purposes of nomination and election.

6. The chairman shall appoint three tellers, who shall take charge of the ballot box containing the nomination votes, and, with the aid of the secretary, they shall make out the list of the duly nominated candidates, which shall be announced by the chairman. The meeting shall then proceed to elect representatives by secret ballot, from among the number of candidates announced, the same tellers having charge of the balloting.

7. The chairman of the meeting shall preserve for a period of one week both the nomination and election ballots. Should an appeal be made to the president within seven days in regard to the validity of the nomination or election, upon a request in writing signed by twenty-five employees present at the meeting, the chairman shall deliver the ballots to the president of the company for recount. Should no such request be received within that time the chairman shall destroy the ballots.

8. At annual meetings for the election of representatives, employees may consider and make recommendations concerning any matters pertaining to their employment, working or living conditions, or arising out of existing industrial relations, including such as they may desire to have their representatives discuss with the president and officers of the company at the annual joint conference of the company's officers and employees.

1. To facilitate the purposes herein set forth, the camps of the company shall be divided into five or more districts, as follows: The Trinidad District, comprising all mines and coke oven plants in Las Animas County; the Walsenburg District, comprising all mines in Huerfano County; the Cañon District, comprising all mines in Fremont County; the Western District, comprising all mines and coke oven plants located on the Western Slope; the Sunrise District, comprising the iron mines located in Wyoming.

2. District conferences shall be held in each of the several districts above mentioned at the call of the president, at places to be designated by him, not later than two weeks following the annual election of representatives, and at intervals of not more than four months thereafter, as the operating officers of the company, or a majority of the representatives of the employees in each of the several districts, may find desirable. The purpose of these district conferences shall be to discuss freely matters of mutual interest and concern to the company and its employees.

3. At the district conferences the company shall be represented by its president or his representative and such other officials as the president

The Document Read at the Recent Meeting of the Financier and His Employees Is Printed and Distributed—An Extract of the Provisions.

may designate. The employees shall be represented by their elected representatives. The company's representatives shall not exceed in number the representatives of the employees. The company shall provide at its own expense appropriate places of meeting for the conference.

4. The district conferences shall be presided over by the president of the company, or such executive officer as he may designate.

5. The first district conferences held in each year shall select the following joint committees on industrial relations for each district:

(a) Joint committee on industrial cooperation and conciliation: to be composed of six members.

(b) Joint committee on safety and accidents: to be composed of six members.

(c) Joint committee on sanitation, health and housing: to be composed of six members.

(d) Joint committee on recreation and education: to be composed of six members.

6. In selecting the members of the several joint committees on industrial relations, the employees' representatives shall, as respects each committee, designate three members and the president of the company or his representative, three members.

11. In addition to the district conferences in each of the several districts, there shall be held in the month of December an annual joint meeting, at a time and place to be designated by the president of the company, to be attended by the president and such officers of the company as he may select and by all the employees' representatives of the several districts.

There shall be on the part of the company and its employees a strict observance of the federal and state laws respecting mining and labor and of the company's rules and regulations supplementing the same.

The scale of wages and the rules in regard to working conditions shall be posted in a conspicuous place at or near every mine.

There shall be no discrimination by the company or by any of its employees on account of membership or non-membership in any society, fraternity or union.

The right to hire and discharge, the management of the properties, and the direction of the working forces, shall be vested exclusively in the company, and, except as expressly restricted, this right shall not be abridged by anything contained herein.

There shall be posted at each property a list of offenses for commission of which by any employee dismissal may result without notice. For other offenses, employees shall not be discharged without first having been notified that a repetition of the offense will be cause for dismissal. A copy of this notification shall, at the time of its being given to an employee, be sent also to the president's industrial representative and retained by him for purposes of future reference. Nothing herein shall abridge the right of the company to relieve employees from duty because of lack of work. Where relief from duty through lack of work becomes necessary, men with families shall, all things being equal, be given preference.

Employees shall have the right to hold meetings at appropriate places on company property or elsewhere as they may desire outside of working hours or on idle days.

Employees shall not be obliged to trade at the company stores.

As provided by statute, miners have the right to employ checkweighmen.

Subject to provisions hereinafter mentioned, every employee shall have the right of ultimate appeal to the president of the company concerning any condition or treatment to which he may be subjected and which he may deem unfair.

It shall be the duty of the president's industrial representative to respond promptly to any request from employees' representatives for his presence at any of the camps and to visit all of them as often as possible, but not less frequently than once every three months.

Before presenting any grievance to the president, the president's industrial representative, or other of the higher officers of the company, employees shall first seek to have differences or the conditions complained about adjusted by confer-

ence, in person or through their representatives, with the mine superintendent.

Where the president's industrial representative or one of the higher officials of the company fails to adjust a difference satisfactorily, upon request to the president by the employees' representatives or upon the initiative of the president himself, the difference shall be referred to the joint committee on industrial cooperation and conciliation of the district and the decision of the majority of such joint committee shall be binding upon all parties.

Should the joint committee on industrial cooperation and conciliation to which a difference may have been referred fail to reach a majority decision in respect thereto, if a majority of its members so agree, the joint committee may select as umpire a third person, who shall sit in conference with the committee and whose decision shall be binding upon all parties.

To protect against the possibility of unjust treatment because of any action taken or to be taken by them on behalf of one or more of the company's employees, any employees' representative believing himself to be discriminated against for such a cause shall have the same right of appeal to the officers of the company or to the joint committee on industrial cooperation and conciliation in his district as is accorded every other employee of the company. Having exercised this right in the consecutive order indicated without obtaining satisfaction, for thirty days thereafter he shall have the further right of appeal to the industrial commission of the state of Colorado.

The president's executive assistant, in addition to other duties, shall, on behalf of the president, supervise the administration of the company's policies respecting social and industrial betterment.

In the discharge of his duties the president's executive assistant shall from time to time confer with the several joint committees, on industrial co-operation and conciliation, on safety and accidents, on sanitation, health and housing, and on recreation and education, appointed at the annual joint conferences, as to improvements or changes likely to be of mutual advantage to the company and its employees.

In addition to consulting, from time to time, the several joint committees or their individual members, the president's executive assistant shall be the chairman of a permanent advisory board on social and industrial betterment.

The advisory board on social and industrial betterment shall be composed of such of the company's officers as the president may designate.

The advisory board shall meet at least once in every six months, and may convene for special meetings upon the call of the chairman.

Improvements respecting social and industrial betterment shall, after approval by the president, be carried out through the regular company organization.

In camps where arrangements for doctors and hospitals have already been made and are satisfactory, such arrangements shall continue.

In making any new arrangement for a doctor, the employees' representatives in the camps concerned, the president's executive assistant and the chief medical officer shall select a doctor, and enter into an agreement with him, which shall be signed by all four parties.

The company shall publish, under the direction of the president's executive assistant, a periodical which shall be a means of communication between the management, the employees and the public, concerning the policies and activities of the company.

Active operation of their 9,200 acre coal tract along the Ohio river in Marshal and Wetzel counties, West Virginia, will be taken up at the next annual session of the Whetstone Coal & Coke Company, it was decided at the annual meeting of the stockholders. The holdings of the company are located along the Ohio river and occupy an advantageous position for shipment to foreign countries, which is just now forming a large part of West Virginia coal sales. About twenty-five stockholders from Pittsburgh, Blairsville and Uniontown attended the meeting. Board of directors for the year were elected as follows: William G. Fletcher, Blairsville; Andrew Brown, Fayette City; R. W. Dawson, Daniel Sturgeon and A. D. Williams, Uniontown. At a meeting of the board directly following the stockholders' session, Mr. Sturgeon was chosen president; Mr. Dawson, vice-president, and Mr. Williams, secretary.

Maintenance of Output at Large Long-wall Mines.

The St. Paul Coal Company's mines, located at Granville and Cherry, Ill., are in the northern Illinois coal field and in what is locally known as the third vein, but geographically, as number two seam. As all of the output is used for fuel by the Chicago, Milwaukee & St. Paul Railway Company the mines are run at practically full capacity all of the time. This is a large factor in the economic operations of a long wall mine and as it also enables us to hold men who, if work were not steady, would not stay we are able to build up a good organization and maintain it.

The output of both mines has increased steadily and uniformly. The coal averages about three feet three inches in thickness and is overlaid by a bed of soapstone, varying in thickness from 0' to 12'. Next above the soapstone is a bed of black slate. Under the coal we usually have a clay mining, but at times this is replaced by a sandstone, in which case the men usually mine in the soapstone above the coal.

The mines are developed on the forty-five degree longwall system; five main gangways each side of the bottom lead away from one another by forty-five degree angles. This makes the angles between the extreme right and the extreme left gangway 180 degrees. Off these five main gangways cross-roads are driven every seventy-five yards, right and left, at forty-five degrees. Off these cross-roads rooms are driven at forty-five degrees and are so spaced that each will have a working face of forty-two feet.

With hand mining the working force progresses about one foot for every working day and as the face is roughly circular the rate of increase of the output of a longwall mine bears a fixed ratio to the increase in diameter of the working face. Assuming a progress of one foot a day, working places at present are increasing at the rate of about thirty-seven a year or the output is increasing at the rate of about 185 tons a day.

The best results are obtained if all working places progress as uniformly as possible. Mining conditions are about an average or possibly a little below the average and in order to reach and maintain the maximum output, one must necessarily have a good organization and in selecting the various men for the different positions considerable knowledge of human nature is required. It is also necessary to treat them with fairness and consideration, in order to hold them; never promising anything that cannot be or will not be given, and if they are told to do something they should be made to do it. Discipline and order must be maintained at all times. It is a considerable problem to get the right man in the right place and to keep him there and a great deal of patience and watchfulness is required.

All haulage is done with mules. The gathering animals bring the coal from the face to the ten main partings or lyes, one on each of the ten main roads, located about 2,000 feet from the foot of the shaft. The outside teams, mostly three and four spike or tandem teams, take the trips from the lyes to the bottom. This outside haulage at Granville is approaching a stage now where we believe a saving may be effected by introducing some form of mechanical haulage. The bottom is double tracked on each side of the shaft. Each bottom is capable of holding about twenty-five loaded and twenty-five empty pit cars.

We have underground fireproof barns, one on each side of the shaft at each mine and each barn has a capacity of about forty animals. At Granville at the present time are about seventy mules and at Cherry about sixty-five.

The Granville shaft, sunk in 1904, is 497 feet deep from the tippie floor to the bottom of the coal seam. One car at a time is hoisted by Litchfield 24x42 first motion hoisting engine with an eight foot drum. The boiler plant consists of three Marine type and three Erie City horizontal return flue boilers of 150 horsepower each. A Nicholson engine stop and a Humble detaching hook prevent overwinding and excessive hoisting speeds at starting or stopping with men or with coal. The average output is about 1,700 tons in eight hours, which is practically the hoisting capacity. We have averaged for three months 2.39 cars per minute for every working minute in the day, making no deductions for men trips. As we had reached our hoisting limit several years ago, the only way to increase our output without extensive changes in the shaft or tower, necessitating a shut down, was to get more coal on each car hoisted. This was done by improving the grade and making the roadways higher, so that now we get an average car of over 3,800 pounds of coal net, and occasionally a car weighing 5,000

pounds net. As our pit cars level full hold thirty-seven feet, one can get a fair idea of the top that must be put on this car, which is six feet long, three feet wide and two feet high, to hold 5,000 pounds of coal.

About every fourth car hoisted is a car of rock. To keep the rock, which needs to be hoisted, down to a minimum, is one of our great problems and with the present method of hand mining there seems to be no way of getting around it. This rock is produced by the undermining of the coal, also by grading and brushing the roads, and by cleaning up falls on the roads and at the faces; and represents surplus rock after all possible has been stowed away in the gob at the working places. No machinery is required to handle the cars at the bottom of the shaft. Two cagers and a spragger on each side are employed. After the loaded car has reached the tippie landing, it is bumped off the cage by a steam ram. The coal is dumped on a Phillips cross-over dump, while the rock is run over the Phillips tippie and dumped into the rock chute at the lower end of which the rock is loaded into a specially designed five ton rock car, which is pulled up a twenty-five degree incline and dumped automatically by means of a trip between the rails at the upper end of the rock dump. This trip releases two side doors thus discharging the rock. The side doors are automatically locked again as the rock car slips into its berth at the foot of the incline under the gate of the rock chute.

On the tippie floor we employ one cager to operate the steam ram and transfer tables, two coal dumpers, two oilers and two or three rock men. The coal is dumped into two hoppers suspended from scales and weighed in a cabin built directly under the tippie floor. The empty cars are returned from the Phillips dump to the shaft by means of a gravity kick-back, running on a transfer table after being oiled. This transfer table raises the car vertically about five feet and transports it horizontally about six feet to a position directly opposite the shaft mouth ready to be pushed on a cage by the steam ram. There are two such transfer tables and rams, one opposite each cageway.

Only two sizes of coal are made, lump and screenings. The screenings are shipped to a coal washer while the railroad takes all of the lump. At Granville the screenings consist of all coal that goes through a seven-eighth inch bar screen and at Cherry all the coal that goes through a three inch circular opening shaking screen. A considerable portion of the lump coal is loaded in closed cars and a gravity box car loader is used for this purpose.

We employ 850 men and have about 430 working places at Granville, while at Cherry, with practically the same mining conditions, we employ 825 men and have 320 working places.

At Cherry the hoist is 523 feet from the tippie floor to the bottom of the coal seam and a tandem cage is used, hoisting two cars at a time. The hoisting equipment, boiler house and machine shop are practically the same as at Granville. The output from the spring of 1910 has not yet reached the limit of its hoisting capacity, which we estimate around 2,400 tons of coal a day with its proportionate share of rock. Assuming an average yearly increase of 185 tons of coal a day per year, it would require about four and one-third years to gain the additional 800 tons daily.

E. F. BRENN,
Chief Engineer of Mines, St. Paul Co.

The Anthracite Tax.

HARRISBURG, PA., November 10.—Auditor General Powell has not changed his mind on the proposition to place the escheat laws of the state into motion to collect the amount that has been charged by coal companies in anticipation of payment of the two and one-half per cent tax on anthracite.

A notice was issued the first of the week by the Philadelphia & Reading Coal & Iron Company that it had records of all money collected to pay the tax and that refunds would be made "as soon as the state signified that collection would not be attempted." The Temple Coal Company of Scranton also has declared that its clerks are busy on its books and collections of the state tax would be returned to customers.

The auditor-general holds to his contention that there must be shown that the money has been paid back to the original persons from whom it was derived—the consumers—else the state law allowing a process of escheatment can and will be placed in effect.

He has filed information against 138 companies and has placed the matter before Attorney-General Brown, who, so far, has not offered an opinion on this new process of gathering a tax from a law declared unconstitutional by the highest tribunal of the state.

A New Silo Pocket.

An efficient type of silo coal pocket that has recently come to the notice of THE BLACK DIAMOND is that of the Henry M. Tuttle Company at Bennington, Vt., and which is shown in the accompanying illustration.

This pocket consists of a battery of four silos, three of which are twenty feet in diameter by thirty-four feet high, the fourth one being only sixteen feet in diameter, but of the same height as the other three. The storage capacity of the plant is about 1,500 tons.

The coal is elevated from the car into the bins



An Efficient Storage Plant.

by being dumped into a steel lined concrete hopper and sliding into a steel boot. It is then elevated by continuous buckets to a point over the bins, from which it is distributed both ways through several chutes and valves, being lowered gently to the coal in the different bins by "zig-zags" or coal ladders. These zig-zags or coal ladders are a series of projections or steps protruding out from both sides of the silo, the coal falling first on the one, then to the one below it, and so on down to the top of the pile. The power is furnished by a ten horsepower electric motor.

The machinery for this plant was furnished by The Gifford-Wood Company and the silos by The Creamery Package Manufacturing Company.

Boston's Coal Receipts.

Following are the receipts of anthracite and bituminous at Boston for October and from January 1 to October 31, 1915, together with comparisons:

Oct.—	1915		1914	
	Anthracite.	Bituminous.	Anthracite.	Bituminous.
Sca, dom.	143,514	414,933	146,456	364,075
Sea, for..	.....	34,599	.....	20,850
Rail	11,305	2,945	14,574	3,143
Totals..	154,819	453,477	161,030	388,068
From January 1st—				
Sea, dom.	1,267,294	3,917,158	1,468,305	4,128,342
Sea, for..	.....	347,498	.....	153,767
Rail	134,886	64,425	162,196	45,130
Totals..	1,402,180	4,329,081	1,630,501	4,327,239

Articles of incorporation of the Northwestern Coal & Coke Company were filed Tuesday with the secretary of state of Colorado. The company will operate in Routt county, with its principal office at Steamboat Springs. Harry Laverty, Jack Lewis, Clay Monson, D. J. Davies, James A. Brobeck, Charles Baird and R. A. Bareuther are named as directors. The company is capitalized at \$100,000.

H. H. Lineaweaver & Co. held their monthly salesmen's meeting at their New York office on Saturday afternoon, and five salesmen from this territory attended, together with Mr. Crane, New York manager. They first assembled and had dinner, after which they returned to the office, and had a business discussion. Selling experiences were exchanged and the selling end of the game was discussed in general. The market and its future condition was also discussed. They adjourned about four o'clock.

Auto Truck Question Again - When Does It Pay?

The ever present inquiries in a retail yard are: "Can I use an auto truck to advantage? If I can, what kind and size should I buy? What equipment shall I use with it? What sort of loads shall I give it?"

The best answer, of course, is that made by dealers who have experience. But while they talk freely, they make no recommendations. They say merely:

"Use your own judgment. Fit the car to your own conditions."

In detail, dealers of experience make some interesting suggestions, these being in response to a letter of inquiry sent out some time ago. We quote:

Edward I. Rice, Syracuse, N. Y.—"During the past three years we have used two 3½ ton Packard trucks and find them a great help to our business; in fact, we hardly know how we could get along without them."

"We do not think you can advise and recommend trucks to your subscribers, as conditions vary greatly in different localities, and each dealer must look into the matter and form an opinion of his own; in fact, he should use his own judgment, taking everything into consideration."

Rathbun & Kraft, Battle Creek, Mich.—"When full loads can be drawn and with reasonably good places to unload, we think trucks might be used to advantage."

Columbia Brick & Coal Co., Takoma Park, D. C.—"We have been using a one ton and a two ton Wilcox truck for two years. We are very well satisfied with both, but have had the best results from the one ton truck. In addition to trucks we have nine horses. When we add to our equipment it will be trucks and not horses; but we would not dispense with any of our horses to replace them with trucks."

C. G. Martin Coal Company, St. Paul, Minn.—"We only operate at the present time one truck and have not got our records in such shape that we are able to give any definite or reliable information, but from casual observation of our operations with same, I do not believe there is much saving for a company in operating only one truck, over the cost of team operations."

Van Tassell & Draper, Cheyenne, Wyo.—"We have had a motor truck for the past year and feel that it has been a paying investment. We would not be without one and in time will add others, as it costs less to run a truck than it does to feed horses and deliveries can be made much quicker. Rush orders at the close of the day can be handled much quicker with a truck than with a team that has been working hard all day, as the truck never gets tired and it is as fresh at night as when it started in the morning, which is quite an item."

Conditions Must Govern

Brosius & Smedley Company, Wilmington, Del.—"So many features enter into the consideration of this question that it cannot be answered without reckoning with these conditions. Briefly speaking, the city coal dealer with a good driver and a reasonably fair tonnage, or if he handles other commodities in connection with his business, will undoubtedly find it will pay. Furthermore, he will soon find it compulsory to install a truck to keep up to the growing requirements of trade. Likewise in the country, if a dealer is located where a fairly good system of improved roads exist, we would say yes. To the dealer more isolated, with nothing but dirt roads to haul over, we would advise sticking to the horses."

Broadway Coal & Coke Company, Memphis, Tenn.—"We use motor trucks principally in our ice business. We haul some coal with them during the winter season, but the most of our coal is delivered in wagons and carts drawn by horse power. The handling of coal in trucks economically depends entirely upon local conditions. We have not found it, thus far, of advantage to handle all of our product in motor trucks."

Wilcox & Ziegler, Baltimore, Md.—"We have found from practical experience that the small two ton unit auto truck is undoubtedly a paying proposition for coal merchants. The trucks of larger capacities, if conditions are favorable, are also more economical than horses, but in our case, having used them principally for long hauls with abominable road conditions, on work requiring much labor and consequently losing much time, we are not so favorably disposed toward them."

E. L. Carpenter, Salt Lake City, Utah (Castle Valley Coal Company, Consolidated Fuel Company, Black Hawk Coal Company, Panther Coal Company)—"Our experience with motor trucks

Retailers From Many Cities Have Their Experience—Many Ideas Are Given But All Agree That Circumstances Alter Cases—A Few Opinions.

has not been very favorable to their adoption in this locality. Each retail coal dealer will have to settle that question for himself. If the dealer is in a paved district with coal holes in the sidewalk, or has a large sacked coal business, or has a large contract with a long haul over good roads, such as obtain in Los Angeles, then he should decide in favor of motor trucks. If, however, he has a large domestic trade where he has to deliver to the rear of dwellings through narrow, unpaved alleys, he had better pin his faith on horseflesh.

"As this question is one of environment, we hesitate to answer. Our locality is certainly not a motor truck one at the present time, but changing conditions may remove the present objections so that a certain locality, adapted only for teams today, may be suitable for trucks next year."

Extends Selling Zone

L. Brizzolara & Son, Inc., San Francisco, Cal.—"Our truck has been giving very good service, especially for long hauls averaging about equal in tonnage to three 3-ton wagons per day and enabling us to compete for suburban tonnage which we were unable to reach with teams. We do not find the truck to be profitable for short hauls in this city account congestion of the business section and the hills."

R. P. & W. F. Starr, Ltd., St. John, N. B., F. P. Starr, President.—"We have not found motor trucks a profitable venture. There is, doubtless, some indirect benefit as an advertisement and in the rush season we find them very convenient, but they are not, in our experience, a paying proposition."

"Saint John is a very hilly city and the streets are rough and very hard on tires; in addition to which gasoline is more expensive here than where you are and hay and oats are much cheaper with us than in Boston and New York, all of which tells against the motor truck and in favor of the horse drawn vehicle."

"Another point is that the trucks have to be laid up during three months in the year, as they cannot be successfully run in the snow."

Hampton Coal Company, Salt Lake City, Utah.—"We couldn't make them pay on bad roads. They might be all right with good roads."

Olney & Payne Bros., Pawtucket, R. I.—"Much depends upon the amount of tonnage handled and the local conditions."

"If the dealer has a good volume of business and good hauling conditions, we believe he would find it advantageous to install motor trucks, especially so if it was a question of whether he should renew his horse-drawn equipment or use motor trucks. With proper care and supervision we believe that it would pay in most cases."

Pacific Fuel Company, Tacoma, Wash.—"We find the trucks more advantageous in our country, more especially in the winter season. There are days when we cannot navigate on our asphalt pavements with horses. This is the most critical time of our business. We are well pleased with our trucks, but of course we have need of horses also, as they will go in places where trucks will get stalled."

Must Keep Moving

Pittmans & Dean Co., Detroit, Mich.—"We use the trucks for long hauls only. The question of the value of trucks depends entirely on how continually they can be used, and it seems to the writer as though no two institutions handled them exactly alike. What might be satisfactory to us would not be to others and vice versa."

Portsmouth Coal & Ice Company, Portsmouth, Va.—"We have an auto truck, but so far have not used it in our coal department, as the wheel base is too long for our scales. Do not find it a money saver in the ice business, but local conditions may have much to do with it, as there are several bridges that are unsafe for a heavily loaded truck and therefore our sphere of operation is somewhat restricted."

E. J. Babcock, Boston, Mass.—"I have two five-ton Pierce-Arrow trucks and they do not pay as compared with teams. They are of good service when I am busy and they do not cost anything when idle. I do not think they are a success in

a small business of 30,000 tons, but they are a convenience during rush times."

Enterprise Fuel Company, Baltimore, Md.—"We have been using a three-ton Gramm truck for the last five years and regret to advise that they have been a source of considerable expense, rather than profit. It may be that the truck of last year might prove a profitable investment to coal dealers, but we are perfectly willing to let the other fellow try the experiment this time."

O. F. Williamson, Media, Pa.—"I think the average retail yard in small towns or in the country could use auto trucks to advantage, but think the one and one-half or two-ton truck the best size."

Geo. C. Buckley Company, Menlo, Iowa.—"I believe in cities where streets are paved it will pay to run motor trucks for coal, but on dirt roads you can not run them in muddy times and our experience is that it costs too much to use trucks. Would rather make sure by using team."

H. O. Seiffert Lumber Company, Davenport, Iowa.—"Unless the roads or streets are paved or macadamized the trucks are no good. We use our trucks mostly for our lumber deliveries and haul very little coal. It depends a great deal on the roads and of course on the amount of business. For large contracts and quick delivery trucks pay."

Jagels & Bellis, Hoboken, N. J.—"From our experience we have found that the cost per ton has been a trifle more than we have been able to deliver coal for with horses. We feel, however, that if it were possible for a coal company to make its entire transportation system by auto that the cost could be materially reduced, but this company has hesitated to adopt that method of delivery for the reason that during heavy snowstorms the automobiles do not give reliable service."

Atlantic Ice & Coal Corporation, Athens, Ga.—"We find trucks are profitable where the towns and cities have well paved streets. We are not able to use them to much advantage at this branch owing to the fact that we have many unpaved long red hills to travel, but in comparatively level paved towns we believe it is the best solution of prompt and economical delivery."

The Klages Coal & Ice Co., Akron, Ohio.—"We have some trucks, but use them most of the time to deliver ice to the drivers on their various routes and to supply large wholesale customers. When it comes to using them in the retail coal business, from our experience, they are not a thorough success, as we deliver most of the coal into the cellar, and it is very hard to get in and out of yards with a truck. In territories where the coal is dumped on the street they might be more successful."

Bickett Coal & Coke Company, McCormick Bldg., Chicago, Ill.—"We have a great many large steam contracts and if the plant is so situated that delivery can be made by trucks we find it very much more satisfactory and less expensive than when delivered by wagon. We have also used trucks in our yard for the delivery of domestic coal—finding it more economical than wagon delivery, especially for long hauls."

"However, when delivery is made in ton lots within a certain radius of our yard we use wagons."

"Another thing must be taken into consideration and that is the condition of the streets and alleys where deliveries are to be made. Paved streets are necessary in using trucks; otherwise they are not successful during the winter months."

"We might also add that we have just leased a large piece of property on the south side of the city of Chicago and we propose to use trucks entirely for delivery from this yard. It is located in a section of the city where deliveries are mostly made from the main streets, either in bags or by dumping in the street and wheeling in. For such service we certainly can recommend them."

A cable from Cardiff on Monday, November 8th read as follows: "The Rhondda district miners, numbering 50,000, have decided to tender a fortnight's notice on November 15 that they will stop work until all the men employed in the collieries join the South Wales Miners' Federation. Official notice has been posted in all coal mines stating that such a large number of miners have joined the army that 'the supply of coal, which is of vital national interest, is seriously affected. Hereafter coal miners offering themselves as recruits will be accepted only on condition that they continue to work in the mines until called upon.'"

Protest Against Raise in Powder Prices.

A meeting was held in the offices of the Old Ben Mining Corporation, Chicago, November 8th, for the purpose of conferring with representatives of powder companies regarding the recent substantial advances in the price of explosives and to secure from them definite data as to the cause of these advances and tangible evidence of a sort that would warrant such extra cost to the operators during the period of a wage scale with the miners, who under the terms of their contract cannot be compelled to pay a higher price for explosives which they use in the mining of coal.

The sentiment of the operators in connection with the situation was clearly set forth in the following resolution passed at a meeting held earlier in the day:

"In view of the thorough knowledge of the manufacturers of explosives with reference to the contract relationship existing between Illinois coal operators and their workmen; that under the terms of such contract the price of explosives cannot, without the consent and agreement of the miners, be advanced prior to March 31, 1916; that it is practically impossible to secure such agreement prior to date specified, that permissibles, on account of their relative effectiveness as compared with black powder, are already being provided to the miners at approximately exact cost to the operators; and finally in view of the substantial volume of permissible explosives used by the Franklin county operators, it is the sentiment of these operators that the manufacturers should not feel warranted in advancing the price on such permissibles except, *AND ONLY in the event that their protection of former prices contemplates direct loss on basis of production cost and without reference to whether or not their profit would be impaired or entirely yielded.* That an exceptional and unusual condition has increased the demand for explosives does not in the belief of the coal operators justify the manufacturers of explosives in vacating existing contracts or waiving usual notice of price advance and insisting on previous profit at the sole expense of coal operators, when admittedly the use of such permissible explosives is compulsory and unavoidable if accident and possible disaster be avoided and when the period during which such indulgence is sought is so brief—five months."

L. G. Binkley, vice-president of the Egyptian Powder Company, acting as spokesman for the several powder companies represented, spoke at length regarding the rapid increase in the cost of various ingredients entering into the several kinds of explosives made by his and other companies. The unusual conditions, brought about by the war abroad, and the embargo placed by various foreign countries on the movement of sweet glycerine and other ingredients and the purchase in this country of glycerine for shipment abroad, was carefully called to the attention of those present and the further statement made that had it not been for certain existing contracts held by the manufacturers of explosives under which, and until recently, they had been able to secure the majority of their material requirements at normal prices, their action in advancing prices would have been taken prior to the present time.

It was definitely stated in the general discussion by the powder men that it was not the purpose of any powder company to vacate any of their existing contracts with coal companies until such contracts had expired and that it was their purpose only to advance the price to those whose contracts had expired and who were now seeking renewal of arrangements for the provision of their supply.

Representatives of the miners, each of whom spoke on the subject, insisted that no change in the powder price to miners, within their belief, was possible without the calling of a special convention of their organization for the purpose of considering the subject and, further, that it was their belief their organization would not agree to any change of price during the period of wage agreement.

A general discussion of the whole subject developed, on the part of the operators, a continuance of the precise sentiment set forth in their resolution presented at the beginning of the meeting, it being their definite belief that powder companies had not shown that the previous price on explosives could not be protected throughout the period of the present wage agreement (and until March 31, 1916) without actual loss, except profits, to the powder companies.

As the final action of the meeting it was moved, seconded and favorably accepted by miners and operators, that a committee be appointed,

composed of two operators, two miners, and two powder representatives for the purpose of permitting the powder companies in a smaller meeting to make clear to both the operators and miners the exact status of the situation and the necessity for continuance of advanced prices on explosives and the factors that entered into the advance in cost—so that at the time of the next conference between the miners and operators, for the formation of a new wage scale, it would be possible for the parties at interest—operators, miners, and powder companies, to act intelligently and provide such contract conditions as would be thoroughly understood, agreeable, and acceptable to all parties concerned.

On account of the refusal of the powder representatives to vote for such a committee without referring the whole matter to their respective principals, it was decided that arrangements should be made for the meeting of such a committee within two weeks from the date of this present meeting, with the understanding that on or before the expiration of such period the several powder companies would indicate their willingness to send appropriate representatives for the purpose of studying this general situation after the fashion and for the reasons above stated.

Small Activities.

Cleveland News Notes.

W. T. Watson, Jr., general manager of the Fairmont-Cleveland Coal Company, Fairmont, W. Va., was in the city this week.

During the month of October 257,640 tons of coal were loaded at the docks in Conneaut. Coal loaded over the machines at the Ashtabula docks during the month of October amounted to 419,377 tons. During the same time 1,201,240 tons of ore were received, which is claimed to give this town first place in Ohio as an ore receiving port.

It is said that the increased tariffs on coal for western shipment from West Virginia will be filed with the Interstate Commerce Commission by the Baltimore & Ohio, Norfolk & Western and Chesapeake & Ohio railroads on November 15. They will become effective a month later, and will increase the differential between the Ohio and the West Virginia rates.

Detroit News Notes.

Ford R. Cate of the Cate-Churchman Coal Company is back from a trip through Kentucky and Ohio.

James P. Cumiskey, president of the Ohio & Michigan Coal Company, has returned from a trip in Ohio.

A. J. Schrader has rejoined the Pittsburgh and New Pittsburgh Coal Companies and is again covering his old territory of Ohio and Indiana. Mr. Schrader spent the summer and part of the spring with the New York Coal Company, Michigan being his territory.

With several slight modifications of the measure first offered, Highland Park's village council has approved the ordinance limiting the percentage of moisture that may be contained in coal and coke sold in the village. The maximum for soft coal is fixed at seven per cent, on hard coal at three per cent, and on coke at eight per cent. An ordinance along somewhat similar lines is said to be under consideration by Detroit's sealer of weights and measures.

Indiana Local News.

The J. R. Morris Coal Company, Indianapolis, capital \$10,000, has incorporated there. Directors, J. R. Morris, Harry Smith, Edward Crowley.

Dr. August F. Knoefel, Terre Haute, president of the American Mine Safety Association and head of first aid department of the Indiana Operators' Association, has gone to Washington to consult the Bureau of Mines. He will ask the latter to extend its investigation in Indiana and to increase the government's rescue equipment in this state.

In acknowledgment of his services in conceiving and promoting the recent successful first aid meet at Bicknell, the joint committee in charge of that affair voted Dr. Knoefel a gold medal. The committee, made up of representatives of the miners, operators and business men of Bicknell also voted to him the unexpected balance of the money raised to defray the expenses of the meeting.

Appeals Anthracite Decision.

PHILADELPHIA, Nov. 12.—(Special Telegram.)—Dealers and shippers expecting an immediate refund of tax imposed on anthracite coal for past two years will be compelled to wait until a final decision is rendered. The attorney-general of the state of Pennsylvania on November 11 filed notice of an appeal from the decision of the supreme court rendered October 28, declaring the act unconstitutional.

Today's Opportunity.

(Concluded from page 385.)

these men as fast as their education was complete.

The plan here outlined presents co-operation in, I believe, its best light. F. S. Peabody, one of America's shrewdest coal men, says it is a good plan but impractical. It does in fact, assume a great deal in the matter of government idealism and action. And, the government has never been noted for its steadfastness to a program, nor has it been able to conceive and execute an idea in detail which requires so much hewing to a given line.

What Must Be Done.

With government action unlikely for years to come, because political attention is directed elsewhere than to conservation, there is in bituminous coal a big opportunity for a real financier. In taking advantage of it, he cannot travel any of the beaten paths of consolidation—first, because the best programs for another industry would not touch the need in coal, and, second, because public opinion will not permit the duplication of any old device or intention. Even so, the whole list of devices has not been used and a new one may be found. For example, a compromise between the old financial form and the proposed governmental action is possible. It will win both public and financial applause if an entirely different theory of control is used.

I shall not attempt here to outline what program should be followed by the new financier. In the first place, to do so would be a bit presumptuous. In the second place, the public print is no place in which to discuss plans which must be still in a formative stage. It is enough to say of the new financier and of the future that all the devices necessary to control the coal situation are now in practical use. To group them into an effective machine calls for only a master personality. Seeing the time is about ripe, I am convinced that he will be found.

[This is a reproduction of a special article written for the New York Annalist by the editor of THE BLACK DIAMOND.]

It is understood here that a hitch in the filing of the new tariff, further increasing the differential between West Virginia and Ohio coals by fifteen cents, has developed and that there is a possibility that the tariff will not be filed. While at Cincinnati it has been impossible to verify the story, it is taken for its full worth by coal operators who have good sources of information, that the Chesapeake & Ohio Railway Company has decided not to participate in such a tariff. It is further understood that the company officers made the decision at New York a few days ago, but were in no hurry to let it be known and that the reason for the decision is that the road fears that such a restriction would greatly reduce the volume of coal transportation and that while the railroad would reap the difference in rate per ton for the product transported, it would lose a large volume of business and in the end lose disastrously. This is exactly what the coal operators of the state have claimed and the investigations of the Chesapeake & Ohio officials would seem to bear out the contention. Coal operators are jubilant and it is reported that the Baltimore & Ohio Railway and the Norfolk & Western Railway will follow the decision of the Chesapeake & Ohio Railway and refuse to file any further advance.

The C. Reiss Coal Company is figuring on rather extensive improvements on its coal dock on the Superior side of the bay during the coming winter. At present the company has a modern bridge on the outer end of the dock, but on the shore end has old-fashioned machines. It is proposed to build up the foundations and let the bridge do the work of the whole dock.



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Let Sam Do It.

Everyone is talking about exporting American coal. Every coal man wants to do a little of it himself. We know there is an ever-expanding market over the ocean. We know there is an ever-increasing production at home. The extremes meet in that there is a demand there and a supply here. The two should get together. But between possibility and accomplishment there is the stubborn fact of ships. We have none. The buyers have none. Those who own ships have so many demands for them the supply is not sufficient to go around. And there you are.

The apparent need is to get ships. The best way to get them and to be sure about it is for America to build them, and to do it at once. But between the evident logic of the situation and its actual accomplishment, there is a matter of governmental attitude. The nation wants to do nothing, seemingly, but pass laws. These are not, so far, helpful of business nor do they solve the problem. Instead, they merely regulate the equipment of ships and look out for the welfare of sailors. These things are all right in their places, but they do not provide ships. Indeed, it is said that they make the profitable operation of ships impossible, as is shown by some withdrawals of ships from our trade on the Pacific coast. It is rather embarrassing to have such things come up just now when there

is a real impulse toward an American merchant marine and a need for it.

At this point J. A. Renahan, with his customary acuteness, inserts himself in the situation with a suggestion. He says, in substance:

"The foreign business is as much a concern of the nation as it is of the individual—since the nation is merely the individual in the aggregate, after all. Therefore, the matter of supplying ships is as much a national matter as it is an individual matter. The thing to do, then, is to 'let Uncle Sam do it,' to paraphrase a common remark. That is, let the nation buy and operate the ships.

"There is a particular point here which fits into the present situation. Under national laws—for which Congress cannot shirk responsibility—it is unprofitable to operate boats. Still, the Government can operate them and may get back out of pocket cost. If indeed it stood a loss it would be doing nothing more heinous than paying a subsidy to itself. There can be no objection to that since most nations pay subventions to private companies. Surely there can be no objection to it since the nation is already in the carrying business, in handling the parcel post matter. It sustains a loss on that business. It might sustain a loss on the merchant marine also.

"Further, a firm hold by America upon the coal trade abroad in future is dependent neither upon the quality of the coal nor the price at the mines. These are established beyond dispute. It is dependent, however, upon the rates charged for carriage and upon the fact that ships shall be available at all times to make deliveries according to schedule. The nation, by owning the ships, could provide the regularity of delivery. By the same control, it could also meet the competition of foreign carriers. Thus it could protect the American merchant marine from slaughter a second time, even though in doing so the nation stood a loss or had to pay a subsidy to itself."

The obvious conclusion, after reading this rather searching analysis of the situation is that the experience of the Government while running these ships would be highly instructive to Government officials and might provide some information useful to Congress. The nation would then have first hand information as to the needs of a merchant marine and the actual cost of getting it. The Government would have a very clear idea to what extent laws of a certain type are helpful or distressing to shipping. Everything considered, the plan proposed by Mr. Renahan should be tried out by the Government.

No Ground for Pessimism.

America is still quite young in the matter of exporting coal. For that reason alone, there are many things which its exporters know about ocean transportation conditions, practices and so on. A lesson which was learned quite a while ago by the shipping men on the Great Lakes might now be learned to advantage by coal operators on the Atlantic coast.

The Lake shippers know that there is a season for everything, especially where boats are concerned. On the Lakes the early part of the navigation season is de-

voted to coal and ore movement. In the late summer and fall months these have to give way to a movement of grain. Toward the end of the season the grain trade has dwindled down to something like normal volume; then both coal and ore get a chance for further movement.

It seems that something of the same condition prevails on the ocean. In the fall, there is quite a demand for grain abroad and much of America's crop is moved. Then, too, there is a demand for cotton and other goods of a seasonable character. Thus, the world over, the farmer moves his crop when he harvests it and that has an influence on the supply of ships on the ocean. During that season, farm products take preference over other things which can be moved at any other time.

Our export figures in coal, although they are not comprehensive enough yet to establish this fact beyond peradventure, are still elaborate enough to indicate that the movement of coal must be arranged to take place at some other time than just when our grain and other farm products are moving. We will take, for example, the records of last year. In September, or before the grain movement was very heavy, the export coal movement was 620,000 tons. In October, grain began to compete with coal for the supply of vessels; since grain was a preferred commodity and paid a higher rate, coal had to take what was left of ships. Thus in October, the movement was only 340,000 tons, in round numbers. In November and December the grain movement had evidently increased still further because the coal movement fell off. From what we can gather from the figures, farm stuffs and other things had preference last year until well along toward the end of March, when a gradual upturn in coal movement began. Then, beginning with the first of April, the coal movement doubled in volume and grew steadily until in June when it was over a million tons. For June, July and August of this year, the coal movement exceeded a million tons a month. This is very easily explained by the fact that in the late spring and summer months, there was no demand for ships, practically speaking, for grain movement. Thus the available ocean tonnage could be used for coal movement.

This same idea is carried out by the September and October figures on movement of coal this year. We are in the midst of another slump of coal movement and are just about at the height of season for grain movement.

In a word, grain and coal are competitors for the ocean-carrying capacity. There is always enough boats to carry some coal but there is not always, in all season, enough to carry an enormous quantity. The facts seem to indicate that if coal men want to ship a large volume of tonnage abroad, they had better arrange to do it early in the spring and summer season when vessels are plentiful.

This does not mean, however, as some coal men have surmised, that the foreign trade is a hopeless proposition on account of vessels. It simply means that America must conform to the known oceanic conditions and therefore arrange to ship her coal when the vessels are available for that purpose.

New Steamers for Coastwise and Export Trade.

Charles S. Thorne, president of the Pocahontas Navigation Company, Inc., and vice-president of the Pocahontas Consolidated Collieries Company, Inc., and the Pocahontas Fuel Company, in response to a request for an interview, states:

The S. S. "Virginia," which was launched on Saturday, October 23, and the S. S. "Jonancy," which was launched on Tuesday, November 9th, with the S. S. "Bylayl," to be launched about December 1st, each 5,450 gross tons, constitute the beginning of an important fleet of general cargo freight steamships to be added to the American merchant marine. These vessels are owned and will be operated by the Pocahontas Navigation Company, Inc., of which Charles S. Thorne is president, located at No. 1 Broadway, New York, and are being built by the New York Shipbuilding Company at Camden, N. J.

The Pocahontas Navigation Company, Inc., is a company associated with the Pocahontas Consolidated Collieries Company, Inc., and the Pocahontas Fuel Company, of which Isaac T. Mann is president, and in pursuance of the progressive policies of Mr. Mann's companies, the vessels of the Pocahontas Navigation Company, Inc., have primarily been constructed to facilitate the ocean transportation of "Original Pocahontas" coal from the Lambert Point piers of the Norfolk & Western Railway at Norfolk, Va., sold and produced by these companies, and to facilitate the extension of the markets for American coal along the Atlantic and Pacific coast and in foreign countries.

The S. S. "Virginia" will be ready to go into commission by the first of December, 1915, and is 319 feet in length, forty feet beam, twenty-seven feet six inches depth, twenty-two feet eight inches draft, with a deadweight carrying capacity of 5,450 tons. Her speed is ten and one-half knots. She has a deckhouse on the bridge deck, with a captain's room and spare room with pilot house over the salon. The propelling machinery is placed aft and consists of a triple expansion inverted reciprocating engine of about 1,800 horse power, with two single ended Scotch boilers, having a working pressure of 200 pounds. The S. S. "Jonancy" and S. S. "Bylayl" are sister ships of the same capacity and dimensions. The hauling port of these vessels is Boston, Mass.

The Pocahontas Navigation Company, Incorporated, will work in conjunction with the Pocahontas Fuel Company, which has recently acquired by purchase the Garfield & Proctor coal wharf, at the foot of Hillman street, New Bedford, Mass., the capacity of which is being increased by the addition of modern machinery for the quick discharge of cargoes of coal from steamships such as the S. S. "Virginia," and for the quick handling and increased storage of coal on this wharf. The Pocahontas Fuel Company is also erecting a modern coal handling and storage plant on Long Wharf at the foot of Moulton street, Portland, Me., which property the company has purchased. These wharves, with the distributing wharf of the Bowenville Coal Company at Fall River, Mass., and the distributing wharf at Everett of the New England Coal & Coke Company, which handle "Original Pocahontas" coal for the Pocahontas Fuel Company in these districts, it is contemplated will, with the other individual business of the Pocahontas Fuel Company in New England, keep this fleet of vessels fully occupied after April 1, 1916, until which time the company has other arrangements for the ocean transportation of its coal.

The S. S. "Virginia" and her sister ships have all been equipped with discharging masts, winches and tackle and proper discharging facilities to permit of their being placed in the export business and it is possible that until the spring of 1916 they will be engaged by the Pocahontas Navigation Company, Incorporated, under the American flag in the transportation of "Original Pocahontas" coal to the Mediterranean and South American ports where the Pocahontas Fuel Company has many contracts and is shipping large quantities of "Original Pocahontas" coal, or for such other export business as may be acceptable, the vessels being adapted for the shipment of grain or general cargo, and will be available to apply on this class of export business for which there is now such an urgent demand until the spring of 1916, when the vessels will be required in the transportation of the company's coal to New England.

In referring to the reasons for the construction of a fleet of vessels in connection with the coal business of these companies, Mr. Thorne sub-

Charles S. Thorne Explains the Situation Which Led the Pocahontas Navigation Company to Build Three New Steamers—Eastern and Foreign Markets Analyzed.

mitted some interesting figures in regard to the increased shipments of American coal to the foreign trade and to the growth of American owned and operated vessels, stating that the over-sea exports of American coal in which the Pocahontas Fuel Company was taking an active part had aggregated 5,200,000 tons during the nine months ended September 30, 1915, as compared with the total of 2,991,000 tons for the twelve months of 1914.

As illustrating the growth of the American merchant marine, Mr. Thorne called attention to the fact that the United States is now the second largest merchant marine nation of the world, owning and operating about 6,400 vessels, aggregating 6,700,000 tonnage, as compared with Great Britain's ownership of 11,350 vessels aggregating about 21,300,000 tonnage, and stated that of the total of 8,700,000 tonnage of vessels owned and operated in the United States, about 2,500,000



Charles S. Thorne.

tonnage is operated on the Great Lakes. This leaves about 6,200,000 tonnage owned and operated by the United States shippers, independent of the Great Lakes' tonnage. This is greater than the vessel tonnage owned by any other maritime nation except Great Britain, making the United States the second largest owner and operator of vessel tonnage, regardless of its lake tonnage.

The following table will give the vessel tonnage of the principal maritime nations of the world, in comparison with Great Britain and the United States, mentioned in the order of the size of the tonnage:

VESSEL TONNAGE OF PRINCIPAL MARITIME NATIONS OF THE WORLD.

As of June 30, 1915.		No.	
Nations—		Vessels.	Tonnage.
Great Britain	11,353	21,274,068	
United States	6,410	8,710,648	
Germany	2,166	4,706,027	
Norway	2,174	2,529,188	
France	1,539	2,285,728	
Japan	1,155	1,826,068	
Italy	1,177	1,736,545	
Holland	809	1,522,547	
Sweden	1,462	1,122,883	
Russia	1,256	1,054,762	
Austria	433	1,018,210	
Greece	510	908,725	
Spain	642	899,204	
Denmark	835	854,996	

These figures include only vessels of 100 gross tons and upwards and do not include barges.

Mr. Thorne also called attention to the fact that most of the shipyards in the United States are now running full, there being under construction in these yards about thirty-six general cargo steamers, aggregating about 175,000 tonnage and about twenty-two bulk oil steamers, aggregating about 223,000 tonnage, making a total of approximately 400,000 additional tonnage for the Amer-

ican merchant marine, now under construction, these figures being exclusive of government vessels, barges, scows, tugs, etc.

The S. S. "Jonancy," which was launched on November 9th, was named after the infant daughter of James Ellwood Jones, general manager of Pocahontas Consolidated Collieries Company, Incorporated, and the sponsor for this vessel was Miss Elizabeth Bowen Jones, who is nine years old. Both of these young ladies are granddaughters of Jenkin Jones, a vice-president of the Pocahontas Consolidated Collieries Company, Incorporated, who was one of the first men to engage in the mining of smokeless coal in West Virginia, and who is now probably the oldest living representative of that group of men who first developed the coal mining industry on the Norfolk & Western Railway and Chesapeake & Ohio Railway in West Virginia, and it seems peculiarly fitting that one of these first vessels to be constructed for the ocean transportation of Pocahontas coal should be named after and christened by the granddaughters of this pioneer coal operator, who is still in the enjoyment of good health and active in the counsels of the Pocahontas Consolidated Collieries Company, Incorporated, and its associated interests.

The sponsor for the S. S. "Virginia" was Mrs. Ethel Witherspoon Alexander, wife of Mr. O. L. Alexander, Boston manager of the Pocahontas Fuel Company.

The sponsor selected for the S. S. "Bylayl," which will be launched about December 1st, is Miss Alice Wright Mann, the thirteen-year-old daughter of Isaac T. Mann, who is president of the Pocahontas Consolidated Collieries Company, Incorporated.

Want Rates Changed.

A Washington dispatch on Tuesday of this week stated that: "Application has been made by G. B. Markle Company and other independent shippers for a reopening of the anthracite coal case, so far as it affects the smaller sizes, buckwheat, rice and barley coal.

"The present rates on these sizes from the Lehigh region to tidewater are declared to be unreasonable as compared with prepared sizes and particular objection is made to the fact that carriers charge a higher rate on buckwheat from the Lehigh region than from the more distant Wyoming region.

"The Interstate Commerce Commission, in the anthracite rate case, presumably as an offset to the reductions which were made in the rates on the prepared sizes of anthracite coal, suggested that an increase be made in the rates on the smaller sizes, this averaging about fifteen cents a ton.

"The application by independent shippers for a rehearing of the anthracite rate case is in connection with this part of the decision. The smaller sizes of anthracite compete with bituminous coal, and it is claimed that it will be impossible to sell any of the steam sizes in competition with the soft coal, if the rates are advanced as suggested.

"Incidentally, this protest by the independent coal men against the increased rates in steam sizes is likely to work out to the benefit of the anthracite carriers. The commission, undoubtedly, considered the reduction in the rates on prepared sizes in connection with the suggested increases in the rates on the smaller sizes. If, now, it is proven that the smaller sizes will not move at all if the rates are advanced as suggested, it is likely that the commission of its own volition will revise the reductions which it ordered in its decision on the prepared sizes of coal."

Trial was started Tuesday in the United States District court in the suit of James H. Minds and Julia A. Matz to recover from the Pennsylvania Railroad, \$65,000, which was awarded by the Interstate Commerce Commission in March, 1912, for the alleged discrimination in the distribution of cars to the plaintiffs. Minds with Jacob H. Matz operated bituminous mines in Clearfield county, Pa., until the death of the latter. Mrs. Matz took over her husband's interests at the time of his death. The allegation is made that between 1902 and 1904 the Berwind White Coal Company received 105,521 more cars than did their properties, the Buhlah Coal Company, and in the second complaint that the Berwind White Company received 143,088 more cars than did they.

News Local to Chicago.

Among the Chicago visitors on Thursday of this week were: H. A. Hillmer of Freeport, R. O. Sharon of Peoria, and R. E. Gannon of Cairo, Ill.

F. J. Kopecky, for the past five years with the Black Gem Coal & Coke Company, joined the sales force of Richards, Evans & Co., Chicago, on the first of the month.

George B. Harrington, president of the Chicago, Wilmington & Franklin Coal Company, states the Orient mine hoisted over 84,000 tons during October, breaking all monthly hoist records for that operation.

The S. & S. Fuel & Supply Company was organized this week by Louis Schubert, formerly with Wilcox & Co., a building supply firm, and Frank Filha. A retail yard at Sunnyside and Cicero avenues has been acquired. The capital stock of the new company is \$10,000, which it is understood will be increased shortly to \$25,000.

D. W. Buchanan says the war supply business has forced the price of mine supplies and equipment over fifty per cent in many instances. Wire rope, electrical goods, steel rails, powder and numerous other articles are advancing in price almost daily, but no increase in the price of coal has yet been mentioned to cover this increase in the cost of production. Every industry seems to be getting a share of the distribution of war funds except the coal mine operator. "Twas ever thus."

Colonel W. P. Rend, while in a reminiscent mood a few days ago, remarked, "I have operated mines in Ohio, West Virginia and Illinois for nearly fifty years, during which time I have had first hand opportunity to judge of the service offered by many railroads. In all my experience no coal carrier has ever equalled the service we are getting every day, year in and year out, from the Burlington Railroad." This was rather an unique testimonial, as generally the coal operator spends a certain portion of his time cussing the transportation companies. Joseph Rend remarked incidentally that in commenting on the service given by the Burlington that considerable credit should be given to W. A. Holley the coal traffic manager.

The Buchanan Coal Company has opened up an exhibition room in connection with its spacious offices in the McCormick building. Coal dealers are invited to make this room their headquarters while in Chicago and a visit there will repay any retailer for his trouble. A cabinet containing all the various sizes of coal mined by this company, a model of the famous spiralizer, a table full of various kinds of advertising literature and a wall covered with interesting mine and coal photographs are part of the equipment to be found in this unique exhibit. The publicity department of this company is doing a wonderful work popularizing Franklin county coal with the consumer, going a step further than Joseph Leiter, who directed all his efforts to educating the dealer as to the many meritorious qualities of Franklin county coal. This policy may not show immediate results of an astonishing nature, but it is bound to yield handsome results in the long run.

Chan. F. Lemmon retired from the sales management of the Chicago, Wilmington & Franklin Coal Company on November 8th. His successor is Andrew Maloney, who has had charge of the Thayer and Virden coals since the amalgamation of the Royal Colliery interests with the Chicago, Wilmington and Franklin Coal Company several months ago. Mr. Maloney is well fitted to take the added responsibilities of a position calling for the disposal of over a million tons of coal annually, and his many friends in the trade have no fear of his success in this new undertaking, working under the guiding hand of George B. Harrington, president of the company. Chan. F. Lemmon intends to realize a lifetime ambition of getting into business for himself by joining hands with Bob Gruschow in a jobbing enterprise in the Old Colony building. A new corporation will be formed immediately under the name of the Gruschow & Lemmon Coal Company. This company will take over the jobbing business conducted in the past by Robert E. Gruschow. Mr. Gruschow's north side retail yard is not included in this transaction.

American railroads are confronted with one of the worst car-shortage situations of recent years, according to A. G. Brown of the Central and Western Association of Car Service Officers, which held its annual meeting at the Hotel La

Salle, November 11. The carriers, in their efforts to keep down expenses during the lean fiscal year 1915, put off ordering new cars and now they have been caught by a combination of three elements, which is bringing them a sudden rush of business they cannot meet. These three elements, according to Mr. Brown, are the huge grain crop, the unexpected industrial tonnage from war business and the runaway steel market, which makes it impossible for the roads to get cars turned out now that they want them. "The car problem on a large part of American railroad mileage," said Mr. Brown, "is getting very serious. The St. Paul road, for instance, is having the heaviest loadings of its history. This is due principally to the phenomenal spring wheat yield. Mine tonnage is growing heavier every day, with the exceptional copper situation and the demand from the steel mills. As soon as the northwestern lumber trade picks up—the southern lumber business has already begun to move—the northwestern roads will be absolutely unable to get cars enough. In the east the roads serving the industrial states have a huge tonnage of steel and other war products. The coal roads, now that the British and German export has been stopped or hindered and non-coal producing countries are forced to turn to us, are hauling a tidewater tonnage that is unprecedented. Even the southern roads are doing better and the whole prospect points to a car famine, especially if sudden cold weather following upon the present unseasonable warmth precipitates a glut of coal orders from small dealers who keep no reserve on hand. The surplus of idle cars that have been on the reports does not represent any real surplus, for they are nearly all bad-order cars or antiquated equipment from which little practical service may be expected."

Members of the coal and coke subdivision of The Chicago Association of Commerce were tendered a luncheon by the president of that organization, Charles L. Dering, at Union League Club, Thursday noon. It was decided to make a determined campaign in the coal trade for new members as that industry has an insignificant representation in the association at present. In speaking of the work of The Chicago Association of Commerce, President Dering said, "We generally appeal for membership in the association on the broad grounds of civic loyalty and patriotism. We hold that the work of the association is a most worthy one and entitled to the support of every public spirited citizen and particularly of every company or corporation doing business within our limits. We hold that our work has made Chicago a better, cleaner, safer place in which to live and do business. "If I were to pass over all that has been done by the association to make Chicago a better, cleaner, safer place in which to live and do business, and solicit new members solely upon the ground of the magnificent work that has been done by the association in the matter of the anti-trust legislation, I should surely feel that I could urge it upon you in that respect alone, that the association is deserving of your support for years to come. I make the assertion that it was the most magnificent piece of progressive business effort that has ever been put forth by the business world and that we finally escaped trust legislation that would have been terribly harmful in the remotest corners of our country, was largely through the efforts of The Chicago Association of Commerce. I make this statement without fear of contradiction. The fact is even recognized in the financial circles of New York. You may argue that you do not have time to devote personally to association work, but in an organization of this sort there must be two types of support—the one who pays and works and the one who simply pays. The work of one could not go forward without the support of the other. So if you haven't the time or the inclination to get actively into the harness and do your share of the work, surely you want to help pay for the 'machinery' with which the 'other fellow' does it." At the conclusion of Mr. Dering's remarks a committee was appointed to assist Chairman Dennis Gibson in making a thorough canvass in the coal trade for new members.

The physicians attending D. A. Thomas, the well known Welsh coal magnate, who was operated on in this city last Wednesday, undergoing a double operation for a nose and foot trouble, states that his improvement following the operation has been most remarkable, due to his very strong vitality. It is understood that Mr. Thomas will return to England early in December.

Association News.

I. L. Runyan, secretary of the Illinois and Wisconsin Retail Coal Dealers' Association, reports that:

"Business with the retailer is moving along in a fairly satisfactory manner. The variable weather, of course, has its effect, and steady calls from the consumer can hardly be hoped for so long as these conditions continue. Many of the retailers complain of slow collections. In fact, there appears to have been little improvement in this respect."

Some time ago it was reported the employees of the Kankakee & Urbana Traction Company were soliciting orders from consumers in the vicinity in which they were located, and when sufficient orders had been accumulated to justify, a car of coal was ordered for distribution. We took this question up with the management along the lines that community development could hardly be expected if those having investments in facilities for serving the trade were expected to meet competition which does not represent any investment other than the purchase price of the commodities sold and that as a public utility and dependent for its success upon the patronage of the public, its agents and other representatives should confine their activities in behalf of the interests of their employer. We are pleased to say the management readily acknowledged the justness of our contention and a circular has been issued forbidding their agents or representatives to engage in the sale of coal or other merchandise while in the employ of the traction company. This is simply another illustration of the results which can be accomplished in behalf of trade betterments, and is one of the many reasons why the association should have the support of those engaged in the retail coal business.

We are pleased to say progress is being made in increasing the association's numerical strength, as evidenced by the following firms and individuals who have become members since October 1st:

Heddles Lumber Company, Muscoda, Wis.; Crumb-Colton Company, Rockford, Ill.; David Marliere, De Pue, Ill.; J. W. Backman & Son, Villa Park, Ill.; Alexander Lumber Company, Rantoul, Ill.; McCullough & Son, Rantoul, Ill.; Oscar A. Anderson Lumber Company, Brookfield, Wis.; N. W. Ellis, Sparta, Wis.; Frank Dry, Portage, Wis.; C. F. Mohr, Portage, Wis.; A. J. Weir, Portage, Wis.; Horner Elevator & Mill Company, Lawrenceville, Ill.; William McClure, Prairie Du Chien, Wis.; P. A. Richards, Durand, Wis.

About a year ago most of the city departments of greater New York City began purchasing their coal through a central purchasing committee. To test the efficiency of the new system, purchasers were confined to twenty-eight departments under the jurisdiction of Mayor Mitchell. The committee having in charge the central purchasers have recently made a report, covering the year's work, and they state that the city has benefited in lower prices and wider competition under coal-operating purchasing. Over \$3,500,000 in supplies have been bought by the city as a single institution, instead of by twenty-eight independent units as heretofore. Concerning coal purchases, this report says: "The average cost of anthracite, buckwheat No. 3, was reduced from \$2.667 per gross ton, to \$2.351; bituminous from \$3.563 to \$3.136." They state that the average price secured by the department in 1914 for anthracite nut coal per ton was \$6.571, whereas the average in 1915, through the Central Purchasing Committee, was \$6.544; anthracite buckwheat No. 3 in 1914, \$2.607, and in 1915, through the Central Purchasing Committee, \$2.351. The cost of bituminous run-of-mine in 1914 was \$3.536, and in 1915, \$3.136. The report says that the work of the Central Purchasing Committee in the future is to be put under a board of city purchase, consisting of the mayor, comptroller, a representative of the board of estimate, and two members to be appointed by the mayor. It is expected that the board will be established by an act of the legislature, and that it will have committed to it the purchasing for the entire city government.

Charles B. Holcomb, the well known retail coal dealer of Tariffville, Conn., writes THE BLACK DIAMOND that he has closed out his retail coal business, after forty-six years of continuous service. Mr. Holcomb states that he is nearly seventy-three years old, and must go more easily during his remaining years.

Facts Which Determine Our Export Prospects.

The Export Situation.

The shortage of vessels for taking export cargoes is more acute this week than at any time previous. Last week exports from Hampton Roads ports were only 94,477 tons and from Baltimore 16,901 tons. This shows a falling off as compared with records that these ports have maintained for some time past. However, exports are going along in much greater volume than at this time last year, when, it will be recalled, that there was also a very serious shortage of ships.

It should be borne in mind that our October exports were approximately 650,000 tons, as compared with exports of 338,617 tons in October, 1914. Due to the lack of ships last fall, November exports were only 297,674 tons, and in December 234,695 tons.

Tidewater prices on standard coals that go into export are well maintained. In fact, at Baltimore and Philadelphia, prices are much firmer, good Pennsylvania coals selling at \$1.40 and \$1.50 at the mines, taking a rate of \$1.18 to Baltimore and \$1.25 to Philadelphia, when intended for export. At Hampton Roads, \$2.85 maintains on New River and Pocahontas. Bunker requirements are heavy.

Schooners for Export Trade.

Announcement was made in Washington last week that four steel auxiliary freight schooners for trans-Atlantic service are being constructed by the Toledo Shipbuilding Company at Toledo, Ohio, for a New York shipping concern. Secretary of Commerce Redfield said that this type of vessel could operate most profitably under present conditions, and could more than hold its own even in normal times against foreign competition.

Mr. Redfield pointed to the clearance recently of two wooden steamers from the old American coastwise type from Norfolk and Newport News, with cargoes of coal for Spain and Italy. This, he said, was the first time in the history of American commerce that this country had shipped coal to these countries in American vessels. He said there is no reason why America should not continue to compete in these markets after the close of the war. The vessels now being constructed for the New York company can be operated under the American registry cheaper than the Norwegian tramp steamer, according to the secretary.

The construction of these vessels is the result of correspondence between the Secretary of Commerce and the New York firm. Mr. Redfield, it is stated, learned that insurance could not be obtained on the wooden coastwise vessel for ocean voyages, except at very high rates. Why not construct them of steel, and provide them with auxiliary engines to avoid the delay of a calm? inquired the secretary. This suggestion was promptly acted upon, plans were drawn for the vessels and contracts awarded to the Toledo Shipbuilding Company. These vessels will be 261 feet long, forty-three feet wide, and will draw ten feet of water light, or about eighteen when loaded.

Coal Trade in Norway.

Consul Maurice P. Dunlap, at Stavanger, Norway, under date of October 13, 1915, writes THE BLACK DIAMOND as follows:

"Although the coal consumption of this district has not changed materially since the war began, general business has never been so big before, and the price of coal has advanced along with the prices of other commodities. The bulk of the coal used here is English steamer coal, and the price of the best Newcastle steamer coal is now forty-two crowns (\$11.26) per ton. Before the war the consumer paid only twenty crowns (\$5.36) per ton. House coal, which comes generally from the Firth of Forth, Scotland, costs about one-quarter less than steamer and has advanced in about the same proportion. The rise is due mainly to the freight, which has advanced since July, 1914, from four shillings six pence (\$1.10) per ton to fifteen shillings (\$3.65).

"Coal delivered f. o. b. in England has, however, also advanced in cost. Before the war, the best Newcastle ranged from about twelve shillings six pence (about \$3) to fourteen shillings (\$3.41). Now it is quoted f. o. b. Blyth at nineteen shillings six pence (\$4.75). Nearly all the coal used here is 'D. C. B.'

coal (Davison, Compn & Bothal)—the standard kinds from Newcastle and Blyth. Best Newcastle smalls, f. o. b. Blyth, is now quoted at twelve shillings \$(2.92).

"There is some uncertainty felt here in certain quarters regarding the coal situation. Great Britain now requires a special license for every cargo of coal shipped to Stavanger, and firms suspected of making shipments of their products to Germany can get no license. It may be said that larger stocks of coal have been laid in this year than usual because of unsettled conditions. A depot for German coal has been started recently in this district.

"Inquiries have been made at the consulate regarding the possibilities of getting American coal and considerable interest was shown at first. However, the interest subsided when prices from America were received which ranged about twenty shillings (about \$4.80) higher than English prices, c. i. f. No coal has been ordered from America.

"There are no electric cranes here to aid in unloading coal to the private docks, although the local government has recently ordered one from Christiania for the public quay. Perhaps 200 tons per day can be unloaded with the present facilities.

"Coal and coke were imported to Stavanger during 1914 as follows":

89,513 tons (metric) from England.	
5 tons (metric) from Germany.	
Total 89,518	

Egyptian Coal Trade.

R. J. Moss & Co., of Alexandria, Egypt, under date of October 8th, write of the coal trade there as follows:

"The stocks ashore and on board steamers discharging amount to 31,000 tons.

"The importation of coal from January 1st to October 7, 1915, is as follows:

	Tons.
Welsh	280,742
Newcastle	56,176
Scotch	54,775
Yorkshires	64,083
Other qualities.....	122,848
	578,624
Same period last year.....	1,043,225
Totals for previous years:	
1906	1,264,601
1907	1,376,082
1908	1,307,683
1909	1,202,085
1910	1,150,484
1911	1,325,916
1912	1,304,285
1913	1,447,680
1914	1,184,843

Recent Coal Freight Charters.

Steamer Mimer (Br.), Baltimore to Mexico, coal, p. t.
Schooner William D. Marvel, Philadelphia to Calais, 650 tons, coal, \$1.25.
Schooner F. A. Allen, Philadelphia to Calais, 775 tons coal, \$1.25.
Steamer Falk (Nor.), Baltimore to Sweden, coal, p. t., November.
Steamer Thelma (Nor.), Philadelphia to Sagua, coal, \$3.
Steamer Orkild (Dan.), Norfolk to Cienfuegos, coal, p. t.
Schooners Malcolm Baxter, Jr., and Brina Pendleton, Norfolk to Para, coal, \$6.
Schooner Calumet, Norfolk to Pernambuco, coal, \$9.
Schooner Jacksonville, Norfolk to Bermuda, 1,000 tons coal, p. t.
Ship Rhine, Newport News to Buenos Aires, coal, \$8, prompt.

Portuguese Coal Trade.

W. L. Lowrie, American consul general at Lisbon, Portugal, under date of October 7, writes THE BLACK DIAMOND as follows:

"The consumption of coal has been considerably curtailed, as several of the fast trains have been taken off the railroads and many of the factories of the country are working reduced hours or only three days a week. Importers, however, state that they have been making every effort to keep up with the demand by placing larger orders, but stocks on hand are below normal. One agent informs me that he is several thousand tons behind his orders.

"Importations for the first eight months of 1914, the latest statistics, as compared with the corresponding period in 1913, were as follows:

Amount—	Value.
1914, 824,936 metric tons.....	\$3,351,954
1913, 925,575 metric tons.....	3,816,868

"Portugal uses Welsh (Cardiff) coals almost entirely.

"Prices of Welsh coal on August 1, 1914, averaged twenty-four shillings, while present quotations are from forty-nine shillings to fifty-one shillings, c. i. f. Lisbon. Freight rates from England are gradually increasing. The rate per ton on September 14 was eighteen shillings, and on September 29 it was twenty-two shillings six pence. There was no American coal in the market on August 1, 1914. Lately some cargoes of Pocahontas have been received, but on account of the high freight it is difficult to compete in price with the Cardiff coal.

"No special improvements have been made to the docks and discharging equipment in Lisbon. Four hundred tons of coal is the average quantity discharged in a day.

"The importation of coal in 1913 (latest available statistics as to source of origin) were as follows:

	Amount.	Value.
England	1,340,549 metric tons	\$5,548,311
Germany	8,957 metric tons	42,111
Other countries.....	2,314 metric tons	11,225
Total	1,351,820 metric tons	\$5,601,447

"The problem of selling American coal here is based on freight and transportation—a difficult proposition at present."

Foreign Freight Rates.

W. W. Battie & Co.'s Produce Exchange, New York, reports as follows:

The freight market is today at the highest level it has ever touched, and is still advancing. Over seventy-five shillings per ton has been paid on grain to the West Coast of Italy, and time charter rates advance daily.

Tonnage is more than scarce and the few available boats are all asking for grain, making it very difficult to operate in coal.

If you have any export coal orders or inquiries, kindly communicate with us, so that we can give you latest freight quotations, the market changing daily.

We would quote freight rates on coal by steamer as follows:

West coast of Italy, 70s to 75s; Marseilles, 65s to 70s; Barcelona or other good Spanish port, 60s to 70s (Spanish dues for account of cargo).

NOTE.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge, 1s per net register ton per day demurrage."

Montevideo, about 45s; Buenos Aires or La Plata, about 45s; Rosario, about 50s; Rio de Janeiro, about 45s; Santos, about 45s (consignees paying docas dues).

Valparaiso or Callao, about \$7.50; Havana, \$2.75 to \$3; Cardenas or Sagua, \$3 to \$3.25; Cienfuegos, \$3 to \$3.50; Port of Spain, Trinidad, \$4.00 to \$4.25; St. Lucia, \$3.75 to \$4.25; St. Thomas, \$3.50 to \$3.75; Barbados, \$4 to \$4.25; Kingston, \$3 to \$3.25; Curacao, about \$3.75 and p. c.; Santiago, \$3.25 to \$3.50; Guantanamo, \$3.25 to \$3.50; Demerara, \$6 to \$6.50; Bermuda, about \$3.50; Vera Cruz, \$5 to \$5.50; Tampico, \$5 to \$5.50.

Coke to Europe.

For the first time in many years a shipload of coke will be sent from the port of Philadelphia to Europe this week. This is one of the effects of the European war, because under normal conditions German coke producers have been monopolizing the foreign trade in coke on account of the large production of by-product coke and the excellent facilities that have been provided for transshipping it to steamers.

In the past there have been shipments of coke from this country to Mexico, Central America and South America, but the cargoes sent to Europe have been very few and far between. Since the blockading of German ports some of the European coke consumers have been negotiating with producers in the United States, as the English producers are using all of their output in their home market.

The cargo to be shipped from Philadelphia will consist of 4,000 tons of by-product coke (Otto Coke) from the works of the Camden Coke Company, Camden.

It will be loaded on the steamship Washington at the Port Richmond pier of the Philadelphia & Reading Railway. It has been sold to the Italian Government.—Camden Courier.

A cable from Panama on Monday of this week • stated that the progress made in dredging the Panama Canal at the Culebra Cut indicates that there will be a channel 100 feet wide by thirty feet deep through the slide area by the middle of December. But the canal will not be in position for use much before January 1st. The obstruction is being removed at the rate of 1,000,000 cubic yards a month, an average of 35,000 cubic yards daily.

General Review.

Eastern Markets Fairly Active—In the West the Weather Retards Progress

New England reports that in spite of the warring atmosphere in the bituminous trade, there is a better feeling, which is due more to a revival of business than to any prospect of a peaceful settlement of 1916-17 prices.

In New York the anthracite market is in a very healthy condition, with the market able to take care of the full output of the mines, which are running as near to capacity as the state of the car supply and labor will permit. The car shortage in the anthracite regions has not arrived at an acute stage. The bituminous situation continues strong with a tendency on the part of the large consumers to increase their contract shipments. Reports from Philadelphia show that feeling in the anthracite trade has remained good with the demand firm. The mines are reported as running on full time, and there have been no untoward conditions at the mining regions so far. There has been little change in the bituminous market at this point.

At Baltimore the export coal business has been greatly upset by the high freight rates demanded by ships not under time charter. Most of the boats have been captured by the grain and ore men with offers of freight rates that are out of reach for most of the coal exporters. There has been a falling off in the export movement from fifty to eighty thousand tons.

From Buffalo it is reported that there is a difficulty in securing bottoms for the movement of coal towards the northwest. Locally there is a fairly good demand for anthracite, which was induced by some seasonable chilly weather. Coal is not coming forward as fast as desired, owing to a lack of cars.

In Pittsburgh the weather continues warm and soft, thereby considerably delaying the purchases for the domestic account. However, the steam coal demand continues strong, especially on contract. This demand at present about equals the output. The car shortage is an important factor in this market.

Detroit reports a sluggish condition in the steam coal trade, although the strike of the Michigan Central Railroad clerks in some measure affected the supply. It is stated from Cleveland that slack is continuing to show considerable strength, but other sizes of steam coal have been rather inactive. The scarcity of cars has resulted in ridding the market of surplus supplies of slack. Cleveland also reports the scarcity of coal carriers for the lake trade.

In the Cincinnati market there has been a lessening in the demand of domestic sizes of coal of all kinds. This has, in a measure, acted as a relief for the scarcity of cars which is becoming more and more apparent. West Virginia coals are reported as being in good demand.

At Louisville the market is again threatened by the long continued warm weather, and it is said that the operators are having some difficulty in keeping the mines going.

Indianapolis advices show the demand for steam coal is slowly improving and shows a steady growth. The prices, however, have not improved, although they are holding up fairly well.

Duluth reports an increase in anthracite receipts and a decrease in bituminous receipts for the period ending November 1st of this year. This decrease in the bituminous is accounted for, mostly, by the fact that there was a great deal of soft coal left on the docks at the end of last season. A fair movement is reported from that city.

In the Twin Cities all grades of coal are in fair demand, although there is not the snap to the trade which would be visible under more favorable weather conditions. The warm weather has affected the St. Louis market so that there are no changes reported. On the other hand the operators centering at that point have shown a very decided intention to maintain the prices in all districts.

In Omaha and further west, the market reports indicate that the continued warm weather has caused a lull in the activity noted a few weeks ago. Until the weather becomes seasonable it does not appear as if the market will revive to any extent.

Chicago Market.

Conservative Production Aids Market Weakened by Warm Weather

Office of THE BLACK DIAMOND,
CHICAGO, November 11.

Mild Indian Summer or rather mid-summer weather throughout the northwest is acting temporarily as a damper on the demand for both anthracite and bituminous coal. With the thermometer in the seventies for the past week, coal buying has been the last thing in the mind of the ordinary householder. Usually the territory contiguous to the Chicago market is visited by severe frosts each year before this time, but thus far there was only one short cool spell and that was over a month ago. The rest of the time house fires were not a necessity, consequently the coal market is in a waiting condition.

The anthracite market has fared worse than bituminous coal, concessions in price being made on practically all sizes averaging around fifteen cents below circular. This weakening of quotations has spread to companies not heretofore listed in this class with the urgency to avoid payment of demurrage.

All retail yards are heavily stocked with both hard and soft coal, and it will require several days of chilling weather to create any perceptible demand from that quarter.

The demand for steam coals is better this week with prices considerably firmer, due doubtless to a curtailment of production, owing to the lack of orders for the domestic sizes. Some of the railroads are taking storage which has helped to stiffen this market.

Franklin county operators recognizing the futility of trying to force a market already plentifully supplied with coal are restricting production. Operating companies with two mines are leaving one of them idle until the demand catches up with the supply. The other operators are skipping a day now and then, which gives them a chance to reduce their supply of unbilled coal. With the arrival of active coal consuming weather the situation is bound to improve rapidly.

There has been slight concessions made to a few of the operators on egg coal with lump and No. 1 nut bringing full circular. Screenings are firm at fifty cents for Chicago delivery with country prices ten cents higher.

A number of large users of screenings, who have been buying on the open market were beginning to get a trifle nervous, and have signed up contracts within the week calling for their requirements to April 1st. Their decision was probably influenced by the firmness of the fine coal market around current quotations and the unprobability of prices descending to the level reached a year ago. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.80	\$1.75
Egg	2.55@2.86	1.50@1.75
No. 1 nut.....	2.70@2.80	1.65@1.75
No. 2 nut.....	2.55	1.50
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.55@1.65	.50@.60

The situation in Williamson county is practically identical with Franklin county. Producers of the higher grade coals have decided that it is best to leave the coal in ground if it cannot be sold at a profit. A great many of the mines are shutting down one or two days a week, and this program will be adhered to until the weather changes. Some of the smaller operators with no equipment to prepare their coals are attempting to run full time, but the price obtained is not satisfactory. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

Saline county mines are running a little better than half time, but this program will be changed immediately with a drop in temperature as stocks are light. Screenings are in good demand around fifty and sixty cents. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15
Screenings	1.55@1.65	.50@.60
1½-inch lump.....	2.35	1.30

Business is almost at a stand still in the

Central Illinois District. Operators realize the folly of flooding the market when there is no demand, and very few mines are running better than half time. Some of the operators on the outskirts of the field are calling the circular fifteen to twenty-five cents on lump coal, but the regular circular of \$1.75 for lump is being maintained by the Sangamon county operators generally. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Central Illinois—		
Lump	\$2.57	\$1.75
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.22@1.32	.40@.50

The Clinton, Indiana district has adopted a watchful waiting policy with little tonnage moving. The steam trade is showing some signs of life, and as soon as seasonable weather arrives, the mines will be running to capacity. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.37@1.42	.60@.65

The Knox count field has been helped this week by railroad business. Several orders have been placed by transportation lines, who decided this would be a good time to place coal in storage. Two orders of 400 cars each are reported to indicate the size of this business. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run	1.87	1.05
Screenings	1.52	.65

The demand for smokeless for the time being has vanished. Some shippers are paying demurrage, hoping that the thermometer will come to their rescue. Mine run is held firm at \$1.40. Lump and egg has been moved at \$1.90 and \$2.00. This coal was sacrificed to avoid the payment of additional demurrage.

Very little Somerset county coal is being offered in this market, owing to a short car supply and a better demand in the east. While the shippers have a circular of \$1.40 for mine run coal has sold at \$1.25 this week. Lump and egg are in fairly good demand around \$1.90 and \$2.00. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run.....	\$3.40	\$1.40
Lump and egg.....	4.05@3.25	1.25@2.00

Hocking coal has been plentiful this week with prices showing a weakening tendency. Prices range around \$1.50 and \$1.60 with considerable effort made to move coal regardless of price. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
Domestic lump.....	\$3.15@3.25	\$1.50@1.60

No change of any moment noticeable in the Splint market. The labor and car shortage fortunately has kept down the supply where the demand was light. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1½-inch lump.....	\$3.40@3.50	\$1.50@1.60

Eastern Kentucky operators are rapidly catching with their orders. Prices vary according to the reputation of the product. Lump is selling around \$2.00, while some of the more popular coal is moving at \$2.25. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump.....	\$3.80@4.15	\$1.90@2.25
Egg	3.25@3.75	1.35@1.85

The foundry coke market has steadied this week, and a no sky rocket tendencies are in evidence. The domestic product is not moving very brisk, due to climatic conditions which should change shortly. The market up to Thursday was:

	F. O. B. Chicago.
Coke—	
Connellsville	\$5.50
By-product, foundry	5.50
By-product, egg and stove.....	4.75
By-product, nut	4.75
Gas house.....	4.00

At the last meeting of the Detroit Coal Exchange a committee of two was appointed to arrange for the formation of a bowling league among the Exchange members, the plan being to conduct a bowling tournament during the winter in the effort to make the coal men better acquainted with each other.

Pittsburgh Trade.

Warm Weather Delays Domestic Purchases—Strong Demand for Steam Coal.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., November 11.

Conditions in the Pittsburgh market are practically unchanged from what they were a week ago, even weather conditions, which continue warm and soft, holding back the increase that would naturally be expected in domestic buying at this date. Demand for steam coals continues strong, though largely on contract, and this with the rushing of lake coal to the front, just about equals output at present, though many of the larger operators claim to be sold up, and booking no new business. The car shortage is the most important factor just now in shipping, and while some stocking is being done, certain interests claim that with the close of the lake trade, and the release of large numbers of cars, there will be a weakening of prices, others think the reverse and say railroads are holding off on stocking coal to help the operator with cars in other directions, and that this with the unusual demand for cars of all kinds, that the extraordinary steel and iron business is daily calling for, will command every available car, and that prices will still further harden as the turn of the year approaches, and prospects of any wage troubles developing April 1st come nearer.

No one seems at all anxious to book orders for forward delivery, and quotations made for immediate shipment are in many cases made subject to prior sale.

The same labor conditions obtain at mines, but an acute shortage would be felt if shipping conditions were not so handicapped.

Prices are at considerable variance among sellers, some claiming to be getting considerably in advance of the quotations below, but generally speaking these figures are as near the market as can be quoted, f. o. b. mines Pittsburgh:

Steam slack.....	\$0.80@1.00
Run of mine.....	1.10@1.25
Three-quarters screened coal.....	1.30@1.40
Five-quarters screened coal.....	1.40@1.50

As stated, prices seem to be much at variance among operators, some quoting as high as \$1.40 to \$1.50 for mine run coal, and other grades on the same scale, but it looks very much as though if a man has ten cars of coal for sale he will ask ten different prices for it, and sell at any one of them—if he has the coal—the same lack of uniformity in price prevailing today that has ever been a disturbing element in the trade.

Some slight increase has been noted in mine activity operations resuming at plants that have long been idle. The Bertha mines of the Union Coal & Coke Company, formerly the property of the Pittsburgh-Buffalo Company at Bruceton, Pa., are again operating after many months of idleness. The Marrianna and other mines of this company are still idle. In reference to rumors concerning the merging of these properties with other large Pittsburgh coal interests, we have from good authority that while negotiations for the sale of these properties by the Union Trust Company are pending, the matter is in no wise connected with any of the rumors that have gained currency east, and hereabouts, but is entirely independent of them.

The air is also full of rumors regarding the J. V. Thompson troubles and all sorts of speculation is going on regarding the long hoped for settlement of his affairs. A large number of suits have been filed in the local courts against J. V. Thompson by his creditors. Since last Wednesday about 250 suits have been filed against the former president of the First National Bank of Uniontown.

The Thompson creditors in Washington and Greene counties have also entered a number of suits in Waynesburg and Washington, Pa. The statement made by Thompson in New York that all the depositors of the bank would ultimately receive their money was cheerfully received by those who had balances in the bank.

Receiver John H. Strawn entered suits amounting to nearly \$500,000 against Thompson and his associates in the United States court in Pittsburgh Saturday last.

The depositors of the bank have absolute confidence that Receiver Strawn will delay no action that will bring about an early termination of the affairs of the bank.

The general opinion seems to be that the present outlook for the future of the coal business would indicate that the large coal land holdings of Mr. Thompson are unquestionably worth a

large percentage more today than at the time of their appraisal by representatives of the creditors some months ago.

The coke situation is more than holding its own, not only in price, but in firmness, output and demand. More ovens would undoubtedly be fired could more cars and more labor be depended upon. As it is it is hard to get cars to handle present production. Some producers are piling surplus, and expect a higher price for spot delivery of this in the near future, such demands assuming larger proportions daily. As near as quotable the market stands as follows:

Prompt furnace.....	\$2.50@2.75
December furnace.....	2.40@2.50
1916 furnace.....	2.25@2.35
Prompt foundry.....	3.00@3.25
First half foundry.....	3.00@3.25

Pittsburgh News Items.

L. S. Bovee of the Pittsburgh & Erie Coal Company of Erie, Pa., spent some days in Pittsburgh the past week.

Wm. Crothers, formerly with B. Nicoll & Co., has assumed the selling agency of the Cleveland & Western Coal Company at Pittsburgh.

William Hammil has been made local sales manager for the Pittsburgh & Erie Coal Company of Erie, Pa., with offices in the House building, Pittsburgh.

O. Tibbett of Elkins, W. Va., superintendent of the Davis Coal & Coke Company for many years, has resigned his position and will retire from active business.

After thirteen months' idleness orders have been received by Superintendent W. C. Fletcher to get the Sharon works of the American Steel Foundries Company ready for immediate resumption at full capacity. The plant employs about 600 men.

J. H. Powell, head of the large producing corporations, with mines at Powellton and Eldridge, W. Va., has just returned from England and announced that he had closed contracts in Great Britain that would require the operation of all the mines on Armstrong creek, this state for at least one year. The mines are to be placed in operation this week, following a shutdown of almost a year.

Directors of the Littleton Coal & Coke Company met and elected T. S. Lackey, president; W. Cook McKean, vice-president, and A. D. Williams, secretary. Other members of the board are N. H. Jaquette, J. H. Kerr, A. J. Stentz, J. H. Cunningham, F. P. Rush, and J. L. Borchus. The company holds 9,000 acres of Pittsburgh coal in Wetzel county, West Virginia, on the Baltimore & Ohio Railroad near the Pennsylvania line.

The first heat from the seventy-five new coke ovens of the Republic Iron & Steel Company, Youngstown, O., was secured Sunday, the charge having been made last Saturday afternoon. Every one of the new ovens responded in record time, the arrangement being entirely satisfactory to the management. The ovens being put in blast at this time will prove a valuable asset to the corporation. The supply of benzol so much in demand at the highest prices, will be increased about 120 per cent. The Republic Iron & Steel Company now has 143 by-product ovens in commission, producing 2,000 tons daily. Eventually other ovens will be added so as to increase the daily capacity to 3,500 tons.

Cleveland Market.

CLEVELAND, OHIO, November 11.—(Special Correspondence.)—Slack has shown continued strength during the past week, but other sizes in steam coals have been rather inactive. Scarcity of cars and the fact that the larger sizes are not moving readily have resulted in ridding the market of surplus supplies of slack, which perhaps accounts for the slightly stiffer prices asked. The market, however, is not yet in the active condition anticipated some time ago.

Coal carriers for the Lake Michigan trade have been scarce during the past week and it is said that there was some figuring for tonnage at an advance rate Tuesday. Although no anxiety is displayed, there are indications in some quarters that shippers, not already covered for the tonnage desired, will perhaps be forced to bid up later on. Receipts of lake coal have been light, though, for several days. Storms for the past few days have interfered somewhat with the progress of vessels and this may affect, to some extent, the tonnage.

Dealers are demanding anthracite deliveries now, but will in all probability have to be patient until the producers are able to comply with their

wishes. The car shortage has interfered materially with deliveries within the past few weeks. It is said that one of the large companies is a month behind with its orders and others are not in much better shape. The independent companies are securing full circular prices on all orders taken now. Dealers have been slow in placing orders for their full needs and this has brought about the present shortage, it is said.

Domestic coals of all kinds are in demand just now and it seems that the same causes are operating to maintain a shortage as are found in the anthracite situation. The mild weather has aided producers and jobbers in taking care of the business to a large extent, but should the temperature take a big drop, as it is likely to do at any time, it is possible that deliveries would be more difficult to make than at the present time.

Some No. 8 lump for domestic purposes is being handled in this market at the present time, but the movement in the larger sizes is light. Slack has been marked up five cents a ton and there is an increased demand for it. Quotations on Wednesday are as follows:

No. 8 District—	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$1.05@1.10	\$1.95@2.00
Run of mine .....	.95	1.85
Slack .....	.85	1.75

All sizes of Coshocton coal have moved fairly well, but there has been little change in the prices since last week.

Coshocton—	F. O. B. Mines.	F. O. B. Cleveland.
Lump, 4-inch screened.....	\$1.70@1.75	\$2.40@2.45
1½-inch	1.60@1.65	2.30@2.35
Egg and nut.....	1.05@1.10	1.75@1.80

Pittsburgh slack shows an advance of about five cents a ton, although there is still very little of it in the market, as compared to some other slacks.

Pittsburgh—	F. O. B. Mines.	F. O. B. Cleveland.
Slack	\$0.85@ .90	\$1.85@1.90

Youghiogeny slack has been very scarce here the past week and the quotation really gives only an idea of its selling price, were it moving as other grades are.

Youghiogeny—	F. O. B. Mines.	F. O. B. Cleveland.
Slack	\$0.90	\$1.90

For some reason Pocahontas coal has been surprisingly weak for some time. A year ago lump and egg were strong at \$2.25 to \$2.50 at the mines, but at present they are going slowly at \$2.10. At some of the offices here it was said that an explanation for the situation is difficult to make.

Smokeless—	F. O. B. Mines.	F. O. B. Cleveland.
Lump	\$2.10	\$3.55
Egg	2.10	3.55
Run of mine.....	1.30	2.75

The demand for Massillon coal for domestic use is strong, but there has been difficulty in delivering and the producers are again behind in their orders.

Massillon—	F. O. B. Mines.	F. O. B. Cleveland.
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack .....	.90	1.60

The Cambridge product is moving along in a fairly satisfactory way without an advance in any of the sizes since last week.

Cambridge—	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$1.10	\$2.00
Run of mine.....	1.00	1.90
Slack .....	.90	1.80

Wainwright coal has been in good demand for domestic purposes and the mines are operating fairly well up to capacity.

Goshen—Wainwright Mines—	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarter, domestic.....	\$1.40	\$2.10
Lump	1.65	2.35
Slack		1.70

Little Fairmont coal is finding its way to this market. However, slack is quoted at the same figure given last week.

Fairmont—	F. O. B. Mines.	F. O. B. Cleveland.
Slack		1.90

Kentucky coals are holding their own and proving an aid to the domestic situation in a way. Prices have varied little from a week ago.

Kentucky—	F. O. B. Mines.	F. O. B. Cleveland.
4-inch block.....	\$1.90@2.00	\$3.15@3.25

Goshen coals proper are quoted as follows:

Goshen	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$1.30	\$2.00
1½-inch	1.40	2.10
Slack	1.00	1.70

Prepared Hocking lump is selling at \$1.50 per ton at points west of here, where it is used more freely than some other coals. Quite a little of it is sold through this market.

Cincinnati Trade.

CINCINNATI, OHIO, November 11.—(*Special Correspondence*).—While there is a lessening of demand in the domestic sizes in both splint and smokeless varieties of coal in this territory, there is little evidence of lessening activity in delivery. In fact, the slowing down of demand for the domestic has aided in giving a better supply of cars for contract delivery, and operators are bending every energy to catch up with their contract requirements, both steam and domestic, before the weather breaks, a situation looked for at any time. Operators are therefore cheerful this week and look forward to a business that will be worth while in a few weeks, the basic conditions improving more and more as the days go by.

Kentucky operators report that along the Louisville & Nashville Railroad the car situation is better this week than it has been in four weeks, but one day showing a scarcity of cars in most of the mines, and that not to an extent that it did much damage. Prices in this field are much better also, there having been an advance by small additions for the past two or three weeks, the advance not being questioned by the buyer. The average price at which the ordinary Kentucky coal sold at the past week, spot, is the following: Four-inch lump, \$1.75 to \$2.05; four-inch run of mine, ninety cents; nut and slack of the lower grade, fifty cents; of better quality, sixty-five to seventy cents, and hard to get most of the time. Egg has not been in good demand, hence most of the mines are neglecting it for run of mine, which is in good demand.

West Virginia coals have been in good demand, except as stated, in reference to domestic sizes. There has even been good delivery of domestic, contract coal moving along smoothly, generally, as retail delivery is beginning to show volume in this weather, which, though nice, has a frosty "tang" that suggests fuel storage. The delivery has not been as good in this field as in the Kentucky field, because of the fact that the railroads are not in as good shape for taking care of the coal delivery, being busy in delivering to the seaboard, to the lake shore and into their own storage yards. In some cases confiscation of coal has been proceeding for some time. A little earlier operators did not care a rap, but recently they have begun to become anxious, for while the railroads pay better than the average price under these circumstances, yet they interfere with the general plan of catching up with contract delivery.

West Virginia splint operators are still out of the market, in many cases, and are maintaining the prices they have reached, in good shape. Average four-inch lump price is \$1.85, nut and slack seventy-five cents, run of mine, spot, if it can be had, \$1, and egg, which is in good demand, \$1.25. The specials, such as Miller's Creek, Yellow Jacket, white ash, and other special brands are in much better position than they have been in a long time. The operations are showing more profit and more good future business than they have developed in a long time. There is one feature which is disturbing the situation and that is growing labor scarcity. The Greeks are leaving the field or are getting ready to do so, being examined for passage home should their country go to war, and they are not getting in half time. This with the growing ease of the car supply is beginning to counterbalance other features and all tend to elevate prices, an operation that is hailed with joy by the coal dealers wherever it takes place.

The situation is on the verge of satisfying all the operations of the field with good business at profitable prices.

Cincinnati Trade Notes.

L. H. Stone, Cincinnati manager of Jewett, Bigelow & Brooks Company, has removed his quarters from small offices on the twenty-sixth floor of the Union Central building to the tenth floor of the building. The new offices are commodious and handsome and better adapted to the business of the offices which has outgrown the former quarters.

The Ohio & Kentucky Fuel Company, which has offices in the Union Central building, has been strengthened by the participation of W. G. Harris of Franklin, Ky., who enters partnership with Mr. Roy Holmyard, founder of the company. The Ohio & Kentucky Fuel Company is also a connection of the Continental Coal Company, representing that company in this territory. The partnership began November 1st, but Mr. Harris has not yet removed his family to Cincinnati, although he is in the office getting

hold of the ropes. Mr. Harris is a very successful business man and has large tobacco interests. The company, with its new interests, will incorporate later.

The past week saw a great number of Greeks in West Virginia and in this section of Ohio examined and passed for military duty in Greece, in case that country should get into the war in Europe. In Wheeling about seventy-five men, mostly miners, were examined, and in other sections many other reservists were examined and pronounced fit. This is expected to reduce the population of skilled miners in West Virginia mining regions at least 250 men. The examinations are being conducted by Dr. John Kastats of Washington, representing the Greek government. The reservists are anxious to respond to the call, for under the laws of Greece their property is forfeited to the government of Greece if they fail to respond.

Birmingham Trade.

BIRMINGHAM, ALA., November 11.—(*Special Correspondence*).—Most of the companies which produce iron are having a large production of coal, while the commercial coal companies are not having such a large volume of business. This is true also of the smaller mining companies, and the demand with them is only fair.

Continual warm weather has caused a holding up of orders for domestic coal and the trade in this class of coal may be said to be only fair.

Steam coal is not in such a large demand as the mining people expected, most users of steam coal are only placing limited amount of tonnage.

Coking coal is really the only trade that is in any degree satisfactory. The large sales of iron in this district, and the continuous running of the furnaces make a demand for coking coal and coke is very active with prices and output good. The feature of last week was a sale of coke to Italy by the Yolande Coal & Coke Company, which sold 1,000 tons. The shipment was made via New Orleans. A report is current that bids are being asked on 5,000 tons for early delivery over the sea, but this will depend largely upon the question of securing vessels for the shipments.

J. B. McClary, at the head of the Yolande Coal & Coke Company, Tuesday morning verified the report of the sale and quick delivery of 1,000 tons of coke for export, and said there had been some inquiry for further business. The shipment is among the healthy movements in that commodity in recent weeks, and may mean the establishment of a steady trade. Mr. McClary said he could not say the big order for 5,000 tons would be secured here, but bids were being submitted, dependent, of course, on the opportunities for delivery.

Every ton of coke that can be produced is needed and the prices are firm. There have been additional offers for export coke, but manufacturers are not in position to accept much of the business because bottoms are scarce, and freight charges are high.

The by-product ovens coke is still gaining in esteem, and wherever offered is being accepted by foundries and other consumers as well. The small troubles at the by-product plant of the Tennessee Coal, Iron & Railroad Company at Fairfield have all been overcome, and coke making has not been disturbed. The repairs have also been completed at the benzol plant, and there is a steady production of that by-product also. Reports are again current that another by-product plant will be erected during the early part of the coming year, the works to be finished before the end of the coming summer.

The Empire Coal & Coke Company has been shipping coke in car lots to the United States-Mexico border points, in lower California and in Texas. It became known Tuesday morning that a car of coke was started during the day bound for Mexico, and that a big smelter was in need of a large quantity of coke. Walter Moore, of the Empire Company, declined to give any details of the shipment of coke into Mexico, but admitted that agents in California and Texas had been ordering. Whether it was being used in Mexico, he could not state.

The Woodward Iron Company has decided to open another coal mine in order to secure a larger supply of coal for its furnaces and coke ovens, the mines at Dolomite and Mulga not furnishing as much of the commodity as is needed. Engineers have decided to open a slope some distance from Dolomite, but striking the same vein of coal, giving a shorter underground haul than the company now has at that place. The slope, it is understood, will be sunk 600 feet and will be equipped in the most modern manner. The work on the mine will be commenced at once, but it

will be several months before it can be completed. When ready for operating, a large force of men will be employed and a much larger amount of coal produced. The Woodward Company is steadily making extensive improvements and adding many men to the pay rolls. The old bee hive coke ovens will soon be ready to be fired and making the coke so much in demand by the company.

Prices for October and the balance of the year:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic—		
Red ash Cahaba lump.....	\$3.00	\$3.30
Red ash Cahaba lump.....	2.75	3.10
Red Ash steam size.....	1.20@1.35	Frts. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut.....	1.75	2.05
Washed steam.....	1.35@1.60	Frts. rate 30c
Mine run.....	1.35@1.40	Frts. rate 30c
Jefferson Steam Coal—		
Mine run.....	1.15@1.25	Frts. rate 30c
Walker County Domestic Coal—		
Carbon Hill lump.....	1.75	2.15
Carbon Hill egg.....	1.65	2.05
Horse Creek mine run.....	1.00@1.20	Frts. rate 40c
Genuine Corona—		
Lump.....	2.00	2.40
Egg.....	1.90	2.35
Steam sizes.....	1.25@1.35	Frts. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump.....	3.00	3.30
Cahaba No. 2 lump.....	2.75	3.05
Montevallo domestic prices ranging from \$3.00 to \$3.25, Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.		

St. Louis Trade.

ST. LOUIS, Mo., November 11.—(*Special Correspondence*).—Owing to the unseasonably warm weather, which has continued throughout the week, the coal business shows very little change. Operators, on the other hand, have shown a very decided intention of not cutting the price, and in all districts the mines have been idle a day or two on account of the want of orders. As a general proposition the prices prevailing are those which were maintained before the warm weather came upon us. In fact, there is nothing like the market demoralization one would have expected in former years, from the sudden slacking of the domestic demand. It shows that the moral tone among the operators is much better.

Screenings have been firm, but prices have not advanced as much as anticipated from the weather and the general industrial situation, both of which have been very favorable to an advance in the screening market.

The Standard Mines, on the whole, are doing very well, and as an average are running about four days a week.

Current prices are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal—		
6-inch lump.....	\$1.30	\$1.87½
6x3-inch egg.....	1.25	1.82½
2-inch lump.....	1.05	1.62½
Steam egg.....	.90	1.47½
No. 1 nut.....	1.15	1.72½
No. 2 nut.....	.80	1.37½
Mine run.....	.85	1.42½
Screenings.....	.40	.97½

The northern Illinois mines in the Staunton district are in about the same boat as the Standard.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.....	\$1.50	\$2.07½
2-inch lump.....	1.25	1.82½
Screenings.....	.40	.97½

Williamson county operators are probably moving better than any other in the state of Illinois, owing to the fact that a quantity of railroad coal is loaded in Williamson county, and consequently is not affected so much by the weather conditions.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.....	\$1.40@1.75	\$2.02½@2.47½
3x2-inch nut.....	1.20@1.75	1.92½@2.47½
Screenings.....	.50	1.22½

In Franklin county domestic size coals are supreme, as the operators have shut down for half time.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.....	\$1.75	\$2.47½
No. 2 stove.....	1.50	2.22½
Screenings.....	.60	1.32½

The demand for anthracite has slacked off a little, but is still moving freely.

	F. O. B. St. Louis.
Anthracite—	
Chestnut.....	\$7.55
Stove or egg.....	7.30
Grate.....	7.05

	F. O. B. Mine.	F. O. B. St. Louis.
Lump or egg.....	\$2.25	\$4.75
Gas House Coke—		
Gas house coke.....		\$4.25
By-product coke (all sizes).....		4.50

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

Louisville Trade.

LOUISVILLE, KY., November 11.—(*Special Correspondence.*)—The continued prosperity of the coal trade in this section at the present is threatened by the declining activity in domestic sizes due to the long continued Indian summer. Already there are evidences that prices are being shaded by producers and shippers in an effort to keep their mines going and there is some danger that unless operators will get together and decide to restrict loading to three or four days per week for the present, the market can be rapidly over-supplied and domestic grades be forced down to a summer price basis very quickly.

Most coal men feel confident that all that is needed is a week or two of cold weather to put the market again on its feet and that fundamental conditions in regard to the outlook are still extremely good, but certain it is that car supply has relaxed somewhat in the past ten days and the increased shipments of domestic coal are not being readily absorbed. Coincidentally the demand for steam coal is not quite so active as it was several weeks back, although there is apparently no lessening of industrial activity in this section.

The retail coal business, both in small towns and the principal market points, such as Louisville has dwindled to almost nothing, as there has so far this fall been only two or three days when it was necessary to have fire for heating dwellings. The coldest weather experienced so far prevailed during the latter part of August and the early part of September and practically the entire months of October and November to date has been a procession of clear, mild days.

Production of coal has been extraordinarily heavy in eastern Kentucky. A great number of mines report that their total loading for October was beyond any previous months. With more plentiful car supply November loading promises to be as large, if not larger. In view of this situation a decline in prices must be expected unless operators get together and restrict their tonnage.

There is no change in the retail coal situation in Louisville where prices are still maintained on a basis that makes the handling of every ton of coal an expense—or very little if any profit—to the dealers. All of the rail coal dealers would be glad to advance prices twenty-five to fifty cents per ton and earn a profit on their business, but the stumbling block seems to be one or two of the river coal dealers. Possibly the situation will not be solved until the sources of supply both of rail and river coal compel a radical advance of price, in which event dealers may be wise enough to fix and maintain their new prices on a basis which will permit a profit.

The prices on high grade eastern Kentucky block coal range from \$1.65 to \$2.10 f. o. b. mines; lump, \$1.50 to \$1.85; egg, \$1.20 to \$1.50; straight mine run, \$1 to \$1.10; high grade nut and slack, sixty to seventy cents; low grade nut and slack, thirty to fifty cents.

Detroit Trade.

DETROIT, MICH., November 11.—(*Special Correspondence.*)—Following a slight spurt of activity the latter part of last week the steam coal trade has relapsed into a more sluggish condition.

While current sales continue to represent a considerable tonnage in the aggregate, buyers seem to be more dilatory in placing their orders and their attitude of holding off is reflected in a noticeable reduction of business. The situation has been aggravated to some extent by the strike of Michigan Central railroad clerks, which had the effect of holding back shipments and in one instance, at least, is said to have come very near delaying delivery until a large manufacturing plant was in imminent peril of being forced to suspend operations for lack of fuel supply. The movement of freight over the Michigan Central is said to be proceeding more freely this week.

Fine coals seem to find a readier market than the larger sizes, although customers for lump and egg also are found with a little more effort. The amount of consignment coal here is not, just now, causing much annoyance and the offerings of such stock at prices below mine schedule are not very frequent. Such sales are reported, however.

Temperature conditions have not yet become severe enough to produce any important demand for domestic coal. Hocking and Jackson Hill lump show a moderate degree of activity. Retail

dealers appear to have considerable stock remaining to be sold before they will be ready to do much new buying.

Complaint is heard that car shortage is soon likely to become an important factor in the situation, but no serious trouble has yet developed. The lack of cars is said to be especially noticeable in the Pennsylvania mine districts.

In the anthracite trade, business also falls below the expectations of shippers, although retailers have been handling some business that was withheld by customers, who usually do their buying earlier in the year. The car shortage on eastern lines is not noticeably hindering shipments.

Coal shipments to the head of Lake Superior in October made a better showing than was expected, the movement of 1,643,283 tons of soft coal, comparing with 1,601,111 tons in October, 1914, and with 1,697,821 tons in the similar month two years ago, while hard coal shipments of 260,188 tons, were an increase in contrast to 237,710 tons a year ago, though under the October, 1913, total of 292,690 tons.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$1.00	\$2.40
Mine run.....	.90	2.30
Slack.....	.60@.75	2.00@2.15
West Virginia Splint—		
Four-inch lump.....	1.45@1.75	2.85@3.15
Two-inch lump.....	1.20@1.40	2.60@2.80
Three-quarter.....	1.10	2.50
Mine run.....	.90	2.30
Nut, pea and slack.....	.55@.65	1.95@2.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.40	3.00
Kentucky Splint—		
Lump.....	1.75@2.00	3.15@3.40
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85@.95	2.25@2.35
Mine run.....	.70@.80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.75	2.90
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.50	2.65
Three-quarter lump.....	1.35	2.40
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.05	2.20
Mine run.....	.95	2.10
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

Indianapolis Trade.

INDIANAPOLIS, IND., November 11.—(*Special Correspondence.*)—The demand for steam coal is improving slowly but quite steadily in Indiana, but prices remain the same as they have been for several weeks. The demand for domestic coal is about the same as it was a week ago. It is not moving rapidly for the reason that the weather is against the trade. However, prices are holding up fairly well. The encouraging feature of the market is the increasing demand for steam coal indicating that the long delayed revival in business may be about due. President Kurrie of the Monon Railroad while here this week sounded an optimistic note when he said that the business on his line is increasing and that October was the best month in its history. He pointed out that the Monon is a north and south road and that its increased prosperity cannot be charged up to hauling war orders. The increase comes from coal, stone and other products. President Kurrie's statement is one of the most cheerful given out here in a long time and it is significant since it is backed up with figures. The movement of steam coal is now fairly strong, while domestic, although it is less than it was a month ago, is fairly steady. The retailers are enjoying a fairly good trade and it is said that collections are much better than they were a few weeks ago.

The following prices are being quoted by the wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run, Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut.....	1.20@1.30	1.70@1.80
Egg.....	1.30@1.40	1.80@1.90
1½-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.70@.75	1.20@1.25
Nos. 5 and 6 screenings.....	.55@.65	1.05@1.15
2½-inch domestic No. 4.....	1.50@1.55	2.00@2.05
No. 4 domestic.....	1.60@1.65	2.10@2.15
Nos. 5 and 6 domestic.....	1.40@1.50	1.90@2.10
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25

No. 2 washed coal.....	1.65	2.15
Southern Indiana Field—		
Mine run.....	1.05@1.10	.....
Domestic lump.....	1.40@1.50	.....

Twin Cities Market.

MINNEAPOLIS, MINN., November 11.—(*Special Correspondence.*)—As usual at this season of the year, the coal business has resolved itself into a weather proposition, and while all grades of coal are in fair demand, there is not the snap to the trade there would be under more favorable weather conditions.

Dealers, as well as consumers, have yielded to the allurements of the weather man to such an extent they order coal as they would eggs, and expect it to be delivered with the same promptness. While bins are full, their capacity is small and real old-fashioned November weather will soon deplete them and set the telephones and telegraph wires a tingle with hurryup orders.

These conditions are coming to an end, however, for today the local weather bureau has issued a storm bulletin warning shippers of the approach of a cold wave, and in consequence renewed activity may be looked for with confidence, and as the heavy coal movement will come simultaneously with the tremendous grain movement now in progress, a more or less serious car shortage bids fair to develop. The dealers who are foresighted enough to place orders in advance of their requirements will be in clover while their slower competitors will bemoan their lack of wisdom.

The enormous crop movement is in full swing and it is considered a poor day when less than a thousand or fifteen hundred cars of grain are received on the Minneapolis market. The mills are breaking all records in the production of flour and have sufficient orders booked ahead to keep them busy for weeks to come.

Prices are firm on Illinois coal and dealers are getting over their former tendency to shop around before placing orders. The advance in freight rates of ten cents per ton on coal from Indiana and Illinois has caused several large users of steam coal to turn to the docks for their supply and in most instances they have been able to fill their requirements at prices twenty-five to fifty cents under circular. The Illinois shippers feel this loss of business keenly and only the future can determine how serious the inroads on their business will be.

Dock prices on soft coal are becoming firmer, although there is complaint of some cutting on team delivery to the larger users of steam coal in the Twin Cities. It is believed, however, that the advent of real winter and the increased demand from manufacturing plants, all of whom are practically on a full-time basis, will serve to stiffen prices and thus restore the parity between the docks and Illinois shippers.

Current prices on coal sold in this market are as follows:

	ANTIHRACITE.	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate.....		\$6.60	\$7.80
Egg.....		6.85	8.05
Stove.....		6.85	8.05
Nut.....		7.10	8.30
Pea.....		5.50	5.70
Buckwheat.....		4.00	5.20
	BITUMINOUS.		
Splint, screened lump and stove.....	\$3.30@3.40		\$4.26@4.36
Splint, dock run.....	3.10		4.06
Hocking, screened lump and stove.....	3.30@3.40		4.26@4.36
Hocking, dock run.....	3.00		3.96
Youghiogheny, gas, lump and stove.....	3.30@3.40		4.26@4.36
Youghiogheny, gas, dock run.....	3.10		4.06
Pittsburgh vein, lump.....	3.30@3.40		4.26@4.36
Pittsburgh vein, dock run.....	3.00		3.96
Pocahontas, screened lump or egg.....	4.75		5.71
Pocahontas, screened lump and egg mixed.....	4.50		5.46
Pocahontas, mine run.....	3.25		4.21
Cannel, lump.....	5.25		6.21
Smithing, bulk.....	4.25		5.21
Smithing, in 100 lb. sacks.....	6.00		6.96
Briquets, anthracite.....	5.00		5.96
Briquets, smokeless.....	5.00		5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks.....	\$1.65@1.75	\$3.95@4.05
Southern Illinois egg.....	1.65@1.75	3.95@4.05
Southern Illinois No. 1 nut.....	1.65@1.75	3.95@4.05
Southern Illinois No. 2 nut.....	1.40@1.50	3.70@3.80
Southern Illinois No. 3 nut.....	1.10@1.25	3.40@3.55
Southern Illinois run of mine.....	1.15@1.25	3.45@3.55
Southern Illinois 2-in. screenings.....	.60@.70	3.90@4.00

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

Col. T. N. Mordue of Castner, Curran & Bullett spent several days calling on friends in the trade this week.

New York Trade.

Anthracite Market Healthy With Production at Maximum—Bituminous Strong.

Office of THE BLACK DIAMOND,
New York, November 11.

The anthracite market can be said to be very healthy. While the wholesalers report retail buying not as active as, say, a week or ten days ago, yet there is sufficient new business coming in from day to day, together with unfilled orders, to take care of the full output of the mines, which just now are running at capacity, or as near that state as labor and car supply will permit. Car shortage in the anthracite regions has not reached the acute stage that it has in the bituminous fields, but every day or so collieries here and there are not able to work full because of insufficient cars.

Most of the companies report egg easy, with stove and chestnut receiving the most urgent call. Some individuals are selling egg at ten to fifteen cents off circular. Chestnut with most individuals is short. This is also true with companies that have a western outlet. Shipments west have been greatly delayed, both the lake and all-rail. Lake shipments have been held up, due to the lack of vessels. This has caused some accumulation of loaded cars between the mines and Buffalo. This is one reason for a shortage of cars at certain mines.

Moreover, there is a big call just now for shipments to western points all-rail. These shipments have been very much delayed because suitable cars cannot be obtained. In the east the all-rail trade is the most active.

Anthracite shipments for October, aggregating 6,505,892 tons, as compared with 6,644,476 tons in October, 1914, are given in detail elsewhere in this issue. For the first ten months of the year shipments aggregated 53,885,003 tons, a decrease of 2,827,054 tons as compared with the first ten months of 1914. Stocks at tidewater on October 31 were 625,821 tons, as compared with 633,338 tons on hand September 30, a decrease of 7,517 tons for the month.

Steam sizes are strong. Pea coal is very scarce with certain shippers, offers at tidewater being very few. The all-rail trade is apparently absorbing a great deal of pea just now. This size in greater New York city has practically ceased to fill a large need as a steam coal. Number 1 buckwheat is strong, and the full circular is readily obtained for good grades. Cheaper grades sell at fifteen to twenty cents below circular. Rice is very active, especially on choice grades. Barley sells at \$1.75 and up, and is in fair demand.

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.30 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation.

The bituminous situation continues strong. While spot demand is not so insistent, except in few instances, yet there seems to be a tendency on the part of some of the very large consumers to increase their contract shipments, and in such instances large shippers are known to have been scouring the spot market for desirable qualities of coal evidently to use on contract purposes. The railroads continue to stock coal though this work is not taking tonnage on the scale as was the case in September.

Practically in every region that ships coal east—ern producers have sufficient orders to keep their mines going on as full time as labor and car supply will permit. Some of the producers can ship easily fifty per cent more coal than they are producing upon contract requirements. This means that they have consumers as customers who would stock some coal just about now were they able to secure it.

Prices continue strong, mine prices on Pennsylvania grades ranging from \$1.15 up. Tide-

water prices at New York harbor ports range from \$2.75 up, and only a small amount of free coal is to be found at the ports. Slack has sold upwards of \$1 at the mines. Shippers say that car supply is very bad, and that while there may be ample coal cars on Monday and Tuesday of each week, that the supply will be very short during the remainder of the week. Some complaint is made about the delay in transportation of coal from the mines to destination, but considering the very heavy amount of munitions, grain and merchandise of all kinds that is being rushed to the seaboard at this time, the coal movement can be said to be very fair.

The Vessel Situation.

Coastwise rates are very firm, and vessels readily secure \$1 from Hampton Roads to Boston. It is believed in some quarters that rates will go even higher, as there is very little tonnage open, a great deal of tonnage having been placed under contract recently. From Baltimore and Philadelphia to New England points rates are also strong, while rates from New York via the sound are strong.

Off-shore rates, especially to the Mediterranean, are very stiff, the rate of 70s to 75s to the west coast of Italy prevailing this week, making exports practically prohibitive at this time.

We quote current rates on freight as follows:

From Hampton Roads to Boston, eighty-five cents to \$1 is about the range; to Portland and points east of Boston, from ninety-five cents to \$1.10. To sound points, eighty to eighty-five cents. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to sound points as follows: Bridgeport, thirty-five cents; New Haven, forty-five cents; Providence, fifty cents; New Bedford, fifty-five cents. To Boston, around cape, sixty to seventy cents; through canal, seventy-five to eighty cents. Harbor rates twenty to twenty-five cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades	\$2.90	\$1.40
Ordinary	2.70	1.20
Medium grades	2.65	1.15
Cambria County—		
Best Miller vein	3.00	1.45
Medium grades	2.80	1.25
Cheaper grades	2.70	1.15
Clearfield County—		
Best grade	3.00	1.35
Ordinary grades	2.70	1.15
Indiana County—		
Best grade	2.80	1.25
Medium grade	2.70	1.15
Maryland—		
Georges Creek big vein	3.15	1.65
West Virginia—		
Ordinary grades	2.65	1.10
Best gas, ¾-inch lump	2.90	1.30
Best grade, run of mine	2.70	.95
Gas slack .....	.90	@1.15

New York Trade Briefs.

J. L. Riley, of Duncan & Spangler of Philadelphia, was in New York Monday.

Fred McCann and W. J. Osgood, of the E. M. Alden Company of Boston, were visitors to New York City Monday.

James Gregory of Ira Gregory & Co., an old established retail concern of Bridgeport, Conn., was in New York City on Monday.

A. S. Cary, vice-president of the Eastern Coal & Export Corporation, of Richmond, Va., was a visitor to New York City on Monday.

At a directors' meeting of the New York, New Haven & Hartford Railroad held on Tuesday, George G. Yeomans was appointed purchasing agent, to succeed H. A. Fabian, who resigned.

R. R. Bunnell, formerly representing the Skeele Coal Company, Massachusetts, resigned effective last week, to become eastern representative of the Seiler-Blanchard Company of New York. He will make his headquarters in Springfield, Mass.

A well known bituminous operator said on Monday that labor is usually short on Mondays and Tuesdays, whereas the car supply is good, and that during the remainder of the week labor is plentiful and car supply short. He stated that during the month of October the Baltimore & Ohio furnished about seventy-four per cent of a full car supply, but that, due to the inability of certain operators to make the car and labor supply tongue and groove, that some of them barely got out more than fifty per cent of their normal output during the month.

Joseph Morrison, Jr., president of the Clarksburg Coal Mining Company, recently returned

to his New York office after a visit to the operations of his company in West Virginia. Mr. Morrison reports that the coal trade in the Fairmont region was very active, with car supply very short. He has recently purchased a new gasoline motor to use in his mine, and the daily production will be materially increased.

A French trade commission, representing the industrial, commercial, agricultural and banking interests of France, arrived in New York on Tuesday. This commission, consisting of five members, have come to this country as representatives of the French government to study industrial conditions in the United States. It is stated that heavy purchases of machinery will be made by the commission before leaving for France. France has been spending about \$160,000,000 a year in Germany for machinery, and it is stated that in the future, or for a number of years at least, France will take its machinery supplies from the United States. France figures that labor is going to be very scarce following the war, and that the section of the country that has been occupied by Germany, in which war has been raging for more than a year, will need complete rebuilding. As a member of the commission puts it: "There is plenty of business for our manufacturers, but there is not enough labor. With the population reduced by the war we will be compelled to equip our factories with modern machinery that will take the place of hand labor. We expect to buy certain machinery in the United States. Our object is to modernize the factories destroyed by the war. This country must furnish the machinery material for rebuilding the industries of France. We undertake to strengthen the trade relations between France and America, and the work of this mission will last five or more years after peace has been declared. About \$160,000,000 a year is spent by France in Germany for machinery alone, and is a very small estimate of what will be spent by our people in America when trade conditions become normal."

Buffalo Trade.

BUFFALO, N. Y., November 11.—(*Special Correspondence*).—The shipments of anthracite by lake for the past week were 109,800 tons, which is a low average for this time of year. The cargoes cleared as follows: Duluth-Superior, 36,000 tons; Chicago, 25,400; Fort William, 19,500; Milwaukee, 16,300; Sheboygan, 6,600; Waukegan, 5,500; Port Huron, 500. The number of cargoes averages about three a day, while the number of vessels leaving here light is several times that many.

The demand for vessels to bring wheat from Lake Superior ports and the lack of grain at Lake Michigan ports have made it difficult to get tonnage for the latter route. But for the fact that coal shippers have contracted for vessels largely the rates would go very high. A few cargoes have been taken for Milwaukee at fifty cents, as compared with thirty early in the season, and brokers say that none could be obtained at the former figure now. Shippers are offering seventy-five cents to ports like Racine and Kenosha. The vessels taking these cargoes are liable to be sent to Lake Superior light after grain, which accounts for the dislike of going to Lake Michigan.

A fairly good demand for anthracite prevails just now, with a large share of it centered in chestnut, which is more active than for some weeks. The weather has been seasonably chilly and a large quantity of coal has lately been consumed, so that dealers' stocks have needed considerable replenishment. The lack of cars continues and coal is not coming forward as fast as desired. Any sudden change to still colder weather would result in a large amount of buying and it would be impossible for the companies to fill their orders promptly.

The bituminous trade is steady and the volume is larger than a few weeks ago. Disappointment exists, however, that it is not still heavier, and for this condition the lack of demand for coal on a large scale by Canada is assigned. The Canadian market is much depressed and from some sections it is reported that coal is so plentiful that prices are hardly up to what they are in Buffalo. But the market generally shows increased strength and no big amounts of consignment coal are threatening it.

The strength of the coke market continues and prices are the highest they have been this year. For seventy-two hour Connellsville foundry coke buyers have to pay at least \$4.85, while furnace and stock coke are both very strong.

Philadelphia Trade.

Feeling in Anthracite Trade Good With Demand Firm—Bituminous Steady.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, November 11.

Business breezes along at the same steady gait that has been set for the past couple of months and both hard and soft coal men who were inclined to believe that it was only a flurry that "shot things along" are changing their opinion of the market in general.

In the anthracite lines there has been a better feeling shown in the past week than, really, since the season for hard coal sales opened. While the estimated decrease in the tonnage was not as high as was forecasted still the shortage is well within the three million mark in production for this year as against last. This in itself is an indication that there will not be a volume of coal on hand when the real cold weather comes. The mines are running full time and there has been no untoward conditions in the regions so far to contend with, so even soft weather conditions have not been the detriment that they usually are.

In this market pea is again "the top of the heap." Demand for this—the poor man's fuel—has again risen to its usual November volume and the raise in price of twenty-five cents on the ton did not in any way cut down on deliveries. Nut coal also has been in strong demand, with chestnut closely trailing it. The buckwheat and smaller sizes are well taken and the demand increased considerably with cooler weather the forepart of the week.

In the retail lines there was an endeavor to get the price cutters and those who have slashed even lower, together and show them the fallacy of their position. This came about through the medium of the Coal Exchange. The effort came to little, however, for the dealers who have been underselling held to their position that it was strictly their own affair whether or not they wanted to undersell competitors.

Bituminous Situation.

Little change has been observed in the market here in the last week. The even keel on which soft coals have been sold during the last couple of weeks continues. The yards at the piers are kept clear of any great amount of free coal and spot sales are made at varying prices.

The Pennsylvania railroad, which has been stocking coal since September, placed a time limit on deliveries for their requirements at November 10. This has again been raised and deliveries will be made on this up to the last of the month. The effect of this will be that Greensburg coals will be practically out of the market until that time. For the past six weeks quotations on these have not been made, unless for a scattering car or two.

The Fairmont coals, after an up-turn in price that reached as high as \$1.15, have settled back and could be bought from ninety cents to a dollar. Fairmont business in this market always has peculiar angles and this time it was in the fact that the above price took in anything from run-of-mine, slack or three-quarter inch screened lump.

Clearfield and Somerset coals are held from \$1.15 up. The "up" in this instance meaning that higher grades can be bought for the price that the mine operators hold them. And this constitutes another peculiar twist to the market. The operators have set ideas on what their coals should bring, delivered, and there have been instances within the week where coal could be bought cheaper at the piers than from the mouth of the pit.

Philadelphia News Notes.

Mr. Burton of Burton, Smith & Co., of Boston, was in the city this week.

W. H. Patterson of the Jaffa Coal Company of Clearfield was seen among the trade on Tuesday.

J. E. Atkinson, of the Excelsior Coal & Coke Company of Harrisburg, was one of the trade visitors of the week.

R. B. Isner, assistant general manager of the Davis Colliery Company at Elkins, W. Va., made a call at the local office while on a trip east this week.

R. H. Knode of the National Fuel Company of Pittsburgh was one of the trade visitors of the week. Other Pittsburgh representatives who were in the city were George Paull of the Com-

monwealth Fuel Company and J. H. Hillman, Jr., of J. H. Hillman & Sons Company.

H. C. Pearson and John Kuhn of the local office of the Van Wickle estate were in Hazleton during the early part of the week looking over the properties of their company.

Morris B. Williams, president of the Susquehanna Coal Company, returned last week from an extended trip to the west, on which he reviewed the trade situation as far as Chicago.

W. S. McDowell, retail dealer in Chester, was one of the coal men on whom political office has been thrust. Mr. McDowell was elected mayor of Chester, Pa., at the recent elections.

R. Havemeyer and W. F. English of the New York office and Lloyd McCrum of the Victor Coal Company, Somerset, were callers at the W. H. Bradford & Co.'s offices within the week.

W. J. White, who was formerly general manager of the operations of the Brownfield Coal & Coke Company at Uniontown, Pa., has joined the local sales force of the Gano, Moore Company.

E. H. Hemingway, of W. C. Mason & Co. of Hartford, Conn., was in the city this week. Other New England visitors were A. R. Kloten of W. C. Saxton & Co. of Albany, N. Y., and A. P. Bryant of the Spring Coal Company of Boston.

The "Jonancy," the new 5,000-ton collier built by the New York Shipbuilding Company for the Pocahontas Navigation Company, was launched at the company's yards in Camden on Tuesday of this week. She will be placed in the New England trade as soon as completed.

The Emmons Coal Mining Company, which has been located on the twelfth floor of the Land Title building for more than a year, moved to larger and more commodious quarters on the eighth floor of the same location this week. With the move came also an enlargement of office force, equipment and furniture.

J. Blair Kennerly has leased a going property of 550 acres on the Baltimore & Ohio Railway in Somerset county on which he will make some improvements and expects to be ready to ship about January 1, 1916. Shakers for making lump and egg will be installed and special attention will be given to preparation for the western markets.

Dr. C. W. A. Veditz, United States commercial attache to the consular service of Spain and France, a former Philadelphian, has returned from several months spent abroad. He is highly enthusiastic over the broad scope that American coal would have in the countries named. Dr. Veditz is making his headquarters at the Chamber of Commerce and is most willing to supply information to those who are interested in export trade.

Though a recent news note in another paper would have it that there was quite a little mystery in the awarding of a contract for the coal supply of the Frankford arsenal, a little investigation reveals nothing of the kind. When bids were asked last June for this supply it was for six months only. The federal government had plans for a change in stokerage at the arsenal and this would change the type of coal to be used. It was hoped to have them installed by the fall. This, however, was found to be impossible and the same contract as was offered in June was again opened. The George B. Newton Coal Company was the lucky bidder and got the contract at \$2.78 a ton delivered.

A deal was consummated early in the week by which the Midlothian Coal Company, a property operated by Percy Heilner & Son at Dudley in Huntingdon county, was turned over to other interests. The new owners will continue to operate the property under the former company name. W. H. Bradford is the new president and R. R. Reutlinger, secretary-treasurer. The output of the mines will be sold through the W. H. Bradford Company, Inc., of this city. The Midlothian property was opened within the past year and the new owners are already arranging to increase its output.

All sorts of speculation is being indulged in by the local newspapers as to the result of the return of the state tax on hard coal to the retail merchants. Philadelphia, being one of the largest users of anthracite for household purposes, is particularly interested in whether or no the consumer is to get some of the money that has been going toward an anticipated collection of the odious tax. Interviews, ad. lib. have been published to indicate that the small consumer is likely to receive little sympathy from the retailer. Inability to trace sales affected by the tax is given as one reason, while another is whether or no the retailers allowed for the whole absorption of the tax fixing their price. In the case of

the large consumers where tax charges were added outright and so specified on the bills, there will be no question as to these people getting the return of money that the tax charge would indicate. Few retailers, if any, made such indication on their bills to users of small tonnage—and there you are. Into this sorry muddle the newspapers have injected a demand that there be an immediate reduction of twenty-five cents a ton on retail prices. This is ludicrous. The 1915 law is still in effect. The companies say that no return can be made until the unconstitutionality of the law is admitted by the state.

A dispatch from Scranton Pa., on November 9th, says that bond and trust note holders of the Lackawanna Coal & Lumber Company, one of the T. J. Foster-W. L. Connell enterprises, to the number of 150 met here this afternoon for the purpose of devising some plan of saving the company from the financial rocks.

According to W. L. Connell, president of the company, who gave out a statement following the meeting, fifty-five per cent of the bonds were represented at today's meeting and it was purely an administration gathering. All the propositions submitted by Mr. Connell were unanimously adopted. The main one was that bond and note holders who have not yet done so subscribe up to six per cent of their holdings of new bonds of the company to be issued at seventy-five per cent of their par value, with a fifty per cent bonus in stock of the company. It is also proposed that the bond and note holders surrender their 1915 and 1916 coupons and their short term notes for preferred stock of the company, which it is proposed to issue.

Under the resolution it was also decided to increase the board of directors by five members to be chosen from the bondholders, and it was announced at the conclusion of the gathering that those chosen as members of the board were Edward F. Fletcher, former mayor of Worcester, Mass.; James N. McKinney, iron manufacturer, of Albany, N. Y.; F. M. Benning, D. L. and W. Superintendent, Hoboken, N. J.; Calvin G. Turner, of Wilmington, Del., and George S. Evans, of New York.

Following the meeting, President Connell gave out a statement to the press in which he declared that the action of the bondholders relieved the company from all overload charges for a period of two years, placed it upon a strong financial basis and gave the management enough money to make improvements necessary to the property.

Duluth Trade.

DULUTH, MINN., November 11.—(*Special Correspondence.*)—As compared to October, 1914, the same month this year was short 209,144 tons in receipts of soft coal, and ahead by 26,493 tons of hard coal. This is just about in line with the situation as between the two seasons to date. In hard coal, up to November 1st, this year, 74,920 tons more were received than last year at the head of the lakes, and the soft coal receipts are 1,735,687 tons less.

The fact that a much larger percentage of soft coal was left on the docks when the navigation season opened this year than in almost any other year in the history of this port as a distributing point, is the chief factor in explanation of the shortage of receipts this season. But coal dock superintendents express a doubt as to whether or not there will be enough coal for the winter's needs.

The total receipts to November 1st, this year and last, were as follows:

	Anthracite.	Bituminous.	Total.
1914	1,276,600	7,346,000	8,622,600
1915	1,351,520	5,610,313	6,961,833

The receipts last month, by companies, were as follows:

	Anthracite, Tons,	Bituminous, Tons,	Total, Tons,
Northwestern	47,000	70,568	117,568
Pittsburgh	39,300	69,000	108,300
Berwind	9,000	77,600	86,600
Steel Corp. ....	.....	163,500	163,000
Hanna	11,000	75,000	86,000
Reiss	14,500	78,500	93,000
Carnegie	14,000	59,000	73,000
Zenith .....	.....	67,500	67,500
Clarkson	3,000	61,000	64,000
Great Lakes .....	.....	47,500	47,500
P. & R.	22,500	29,000	51,500
Northern	9,500	28,000	37,500
Lehigh Valley	19,500	.....	19,500
Sunday Creek	26,000	.....	26,000
Island Creek .....	.....	29,000	29,000
Boston	7,000	5,000	12,000
Totals	222,300	860,168	1,082,468

November, to date, shows even a heavier falling off in receipts than that shown in October.

New England Trade

BOSTON, November 11.—(*Special Correspondence*)—The atmosphere in the local wholesale bituminous trade seems less depressing than it was a week ago. No further statements have been given out by the Darrow-Mann Company, the New England Coal & Coke Company, or other price-warring factions. It would seem then that the better feeling in the trade is due more to a revival of business rather than to any prospects of a peaceful settlement of 1916-17 prices.

Unknown to the trade, however, there is a very strong possibility that no more 1916-17 price concessions will be announced by New England distributors. A week or so ago, when everybody was completely upset over price reductions, one of the interests is reputed to have got busy, and within a few days secured every inch of available open 1916-17 barge and steamer space. In other words, they practically cornered the available water freight market, which naturally places the company in a decidedly favorable position as to transportation, and at the same time makes further bituminous price concessions by other concerns a rather dangerous undertaking. The sharp advance in water freights during the past week clearly demonstrates that vessel space is in limited supply.

Another feature of the present price-war is that some of the firms engaged in it have been unable to book as much 1916-17 business as they had hoped to; consequently further cuts are not probable. Consumers and retail distributors, as a whole, have not been in sympathy with the price war for the reason that wholesale distributors have not, in some cases, signified their intention of selling coal at prices named in contracts unless the vessel freight rate market remained at the level quoted a week ago, or declined. The possibility of being "sewed in" with a distributor on a contract governed largely by water freights and with possibilities of further price concessions by other distributors has caused most prospective buyers to hold off for further development. As matters are today, however, the chances are that 1916-17 prices will go no lower unless a sudden ending of the European war should throw upon the market a large amount of additional steamer space. The end of the European war seems a long way off, notwithstanding Wall street reports to the contrary, and consumers in buying coal should make certain that the seller will be able to deliver it next year.

Wholesalers say the demand for next contract coals is all that could be desired. No one hears of requests for deferred deliveries these days, a fact attributed by some houses to the fact that supplies will be cheaper next year and that the water supply of many mills, etc., has been greatly reduced within the past fortnight. Then, too, hotels, office buildings and apartments are consuming more bituminous and this helps to deplete stocks held by the retail trade. One actually hears of new contracts for this season's delivery on a basis of \$2.85 f. o. b. Hampton Roads ports for New River and Pocahontas. There is still plenty of coal at loading ports, but there is some question of getting it to Boston. Some of the wholesalers are not finding space and for that reason not overjoyed at having taken on new business. At Mystic Wharf more New River and Pocahontas has sold at \$3.75 per ton on cars during the past week than has been the case before in a long time. That market is very far from active, however, and a buyer of large amounts could undoubtedly secure same at less than \$3.75. Georges Creek, at Mystic Wharf, is quiet, but very firm at \$4 per ton or better. Pennsylvania bituminous is higher at \$1.10 to \$1.65 per ton on cars at the mines. A week ago they were \$1.05 to \$1.60. Car shortage is one reason for the advance in Pennsylvania coals.

The car shortage is not limited to the bituminous field, however. All-rail anthracite has been coming along slowly and the freight congestion at Harlem river has not helped. The demand for all-rail coal, particularly at Connecticut points, is excellent. Many cargoes have been disposed of since last reports in addition to the all-rail business. Lynn, Salem, Beverly, Boston, Providence and Pawtucket have all figured prominently in takings of large lots of anthracite. The best part of business is that the demand runs to all sizes, but stove, as of old, is the best seller. Egg is in better demand than it has been before in a long time, and nut sells well. The demand for pea, as one dealer puts it, is "fine" and supplies are quite small. Broken is being taken every day on a basis of \$5.10 per ton alongside Boston Harbor. There

is just enough buckwheat coming along to fill contracts, and dealers in almost every instance will not take new orders, as they will have all they can do to supply consumers' needs up to April 1st.

Vessel space from Hampton Roads ports to Boston is now quoted around \$1 per ton, and there is nothing in view to indicate lower prices. From New York to Boston the market is very strong at fifty to fifty-five cents a ton.

Baltimore Trade.

BALTIMORE, November 11.—(*Special Correspondence*)—The export coal business from Baltimore is being knocked into a cocked-hat by the high freight rates demanded by bottoms not under time charters. Grain and ore men have captured most of the unattached boats reporting here by the offer of freight rates that are out of reach of most of the would-be coal exporters at this port. The result has been that there has been a drop from the weekly foreign movement of between 50,000 to 80,000 tons as noted in the recent summer months to totals of between 17,000 and 30,000 tons for a six-day working period at the piers. The past week saw a movement of 16,925 tons for foreign ports, the lowest total loading for many weeks past.

The October movement, too, showed a falling off as compared with recent months, and the prediction is made that November will be considerably off those figures. Italy again took the largest amount. The consignments by foundries for the month were:

Sweden	32,239
Egypt	7,035
Dutch Guiana.....	849
Argentina	8,105
French West Indies.....	3,247
Spain	3,107
Italy	58,522
Cuba	26,548
Total	139,652

Interesting a much wider field than exporters, however, came a break for a time at least in the wretched car situation. Rolling stock was in better supply nearly all week, and while some did not get all the cars desired, most of the producing interests were enabled to catch up on business that had fallen far behind because coal could not be moved as ordered and mined.

While there was a somewhat better supply noted of fuel for the open market, there was no flood of coal in this direction, and the price list remained firm. Contracts existing and general business demands now make it sure that but little extra coal will be offered during the winter months. Rates to the trade are about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$1.05@1.10	\$2.48@2.53
Run of mine .....	.95	2.38
Slack	1.00	2.43
Somerset—		
Best	1.45	2.63
Good	1.25	2.43
W. M. R. R.—		
Freeport	1.10	2.28
P. R. R.—		
Best South Fork.....	1.40	2.58
Miller vein.....	1.30	2.48
Ordinary	1.10	2.28

The coke market is possibly a little easier. Best Connellsville cokes were offering around \$2.50, while best West Virginia products brought about \$2.35 generally. Forty-eight hour Connellsville was offered at \$1.95 and West Virginia at \$1.80.

Anthracite men report that they are busy. Smaller sizes are in specially good demand, pea coal being a feature of the market. It was the heavy call for this fuel that forced its price up a year or so ago.

Bunker business is very good here just now. The foreign fleet moving from Baltimore is the largest in a long time. A total of 104 large foreign steamers reported here for loading in October. The number of vessels under American registry has also increased greatly in the tramp trade, and about forty of these loaded here for foreign ports in October.

Denver Trade.

DENVER, November 11.—(*Special Correspondence*)—Dullness has ruled this market for the past ten days, owing to the extremely warm weather. The past few nights have been close to the freezing point, however, and this change has materially aided local retailers this week. The storing of coal for domestic purposes still continues, although not to as large an extent as two or three weeks ago. Jobbers generally report that there is a better country demand.

Production has not materially decreased from

last week. Lignite mines are very busy on the sugar factory demand and tail-end threshing requirements. The lignite output will run almost eight-five per cent of capacity tonnage for the week.

Trinidad and Walsenburg tonnage is very satisfactory, and Canon City is steadily increasing its output. Trinidad will lead the state in production for the week, with Routt county a close second. The demand is better for the latter product than at any time since the opening of the present season. Anthracite producers are swamped with orders based on anticipated future requirements, following the prediction of a hard winter later on.

There is no change in the slack situation, and the supply and demand for all grades seems very evenly balanced. Prices are unchanged.

The following prices are ruling, f. o. b. mines, for lignite: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. Points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Omaha Trade.

OMAHA, NEB., November 11.—(*Special Correspondence*)—General conditions in this territory have been anything but favorable to the coal industry. Continued warm weather after a record breaking October has almost completely stopped the retail stocks moving, upsetting the calculations of the retail dealers, making it impossible for them in a great many instances to handle coal which they had ordered to finish stocks, resulting in considerable coal being refused, and as a result, transit shipments offered at very low prices.

The steam market is especially weak, Kansas screenings finding very few buyers at \$1.25.

General business conditions are good and the continued warm weather has helped the corn out in some localities.

The market prices on standard lines of coal are as follows:

	F. O. B. Mines.	F. O. B. Omaha.
Southern Kansas—		
Nut	\$1.85	\$3.30
Slack	1.25	2.70
Franklin County—		
Lump	1.60@1.75	4.10@4.25
Egg	1.60@1.75	4.10@4.25
Nut	1.60@1.75	4.10@4.25
Williamson County—		
Lump	1.45@1.60	3.95@4.10
Egg	1.45@1.60	3.95@4.10
Rock Springs—		
Lump	2.50	6.25
Nut	1.75	5.50
Arkansas Anthracite—		
Lump	3.85	6.85
Broken sizes.....	4.10	7.10
Colorado—Routt County, Walsenburg and Canon City—		
Lump	3.00	6.75
Nut	2.25	6.00
Pea	1.25	5.00

Southwest Trade.

OKLAHOMA CITY, OKLA., November 11.—(*Special Correspondence*)—As has been said in this column Oklahoma is industrially and domestically in the clutches of oil and gas, so far as the coal industry is concerned. Because this is true, the following editorial, taken from the Oklahoma City Times, is full of hope for the "watching and waiting" coal men of the state:

"A year ago the oil industry was prostrated. Cushing was producing in the neighborhood of 300,000 barrels of refinable oil a day, and every available market was glutted.

"At the close of last week the daily production of Cushing was down to 118,000 barrels, while the total production of the Kansas, Texas, Oklahoma and Louisiana fields, refinable oil, was 363,500 barrels. In a very short time now the available locations in the Cushing pool will have been drilled up. When that time comes and there will be no more new wells to hold up the daily average, the slump will be even more marked. A year from today it is entirely likely that the Cushing production will be around 50,000 barrels at the most.

"Thus within three years from the day of its discovery the greatest oil pool ever known will have come and gone. That is the history of oil fields. . . .

"There is an apparent shortage of oil just now. The world requirements are vast, and from whence they are to be supplied seems to be a serious question. Values are appreciating."

Practically all the industries of the state today are using oil or gas for fuel. Almost every city of any size is supplied with natural gas. Thus, it would seem, if the above prediction is true, that the coal industry in Oklahoma may again come into its own.

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Why Miners Will Attack Anthracite Companies.

Through the coal trade the belief is growing rapidly that the anthracite field is to be the center of a great labor struggle next spring. Among the long-headed coal men there are indications of general alarm touching the coal supply for this winter and next year. This is not yet felt by the general run of coal men. Certainly the people themselves have taken no notice of the situation. Not even in the east are the ultimate consumers storing any coal to tide them over the period of labor trouble and car shortage.

The labor situation, generally and specifically as to the east, seems to be about as follows. The international union is in debt to the various locals to the extent of about \$1,000,000. It has no funds for a big fight unless it can borrow from the local unions.

The state union in Pennsylvania should be in pretty fair financial condition because its members have had work a good part of the time for nearly eighteen months. Still, it has been extravagant and has loaned money to the international. It is not financially robust.

Ohio, of course, has no money left. It is as badly off as is the international. It can't lend and may have to continue to borrow.

Indiana and Illinois miners have been working only half time for the last year and besides the union has been lending money to the international. The position of these states is only fair. Michigan is a matter of small consequence.

The southwest has been working right steadily and the payments by miners into the union have been fabulous. Still, the state officers have spent money lavishly. Also, they have loaned extensively to the international union, particularly to fight the war in Colorado.

Thus, taking the situation broadly, the union is not in a good position financially. It certainly is in no position to undertake any such a national fight as would be indicated by insisting upon demands in all places where contracts expire next April. At the same time, some demands must be made and sustained by a fight. The question is: "Just where is it most important to fight and just where have concessions so far been least important?"

Ohio surely has paid all that it can. The union knows that it has gained so much in that state the operators cannot pay unless the railroads are first robbed. So, the Ohio miners have started on a campaign to pillage the railroads to make good their demands upon the operators. Thus, it need not be expected that Ohio will be the center of any strong demands from the miners.

No Confiscation Yet.

Illinois, likewise, has been bled until no more blood is left. The next demand of the miners' union will be one of the semi-final steps toward the confiscation of the mines. The union, while anticipating such a movement finally, is not yet ready for such a bold move. It has not the finances to support its proposal to seize. So, Illinois need not be expected to be the center of any great labor war. About the only thing that Illinois will be asked to do is to rearrange the matter of field differentials. This need not be serious if the operators there can hold together.

Indiana may be asked to come up to Ohio's standard on the mine run question. But whether the miners will make a stand on that point depends upon how badly the union thinks it needs Indiana as a revenue producer. The probabilities are that Indiana will not be disturbed, since the miners need money more than they need Indiana in the list of "mine-run" states.

Iowa and the southwest always trail Illinois, so they need not be expected to have any serious demands made upon them.

When we get into the eastern states the situation begins to change very rapidly. The east promises to be the seat of war. As one man expressed it:

"It is a presidential year next year. At such times no labor disturbances are wanted. However, Pennsylvania is so solidly republican under

They Want to Command the Anthracite Field and Think the Death of Mr. Baer Gives Them a Chance—A Disturbing Outlook.

all circumstances that an outburst of the union, especially under a democratic administration, might not be displeasing. So, the republicans will not do what they did to save McKinley—intercede for peace through the party bosses and the labor leaders."

Pennsylvania's Position.

There is reason to doubt that the union demand will be made upon the whole state of Pennsylvania this year. Of course the union wants western Pennsylvania on the mine run basis. It wants to level conditions there up with those in Ohio. Still, the time is hardly right for such action. That is, the miners have appealed to the operators on this mine run question as long as they propose. They do not want another such a rebuff as they have gotten every time the question was raised. Therefore, they are going to take the simpler route and try through the legislature.

Also, they have other things they want to ask from the general assembly. The thing nearest their hearts is a complete divorcement of coal mining from railroad and other large control. They have in mind a large campaign along that line.

The legislature of Pennsylvania, however, does not assemble until the fall of 1916. The miners cannot hope to have their big legislative program adopted in time to influence the wage agreement of next April. On that account, the writer rather expects that the demands on the western part of Pennsylvania will be nominal, with negotiations rushing to a quick and rather easy compromise, because the union will need the revenue from the working miners.

Trouble begins to appear when one gets into the central field. That district of Pennsylvania has never been brought fully under union domination. There is one whole district in which the union has no foothold. There is another district where the operators still dare to assert their independence. It will be remembered that at one time the operators, even in the organized field, put it squarely up to the union leaders to discipline their men or the association would dissolve and with it would end the labor agreement. This was a species of rebellion which the union officials cannot broach. They want these operators to understand once and for all who is boss in the coal fields. They want to bring these operators to the same degree of subjection as the operators in Ohio and Illinois have admitted.

First to bring the union operators under their control and second to unionize the entire field, the writer believes the central portion of Pennsylvania is in for a hard fight.

The Real Eastern Struggle.

These things, however, are merely preliminaries to the big fight. They are mere outpost skirmishes when compared with the battle which is being planned for the anthracite field. There the situation is so intense it is gripping. The anthracite operators have always shown a stiff backbone when it came to a question of recognizing the union. That, however, was when George H. Baer was alive. Now Mr. Baer is dead. The miners know it. The operators are keenly appreciative of the fact. You cannot talk to a man east of the Alleghenies without knowing what a hole was left in the anthracite organization by the death of this masterful leader.

The miners say that they are going to fill this gap by inserting their own organization. They say that what Baer was to the anthracite field, they propose to be. They say that for the masterful Baer they are going to insert John P. White.

They propose, without saying it just that way, to put a mouse in the chair of the dead lion.

What they really want to do is to seize upon this opportunity, before the operators' lines are reformed, to break down the old resistance of the entire anthracite field to the miners' union. So long as Baer lived, they knew they could not do it. With Baer gone, they think they have a chance now if ever they had one. Some few of the operators—but not many—think the reasoning of the miners is pretty sound. They think there is real danger of union success. That is why the long-headed operators are expecting a serious fight there next April.

To get this thing exactly straight, and perhaps to prove that the union is mistaken, we have to go back three years to get the operators' point of view on the miners and to understand the whole plan of campaign. The operators made two concessions at that time which for a while they did not understand. The first one of them was the abolition of the old percentage contracts. The miners, theretofore had been paid a percentage of the price at tidewater of anthracite. They wanted to be paid on a mine basis alone. The curious part of it was that in having this demand allowed, the miners actually gave up about a cent and a half a ton which they might have had. It didn't seem reasonable they would thus give away money.

The Goal of the Miners.

Then the truth of it all came out. The miners were not fighting for money. They were fighting for the mastery of the anthracite field. They wanted the operators to acknowledge them as the leaders of the field. This was one of the first of many steps they were intending to take to have their position fully recognized. Their assumptions are colossal and mount to an aspiration finally to confiscate that field. This was one of the first steps in their program. What, to them, was a matter of a cent and a half a ton in wages when they gained the first fight for the final mastery of the field?

The second concession won by the miners was a piece of the same program. They wanted and got partial recognition of the union. The purpose of this half-loaf demand did not come out at first, but it did after the contract had been signed. Then the men in the union began to wear buttons signifying their affiliation. Those who did not wear buttons were automatically designated as "scabs." The accusation was not merely implied. It was pressed home on the other fellows in ways which only the union advocate knows about. The men were ostracized. The other fellows refused to work with them. Or, if they did work, the other fellow got the worst of it and was subjected to most of the danger.

However, such piecemeal recognition carried its own handicaps. Without full recognition—meaning the establishment of the check-off—it was impossible for the union to enforce the collection of its dues and therefore keep its men up to good standing and the union recruited to full strength. So, the union had to work its ingenuity. To do that, it started a system of colored buttons. Each month the color of the button was changed. As a man paid his dues, the old button was taken up and a new one was issued. By this change of color, the men who had paid could spot at once those who had not paid. It was like changing the pass word at the lodge. Thus those who had paid refused to work with those who had not. It was a forceful way of collecting union dues, but the union was desperate. How much simpler it could all have been if the coal company had automatically subtracted the union dues from the pay envelope. But the operators refused to play treasurer to the union and there you are.

These button strikes rose in number rapidly. According to last report, if information is reliable, there have been 225 of these strikes in the anthracite field during the life of the contract about to expire.

These incidents have warned the anthracite
(Concluded on page 412.)

Getting Rid of Pilots and Cutting Shipping Costs.

The entire east has become almost obsessed on the subject of exports. When a western man goes east, the first question his friends ask him is:

"Down here on war orders?"

Everyone wants to get to those who are placing war orders and are trying all sorts of schemes and devices to reach their goal. Those who must do the buying are so burdened with good and bad offerings they have no time to sift them into what they are. Consequently buyers are barricaded behind red tape and a system of intermediaries by whom the offerings get their preliminary sifting.

Thus the war order is the thing of the minute east of the Alleghenies and it dominates nearly everything. It is even getting into the financial center. It is dictating today the fight for control of the larger steel companies. And one with a practiced eye can see that the size of the financing means that even the financiers are stocking and bonding the new companies on the belief that this rush of orders will never abate. Steel companies which a short time ago were inconspicuous factors in the business are now being financed for fabulous sums. There may come a day of reckoning. The writer of this article hopes that it will not, but it seems inevitable.

And this same spirit of recklessness is getting into the coal trade. Coal men have the same fever of anxiety to sell abroad, but they are sobered—thank God—by the temporary shortage of ships. They cannot get their boats to carry all they would like to sell and which, no doubt, they could sell. Still, if they sold it all they would get an inflated notion of what is likely to happen after the war is over. So, the temporary shortage of ships is a mighty good thing, if you look at in the light of possible futures.

The plain matter of fact is that America is not ready for any such an expansion of her foreign business as is likely at the minute. The American coal trade is not prepared to do the business that is being offered. We have toyed with this situation for fifteen months or more and yet we are no nearer a solution of the real problem than we were then. We have made a start at getting finances arranged and we have made a start at studying credits abroad. But on two essentials we have done nothing.

The first of these is the matter of getting ships. Of that more will be said at another time. Suffice it to say now that we have done nothing.

The second is the matter of getting those ships into and out of port without paying extortionate tribute to the coast pilots. By this is meant paying a tribute which is larger than the profit of the coal company on the cargo and larger than the profit of the ship owner on the entire voyage.

America must get rid of the present pilotage system or the merchant marine propaganda is a dream. It must change the pilot system, or the American coal operator, already burdened by differentials against him, cannot compete with his foreign adversary.

This pilot system, which is under state control, is interfering with a national program. There is raised again the old question of state's rights as opposed to the national good. The best good of the nation suggests that the charges for piloting ships shall be such as will allow them to get into and out of any port cheaply to take on coal. State's rights suggest that the state shall have an unrestrained right to regulate fees so that some of its politicians may make a tremendous stake by steering ships into and out of ports. This question must be simplified before it is going to be possible for our foreign commerce to make any progress.

In this connection there is reproduced herewith parts of an address delivered recently by John W. Oast, Jr., an attorney of Norfolk, Va., before the Waterways Association at Savannah, Ga. He said:

Canal Tolls an Embargo.

"The Beaufort cut made it possible for barges to go inland behind Cape Hatteras and thus avoid the long and dangerous outside run from Cape Henry to Cape Lookout. But barges have not been able to use this route profitably because of the canal tolls, and the small cargoes to which they are limited by the shallow depth of eight feet in the Albemarle and Chesapeake canal, and of nine feet in the Dismal Swamp canal. When, however, the labors of this association brought about the purchase of the Albemarle and Chesapeake canal by the government, the Southern Transportation Company, anticipating the twelve-

Northern Ports Have Simplified Matters Greatly, But the South Still Has a Cumbersome System—Effect on Barge Traffic.

foot depth that the government proposes to give this route, began operating a few of its barges to the south Atlantic ports of Wilmington, Savannah and Charleston.

"Upon the development of this barge traffic depends the full usefulness of the projects which this association is advocating. These barges are about 200 feet long, twenty-four feet wide, have from twelve to sixteen-foot sides and no motive power of their own. They can carry about 500,000 feet of lumber on a nine-foot draft, but considerably more when fully loaded to ten or eleven-foot draft. They are the cheapest vehicles for bulk and heavy traffic because they cost less to build than sailing vessels; carry more tonnage on less draft than sailing vessels; carry a crew of two men as against eight or nine men for the sailing vessels; can conservatively operate in the inland waterways without insurance; can approximate a certainty of schedule as against the uncertainty of sailing vessels, and give better dispatch in loading and unloading.

Unnecessary Charges.

"You are, therefore, interested in the unnecessary charges which the pilotage and harbor laws of North Carolina, South Carolina and Georgia impose upon the barges using the inland waterways. I say unnecessary, because they were abolished at Norfolk in 1908 and 1910, and before that at all ports north of Norfolk.

"South of Norfolk compulsory pilotage exists against all coastwise vessels, including barges. The only exception of importance is that of steam vessels when navigated by officers holding United States government pilot licenses for the waters traversed. This exception of steam vessels is due to Section 4444 United States revised statutes; yet barges in tow of such steam vessels have to pay pilotage. Pilots are useless to barges because they must follow the tug. Their services are not needed, and when offered are not accepted; yet when they offer their services the barges have to pay. The substance of a pilot's services to a barge in tow of a tug navigated by a government pilot is to chat socially with the master of the tug, while the tug master makes his own course, which the barges following astern on their hawsers must hold. Pilots cannot charge the tug, yet the barge in its tow, a vessel duly certificated by the government to run coastwise, is compelled to pay an arbitrary charge for a service that is neither needed nor rendered.

"The reason for this is that barges came into existence long after the south Atlantic pilotage laws, now in force, were enacted, and the general phraseology of 'all vessels,' 'every vessel' and like expressions used in the pilotage laws, have been construed by the courts to include barges. The barge owners long contended that as their barges were wholly dependent upon the tugs towing them, the tugs and barges were, in contemplation of law, one vessel, and the exemption of the tug from pilotage included the barges in its tow. This contention was sustained by United States District Judge Purnell, in the case of 'The Carrie L. Tyler,' reported in 103 Federal, but, unfortunately, he was reversed and barges are still a happy sight to south Atlantic pilots.

"It would seem that the pilots would be satisfied with these conditions. But not so with the pilots of Beaufort, North Carolina. At that port they never had the energy to offer services outside the bar; but, when they became aware that the Beaufort cut was to be used they proceeded, without notice to the barge owners, to have enacted an amendment to the law, whereby they imposed a toll of about \$45.00 per round trip on each loaded barge passing through the inland waterway. Section 4969 of the North Carolina code provided that pilotage be 'collectible in Beaufort harbor from Middle Marsh to Lewis Thoroughfare.' Last March they had it amended to read 'collectible in Beaufort from Middle Marsh to Lewis Thoroughfare, and from the Neuse river side of the inland waterway, through the said waterway and out of Beaufort inlet.'

The Charges Measured.

"This amendment became effective April 1, 1915, and the first barges to pass through the inland waterway, after that date, were hailed by a pilot standing on the bank at the Neuse river and

at Beaufort Cut, and each barge then billed for \$2.50 per foot of their nine-foot draft—a one-way toll of \$22.50 for each barge. This enterprise would be amusing were it not so serious. Instead of encouraging coastwise traffic they discourage it. Fortunately, the commissioners of navigation at Beaufort are reasonable men, and in order to relieve the situation they have, for the usual fee, issued barge branches or licenses, whereby the masters of the various barges are authorized to act as pilots at Beaufort, of the barges under their command, while same are in tow of a tug. Under this arrangement and by an adjustment of the pilotage fees, which this barge branch legally entitles the masters of the barges to collect, Beaufort Cut, while still not a free waterway, is not as expensive as it might be. Were it not for this sensible arrangement, made by the commissioners of navigation at Beaufort, there would be no south Atlantic barge traffic, as otherwise the present pioneers in this barge traffic, already laboring under the hindrances of canal tolls and the small cargoes forced by a limited draft, would have given up the trade in disgust.

"The most direct relief from this pilotage would be to amend Section 4444 of the United States Revised Statutes. This section now provides that there shall be no compulsory pilotage against steam vessels navigated by government pilots. As amended it would exempt from such pilotage barges while in tow of such steam vessels. Congress should certainly be willing to do this in order that the country shall receive the full benefit of the inland waterways this association has and is urging upon it.

"Harbor masters' fees do not run into as large money as pilotage. They are, however, a heavy drain upon a traffic which works in a small margin of profit. Norfolk abolished all harbor master fees in 1910, and Baltimore, Philadelphia, New York and Boston abolished them long before that. Harbor masters are merely harbor police. Cities support their police forces, why should they not support their harbor masters? Norfolk has three harbor masters, which cost about \$6,500 a year. The northern ports have officials, with other titles, at larger salaries who perform the same duty. The aggravating circumstance about these harbor master fees in the south Atlantic is that they did not exist, as against barges, until the inland barges appeared, and then, when the barges objected to being billed at schooner rates, they created a barge rate."

Hard Coal Factories.

With the acceleration in the production of anthracite due to the fall demand comes the time-honored request from some retailer unfamiliar with the details of anthracite mining to "open another chestnut chamber." The anthracite operators devoutly wish that it were as simple as that, and patiently write to their correspondent that anthracite as it appears at the mouth of the shaft is not fuel at all, but a mixture of coal with slate and "bone" and dirt, commonly known as refuse, and that it has to be cleaned and sorted.

All of which goes to show that the knowledge is not yet common that the anthracite coal industry is a manufacturing as well as a mining enterprise, and that twenty per cent of the cost of production comes in putting the coal through the huge breakers erected for that purpose. The coal bill alone for the steam plants of these factories amounts to millions of dollars a year, as it is now necessary to burn over ten per cent of the entire output in order to operate them.

The function of these breakers is to eliminate the refuse and break and sort the coal into the required sizes. The sizing of coal requires a breaking down of the large lumps by means of rolls, which are equipped with teeth so arranged as to crush the coal with the production of the least amount of the small and unprofitable sizes. The refuse must be eliminated by the big shakers and by hand on the picking tables. After that the coal must pass for further refinement over screens, down spiral separators and through a water jig before it is ready for loading.

The Lehigh Valley Coal Sales Company is completing a new trestle at Brighton, a suburb of Rochester, N. Y. It is reported by those who have seen it to be "a thing of beauty" and to adorn rather than detract from the generally attractive appearance of a residence neighborhood. Besides this, the new trestle will be finely equipped for handling coal with dispatch.

Danger Ahead in Eastern Rail Situation.

Despite the assurances which have been given by railroad officers that eastern lines are still able to handle their traffic, more and more anxiety is being felt in railroad quarters over the export freight situation, especially at the port of New York.

An executive officer of an important railroad estimates that between 20,000 and 25,000 carloads of export freight are awaiting delivery at or near New York, or held up en route to this city. He adds that cars have actually been unloaded at points along the New York lines, because of the inability to get these cars through to New York and unloaded here. Such unloading had become necessary to release the cars for other shipments, and to get them out of the way of moving traffic.

"I do not wish to be considered an alarmist," this officer added, "because there is as yet no occasion for alarm. The question is simply whether the situation will not become worse, if effective measures are not adopted against it. In the absence of other relief, it may become necessary for the railroads to adopt such measures as are open to them to prevent the blockading of their lines—in other words, to declare an embargo upon export business until the tonnage already on hand here has been cleared.

"It occurs to me that if the right sort of co-operation among shippers could be secured, the obstruction of the railroad lines and terminal facilities might be avoided. As it is, we are almost face to face with a situation in which freight which the purchasers may not need for months, which may in fact not be loaded on shipboard until spring, prevents the prompt movement of goods needed for immediate use. It looks now as though that condition were very likely to arise in the near future.

"The railroads have no option in this matter. As common carriers, they are not allowed by law to discriminate among shippers, but must accept freight as it is offered. The only suggestion that

offers itself is that those who are in charge of the purchase of supplies for Europe extend their supervision over the transportation of these goods; in other words, that they direct shippers specifically when to ship, holding back the things not urgently required in favor of those that must be forwarded at once.

"Such a step, if practicable, would be more in the interests of the manufacturers in this country and of the purchasers abroad than the railroads, though its results would be beneficial to all concerned. The authorities in charge of purchases for the belligerent nations have or can get fairly exact data as to future sailings of vessels, and could obtain the required information as to the order in which the various purchases were desired to come forward.

"Whether such a centralized control could be established over a large enough proportion of the export trade to relieve the situation may be an open question. But I think a good deal could be done in this way, and even a little relief is worth having for the sake of preventing worse conditions later on. It would be a serious interference with the country's export trade if the accumulation of all sorts of export freight in and around New York should prevent the forwarding of commodities that must be shipped promptly to be sold at all. A good many shippers might thus find themselves deprived of their market."

It has been calculated that some of the railroads entering New York have on hand an accumulation of freight which, at the present rate of loading on board ship, cannot be cleared off in less than two months. There has been some discussion of the possibility that the British admiralty or the Board of Trade may find the means of increasing the number of vessel sailings from this port, but railroad men assume that such authorities are already doing everything in their power toward that desirable end.—*Wall Street Journal*.

A Sketch Book on Anthracite Mining.

Of the millions who rely year after year on anthracite coal to keep their homes warm and cheery, few—if "few" means darned few—know anything about the region from which came their supply. Hearer of wood and drawer of water that man in his original state was, he knew where it was easiest to get his supply. Then, when he passed the buck to some one else to provide him these things, he quickly forgot and did not care to be reminded of what he would have to do if he were to return to the primitive.

So, what was once the simple proposition of getting the firewood from the tree has come to the laborious and highly scientific method of digging it from the ground. Volumes have been written of the means and methods employed. Who has tried to "high light" a visit to the hard coal district? To reduce this last sentence to the understanding of those not familiar with newspaper slang, who has made a trip over the hard coal regions and told of the out of the ordinary things that conditions and mining have created?

It may surprise some laymen to know that every piece of coal that is turned out of the anthracite breakers is truly "hand picked." That is, to say, after all of the mechanical processes have been exhausted to remove all the bone, slate and refuse from the hard coal, every lump from pea to the biggest size, is given personal inspection that the buyer may get nothing but the coal for which he has paid.

To stand behind a breaker boy or a man that has gone over the coal and see the uncanny sixth sense with which they take away the pieces of refuse is a revelation in itself.

Figures are of interest to some folk. Here is a jolt for a few of the gentlemen who think that the coal operator is getting more than a return on the money that has been invested. It is estimated that \$250,000,000 is invested in the mining machines and breakers in the anthracite regions. To erect a breaker, sink a shaft and equip all adjuncts to produce coal from one mine means an outlay of about a million dollars. Approximately there are 180,000 men and boys employed about the hard coal operations, and of these about one-third are actually employed in digging the coal and the other two-thirds work above ground.

Speaking of cost, those who wonder at the price of hard coal have to keep in mind there is the tremendous cost of pumpage. In many places eleven tons of water have to be lifted from a mine in order to recover one ton of coal. At Keyser, a D. L. & W. operation outside of Scranton, an electric power hoist is used to lift a bucket carrying 3,100 gallons of water at the rate of a bucket a minute. This is an ocular demonstration, but in all mines there are big hydraulics that are sending forth from the mines enough water to make some river courses look a barnyard creek.

Again, miners must have fresh air. It has been said that it takes an equivalent in horse power to send in fresh air in the mines as it does to take the coal out.

A general average shows that the cost of hard coal at the mouth of the mines is about \$2.75 a ton. The profits are on the large sizes. So when the smaller sizes have to be taken to market the general profits have been cut down. The Lehigh Coal & Navigation Company has a new way of getting these to the consumer and making a profit on them. At Lansford and Hauto immense electric plants have been erected and the buckwheat and smaller sizes have been turned into "juice." This is marketed as far south as Bethlehem and the company can deliver electricity as far south as Philadelphia at a profit.

Styles in mining change just as much as milady's. Strippings have become immensely popular in the regions. Little Panama at Ebervale is about the most extensive and the coal recovered from this mine which had been abandoned as "worked out" has proved amazing. It is possible, mining men say, to get out coal from these old workings at one for ten. In other words, an overload of ten tons of rock and slate can be taken out to recover one ton of coal at a profit.

No reason exists why a colliery should not be made just as agreeable to work about as a factory that cost a great deal less. Such was the axiom of the Lehigh Valley Company, when it started its experiment at the Mineral Point Colliery. Here acres of grass have been plotted, barbered and landscaped. White-washed stones mark the walks, and the out buildings are all well painted and kept painted. They do say that the miners thereabout like the change so well that some of them come

on Sundays to use the hose on the grass to keep it fresh and green.

The burning mine—who has not read in the coal magazines of this and wonders if it really existed. It does. It is at Summit Hill, and is one of the tragedies of the regions. The story goes that this was started in 1856 by a careless miner, who left his lighted lamp against an old prop and the fire that could have been put out with a bucket of water is burning still.

Twenty years ago the fire had wormed its way through the mine so as to endanger other property of the Lehigh Coal & Navigation Company. An immense hole in the earth was blasted, but the fire beat the workers and this had to be abandoned. A couple of years ago, a barrier was erected in a trench 700 feet long, 200 feet deep and twelve feet wide. In this was placed fire clay cement and earth, with the hope that it would cut off the fire. To make doubly sure the company started a stripping operation beyond, and are now removing the coal adjacent as fast as possible.

"Mary take the tomato plants out of the bath tub, its time to put the coal in" may be a quip for the tenement dwellers of the large cities, but it does not apply in the hard coal territory. In the "City of Concrete," which the D. L. & W. people have erected back of Nanticoke all of the conveniences that modern folk enjoy are to be found in the homes there, and there may be a few of the miner's families where they do not understand sanitary laws—but they are few. And where it is found that they are abusing modern health laws, they soon are corrected. Victrolas, autos and the niceties of life are not the exception in this place; you are behind the times if you do not have them.

Effect of Proposed Increase.

The granting of the demand of the anthracite miners for a twenty percent increase in wages, formulated at their recent convention, would add 41.5 cents to the per ton cost of the domestic sizes.

It is not possible, of course, to predict to what extent the retailers might advance their prices, but it is possible to make approximate estimates as to the effect of the granting of this demand upon the cost of the product as delivered to the railroad for shipment.

According to the United States Census Report for 1909 the average wage expense for mined coal was \$1.34 per ton, and for washery coal nineteen cents per ton. As the washery product at the present time, however, is less than three percent of the total output it might well be excluded from the discussion. In 1909 five and one-half per cent of the total output was from the washeries. Including washery coal the labor cost was \$1.30 per ton.

By the wage agreement of 1912 the wage earners in the anthracite region were granted an advance of ten per cent over the rates in effect since the great strike of 1902, but the sliding scale established by the anthracite strike commission, from which the miners had obtained a benefit of about four and one-half per cent during the ten years of its operation, was abolished. The net gain in wages by the advance in 1912 was therefore only five and one-half per cent. This would make the labor cost of anthracite at the present time \$1.37 per ton.

An advance of twenty per cent would mean, therefore, an increase of 27.4 cents per ton, which on the production of 81,000,000 tons in 1914, would amount to nearly \$22,200,000. Of this total production, however, approximately 8,500,000 tons were used in the operation of the mines, and about 19,000,000 consisted of "buckwheat," "rice" and "barley," the steam sizes that are sold in competition with bituminous coal and on which prices cannot be advanced. All of the increased cost must be made up from the prepared or domestic sizes, of which the production in 1913 amounted to approximately 53,500,000 tons.

An increase of \$22,200,000 on the payrolls would, therefore, add 41.5 cents to the per ton cost of the domestic sizes. The retailer who has to pay 41.5 cents more for his coal would probably feel justified in adding fifty cents to his selling price. Are the consumers of anthracite willing to pay the additional cost?

The Philadelphia & Reading Railway has placed another order for steel coal cars, its latest order being for 500. This is an addition to an order for 1,000 steel cars made last month.

Cost and Revenue of Franklin County Coal.

The writer recently accompanied a number of coal dealers from the northwest on an inspection trip to the Franklin county mines, and was much interested in arguments made by some of the retail coal men concerning the cost of producing coal in Franklin county, the percentage of lump, screenings, etc., and the general attitude of the western dealers toward the southern Illinois coal operator as regards the alleged difference between the total cost of the coal to the operator and the price which he receives from the dealer or retailer.

In traveling about one of the mines, the dealers' committee "discovered" that the loader and machine runner received fifty cents per ton for their coal. To this was added a few cents for haulage, hoisting, top labor, etc., and on totaling up the items, Mr. Dealer was convinced, "and had it straight from the miner, and right on the job," that the total cost of producing the coal, including everything, was something like seventy cents per ton, and he was paying the exorbitant rate of \$1.50 f. o. b. mines.

However, it developed that this \$1.50 was for lump coal, and it then became necessary to figure the percentage of screenings and decide on their average revenue. After counting the cars that had been loaded, and doing a vast amount of figuring, it was demonstrated that the screenings averaged about thirty per cent, and it was agreed that the average revenue from screenings was sixty cents. On this basis the average revenue per ton to the operator figured \$1.23, so that the operator's profit was fifty-three cents per ton. Conceding the three cents, Mr. Dealer had the operator making fifty cents per ton on a production of 3,000 to 4,000 tons a day, and insisted upon the reduction of this ungodly profit by a concession on the contract prices.

For the benefit of our misguided brethren and others, who imagine they are paying too much money for their coal when they contract for coal at prices that will check fairly well with the average prices as shown on the circulars for Franklin county for a year, the writer has prepared the following data showing the percentage of sizes, and the operating costs of Franklin county coal.

The data was prepared from records of several different mines, neither the best nor the worst operations, but mines that will average fairly well in the Franklin county field. The figures are an average over a period of six months, during which time conditions were fairly normal, and although the various mines will show slight variations from these figures, the data is within reasonable bounds of an average of the district:

Percentages of Standard Sizes of Coal at a Franklin County, Ill., Mine—Average of Six Months, Normal Operating Conditions.

Lump—over 6-inch round perforations.....	19.65
Egg—6x3-inch round perforations.....	22.90
No. 1 nut—2x2-inch round perforations.....	9.77
No. 2 nut—2x1½-inch round perforations.....	10.45
No. 3 nut—1½x¾-inch round perforations.....	9.01
No. 4 pea—¾x⅞-inch round perforations.....	3.76
No. 5 duff—⅞x0-inch round perforations.....	19.28
2-in. screenings loaded direct from shaker screen	5.18

Total100.00%

*McCormick building, Chicago.

By John A. Garcia, E. M.*

A Candid Statement as to What It Costs to Produce This Coal Is Made by a Man Who Has Paid the Bills—Data Taken From Mining Company Books.

Percentage of Two-Inch Screenings to Total Tonnage.

Figures from above table.

Per cent.

No. 2 nut—2x1½-in.....	10.45
No. 3 nut—1½x¾-in.....	9.01
No. 4 pea—¾x⅞-in.....	3.76
No. 5 duff—⅞x0-in.....	19.28
2-in. screenings loaded direct	5.18

47.68=2-in. screenings percentage

Percentage of Sizes in Two-Inch Screenings.

Figures from above table.

Per cent.

No. 2 nut—2x1½-in.....	24.63
No. 3 nut—1½x¾-in.....	21.16
No. 4 pea—¾x⅞-in.....	8.82
No. 5 duff—⅞x0-in.....	45.39

100.00

It will be noticed from the above that the mine produced 47.68 per cent of two-inch screenings, which is quite different from the thirty per cent as figured by our friend Mr. Dealer.

The statement also shows that over forty-five per cent of the coal in the two-inch screenings is duff or coal that will pass through a seven-sixteenths-inch screen, and is not only difficult to sell, but brings an extremely low revenue.

In order to produce the above sizes it is necessary to construct and operate a very expensive sizing plant, but as the dealers' calculations were based on lump and screenings we will use that basis for figuring the average revenue, and will also assume that the dealers' prices are a fair average, viz.: \$1.50 lump and sixty cents screenings:

47.68% screenings@60 cents=.....	\$0.286
52.32% lump@\$1.50=.....	.785
Average revenue per ton mine run=.....	\$1.07

This is not very far from the average revenue secured by the Franklin county mines, but to lessen the argument on this point we will concede the average revenue of \$1.10 per ton mine run, f. o. b. cars mines.

The cost of production is, of course, a very variable item, each mine having special conditions that affect the cost, and each month or year showing a different figure for every mine. However, the writer, after studying the cost sheets of a number of mines, has picked out the following as a fair average, and on an annual basis, with normal conditions, the data will check well with the average Franklin county mine. The statement also shows that there are a number of items entering into the cost of producing coal whereof our western friends are unacquainted, but they are taken direct from the cost sheets, and are actual facts:

COST OF COAL PRODUCED AT A FRANKLIN COUNTY MINE.

Inside Labor—

Including the following: Digging, yardage, timbering, track laying, driving, caging, trapping, road men, bosses, haulage, inspection, electrician, brattice men, pump men, shot firers, mine examiners, handling supplies, salvage, pipe men, machine boss, etc.....\$0.7026

Mine Supplies—

Including the following: Timber, powder, machinery parts, ties, tracking, etc..... .0366

Top Labor—

Including the following: Firemen, engineers, weighman, trimmers, teamsters, stable men, bosses, smithing, machinist, check puller, handling material, electricians, miscellaneous, etc.. .0627

Top Supplies—

Including the following: Fuel, stable, oil, waste, machinery parts, miscellaneous, etc..... .0441

Overhead Local Expense—

Including the following: Superintendents, clerks, office, liability insurance, engineering, miscellaneous0369

Total operating cost per ton.....\$0.8829

To these should be added the following costs which, of course, are subject to violent fluctuations at the different mines, and the figures give our estimates based on the cost to a number of companies:

General Overhead—

Including the following: Royalty or exhaustion...\$0.03
Depreciation on equipment and development..... .02
Additions and betterments..... .01
Interest on investment..... .05
Selling cost..... .06

Total\$0.17

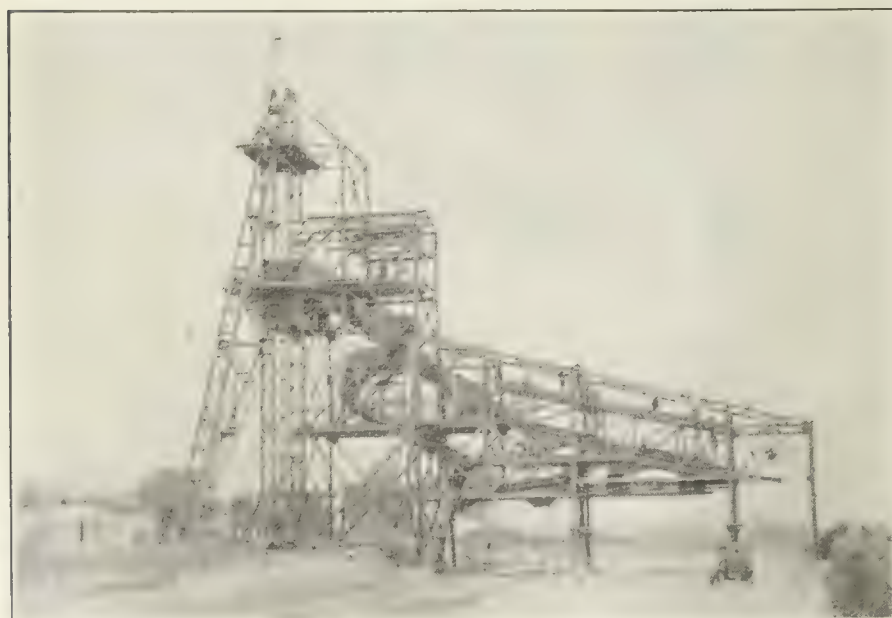
Conceding that the first two items of the above constitute a sinking fund, which is not generally the case, the total cost of producing coal at this mine is \$1.05.

The above costs do not take into consideration the very important items of idle days, strikes, explosions, fires, squeezes, etc., etc., all of which unfortunately are common enough in the Franklin county field.

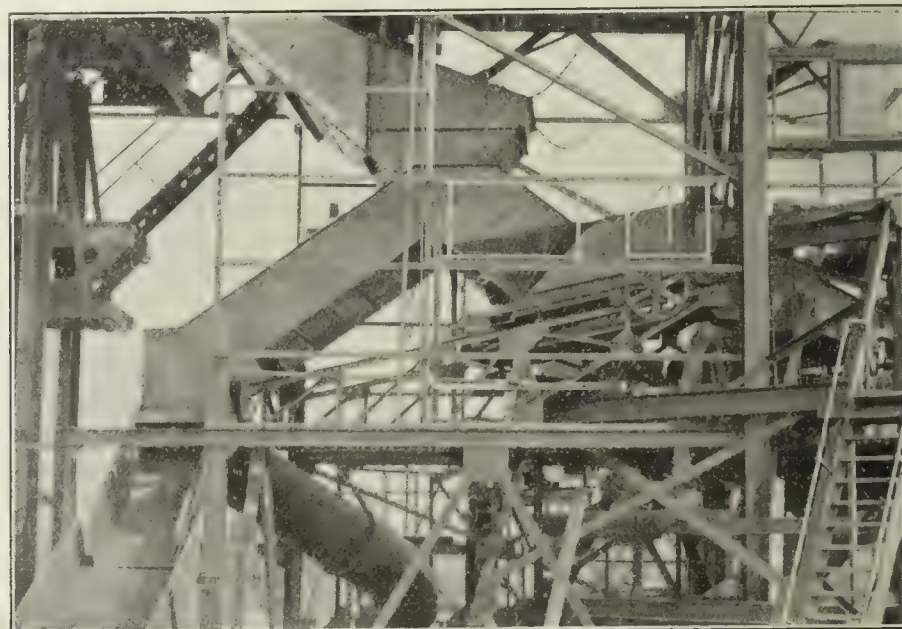
Leaving these considerations aside the above statement of facts indicates that the dealer is not paying enough for his coal, and as the operating costs at the mines have been reduced to about the lowest possible point, the only salvation for the operator is to get more money for his coal, and the writer trusts that the above facts will tend toward that end.

Major T. H. Jackson, United States Army, in charge of the Wheeling district, notified river interests and rivermen that a temporary cofferdam will be placed at Dam No. 12, Warwood, W. Va., which will obstruct navigation for a width of about fifty feet. It will be placed at a point 368 feet from the river wall of the lock. The navigable channels will be open for a width of 350 feet adjacent to the river wall and 300 feet in width adjacent to the river.

Latest advices show that the total amount of coal mined during the month of August at Port Natal (Africa) was 201,184 net tons, as against 254,261 tons for the corresponding period of 1914, showing a decrease of 53,677 tons. The amount of coal bunkered at Port Natal for August was 83,676 tons, and that exported was 38,314 tons, making a total of 121,990 tons bunkered and exported, as compared with 133,154 tons for August, 1914.



Tipples Such as This Are Built at Franklin County Mines.



Part of Rescreening Plant in Franklin County, Illinois.

	Buckwheat No. 1 and Larger Sizes.		Sizes Below Buckwheat No. 1.		Total Shipments	
	October, 1915.	October, 1914.	October, 1915.	October, 1914.	October, 1915.	October, 1914.
	Philadelphia & Reading Railway.....	1,031,456	953,625	167,828	138,431	1,199,284	1,092,056
Lehigh Valley Railroad.....	1,120,262	1,212,392	146,277	178,752	1,266,539	1,391,144
Central Railroad of New Jersey.....	714,126	752,135	181,759	159,951	895,895	892,886
Delaware, Lackawanna & Western Railroad.....	743,449	838,826	145,160	151,744	888,609	990,570
Delaware & Hudson Company.....	595,890	582,254	105,389	95,850	701,279	678,104
Erie Railroad.....	545,023	532,831	92,029	78,762	637,052	611,593
N. Y., O. & W. R. W.....	594,488	629,519	113,519	144,347	708,007	773,866
Total	183,322	189,280	25,905	25,477	209,227	214,757
Year 1915.	5,528,025	5,671,162	977,866	973,314	6,505,892	6,644,476
Year 1914.	8,019,992	8,708,209	1,175,197	1,253,399	9,195,089	9,961,608
Lehigh Valley Railroad.....	9,604,814	9,782,945	1,109,088	1,158,998	10,714,002	10,941,943
Central Railroad of New Jersey.....	5,349,427	6,162,448	1,183,267	1,289,987	6,532,694	7,452,435
Delaware, Lackawanna & Western Railroad.....	6,438,640	6,797,952	1,240,160	1,330,841	7,679,800	8,128,793
Delaware & Hudson Company.....	5,672,276	5,186,631	999,327	846,066	6,671,603	6,032,697
Pennsylvania Railroad.....	4,126,901	4,611,522	744,060	697,396	4,870,961	5,308,918
Erie Railroad.....	5,484,380	5,794,240	1,040,287	1,149,154	6,524,667	6,943,394
N. Y., O. & W. R. W.....	1,518,372	1,732,671	177,315	209,598	1,696,187	1,942,269
Total	46,215,802	48,776,618	7,669,201	7,935,439	53,885,003	56,712,057

Coal on hand at tidewater shipping ports, October 31, 1915, 625,821 tons; September 30, 1915, 633,338 tons; decrease, 7,517 tons.

Mine Clearing House

Mine Safety at Strong, Colo.

The Sunnyside Coal Mining Company, at their mine at Strong, Colo., furnishes each man entering their employ with a book of rules governing the mine. The following are the rules embodied in this book:

Number of Hours in Working Day.—The law provides that all inside men must work not over eight hours a day. All outside men work nine hours a day. All inside and outside men must be at their working places at 7:30 a. m. Thirty minutes will be allowed for the noon period.

Fall Occurring in Working Place.—When a fall occurs in a working place at any time, the miner on finding same shall immediately notify the pit boss, and the company shall cause the same to be cleaned up, unless the fall shall be due to the fault of the miner, in which event the miner shall put same in good order and condition. Preference shall be given by the company to the miner in cleaning up such fall on company time.

Fault Occurring in Working Place.—When a fault occurs in a working place, the miner may be put on company time, or may be given another place.

Timbering and Track.—All rooms, entries and other working places shall be timbered by the miner in a workmanlike manner before leaving his work, and the pit boss shall see that sufficient timber is furnished to do the work. All miners and loaders are required to lay track in their respective working places.

First Aid.—For the purpose of caring for any person or persons accidentally injured, the company will provide appurtenances and medicines for first relief to the injured. (Draeger pulmotor immediately available.)

Blacksmith Charges.—Men loading after machines will be charged fifty cents per month for blacksmith. All special work must be paid for by the miner or loader.

Coal Supplied to Employees.—For coal for employees' use the company will charge \$2.50 a ton delivered.

Grievances.—Employees may present any grievance to the pit boss and superintendent, and, failing to receive satisfaction, may take it up with the president, who will hear all complaints on pay day of each month.

Pay Day.—Pay day will be the second Saturday in each month. By request, employees will be "time checked" on the sixteenth day of each month, to include the first fifteen days' wages. An employee voluntarily leaving the company's service, giving ten days' notice to the superintendent prior to the time he leaves, will receive a time check; otherwise he will have to wait until the regular pay day for his check. An employee desiring a time check for the first fifteen days' wages must give notice at the mine office on the 15th day of the month.

Credit for Work Done.—A daily bulletin will be posted, showing the pounds credited to each loader, and the hours credited to each day man. All claims must be made within twenty-four hours.

Check Weighman.—It is perfectly agreeable to the company that the loaders and miners may provide a check weighman.

Delivery of Cars to Working Places.—The company will deliver empty cars to the customary point, and the loader will be required to deliver the loaded car to a convenient point where the company can couple rope or motor to the car. In the event of a wreck caused by carelessness of the loader, the loader will replace the track on his own time. The company will furnish sufficient sprags to protect the loader in dropping loaded cars to the point where they can be coupled to rope or motor.

Loading of Coal.—Loaders that intentionally or persistently load coal carrying more than the average of small coal, or load dirt, rock or bone,

so as to make the coal unmarketable, are subject to a reduction of weight on each car so loaded.

Carrying Powder into the Mine.—Every loader must provide himself with the usual powder carrier as prescribed by law, which must not contain more than powder sufficient for one day's use.

Safety.—All underground employes are absolutely forbidden and prohibited to travel main haulage ways during working hours, except those whose duties require them to do so, and no employe will be permitted to ride trips.

Identification.—All men employed underground must provide themselves with an identification check. Anyone entering the mine must take his check from the board and carry it with him inside the mine. Upon leaving the mine he must place his check on the board at the entrance of manway.

Application for Employment.—Anyone desiring employment with the company must make application on the company's regular form. Applicants accepted will receive one book of rules, one copy of "Colorado Mining Laws," and one identification check.

The last sheet in this book of rules is perforated, and is a receipt for the above mentioned articles, which must be signed by each new employe at the mine.

It is believed that such rules as these, placed in the hands of every employe, go a long way toward reducing the number of accidents in mines.

Colorado.

L. E. C.

Inspection of Mines.

The number of men to whom the task is assigned of inspecting all the working parts of the anthracite mines of Pennsylvania every morning before the mine workers are allowed to enter has been greatly increased in the last few years, and the inspection now continues throughout the working day. This daily inspection had been brought to such a degree of perfection several

years ago that it was being imitated in the bituminous regions of the state, but efforts to perfect it still further continues.

Each morning the assistant foremen, or "fire-bosses," visit every gangway and chamber. The districts assigned to them to cover are sufficiently small so that they can complete the inspection in from one to two hours. They make tests with their little Humphrey Davy lamps to locate dangerous gas, and when a cap of vapor forms above the flame, or it burns low, or is extinguished, no miner is allowed to enter the chamber until the gas has been swept away.

In addition to this, the timbering and the "roof" must be examined to forestall the risk of a "cave," and the inspector of equipment must examine all the fire equipment, pumps and engines for safety and cleanliness. The men entering the mine must pass the foremen's offices, at the bottom of the shafts, and each one of them must get his O. K. before he proceeds to work.

Permissible Explosives

Under date of October 25, the Bureau of Mines placed the explosive "du Pont Permissible No. 1" on its list of explosives permissible for use in coal mines. It belongs to Class 1a, ammonium nitrate, and is permissible only when used with detonators, preferably electric detonators, of not less efficiency than the No. 6. Its unit deflative charge is 278 grams; rate of detonation in 1¼ by 8-inch cartridges is 9,610 feet (2,930 meters) per second; and is manufactured by the E. I. du Pont de Nemours Powder Co., Wilmington, Del.

Under date of November 4, the Bureau of Mines also placed the explosive "Red H No. 8" on the list of explosives permissible for use in coal mines. It belongs to Class 1a, ammonium nitrate, and is permissible only when used with detonators, preferably electric detonators, of not less efficiency than the No. 6. Its unit deflative charge is 278 grams; rate of detonation in 1¼ by 8-inch cartridges is 7,590 feet (2,315 meters) per second; and is manufactured by the Hercules Powder Company, Wilmington, Del.

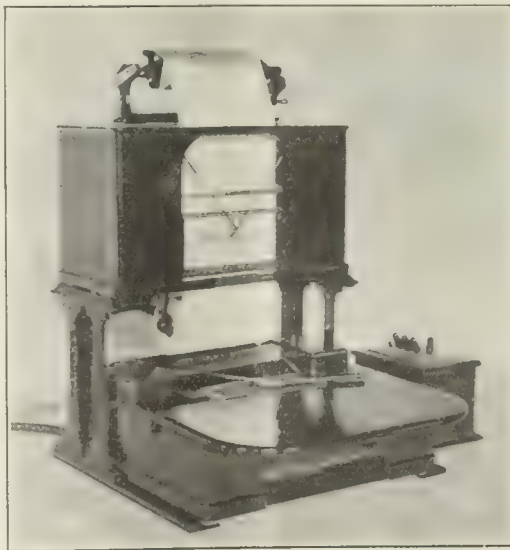
The number of explosives now on the permissible list is 136. The explosives previously placed on the permissible list are given in Technical Paper 100, "Permissible Explosives Tested Prior to March 1, 1915," and a supplementary list inclosed therewith. This publication may be procured by request of the Director of the Bureau of Mines, Washington, D. C.

J. W. Wardrop, former representative in Detroit of the Pittsburgh & Buffalo Coal Company, is now covering a section of Canadian territory for the Detroit & Pittsburgh Coal Company.

Transmitting Orders to a Distant Coal Yard.

The problem of getting a quick and accurate transmission of orders from the office of coal companies to plants and yards located at a distance from the office has been a difficult one for dealers to solve.

However, the Staples Coal Company of Taun-



ton, Mass., has seemed to solve the problem of transmitting orders from their main office to their five different yards, through the installation and use of a system called a telautograph.

This is a device sold by the Gray National

Telautograph Company and consists of an arrangement of electrical devices which transmit a written order from one point to another. In other words, the system resembles a telephone except that hand writing is conveyed over wires instead of the human voice.

As shown by the photograph herewith, the operator writes an order with a pencil on the transmitter, which is so connected with two current carrying rheostats which by its movements while writing varies the different voltages sent over the wires which operate the pen at the receiving end of the system and which reproduces the motion of the transmitting pencil.

The use of such a system eliminates all mistakes which might occur from misunderstandings in a telephone message, as the telautograph reproduces a message identically with that which it sent.

In Chicago these telautographs are leased to the Chicago Telephone Company, and which in turn are leased to those parties using them. The cost is forty dollars a year per mile of private wire, and there is no charge for the use of the device. Hence a dealer who has three yards and connects all three with his main office two miles away from each would cost him \$240 a year.

On account of the scarcity of tonnage for some ports on the Great Lakes shippers of anthracite have had to pay double the ordinary freight rates, and even more, during the past two weeks. Rates will remain stiff for the balance of the lake season.

The German Coal Situation.

(Translated for The Black Diamond.)

A German exchange of Oct. 2d contains an article by G. Gschwender of Tuebingen, who discusses the coal situation in Germany exhaustively. He says that the press and country are a unit in the opinion that a coal famine is not to be feared, but adds significantly:

"The precious fuel, it is true, has become somewhat scarce with us, but the reason for this is not to be sought in the cessation of shipments from England, but solely in the lack of rolling stock which is almost monopolized for military purposes.

"Austria is wont to buy her entire supply of coal and coke in Germany, and, if need be, is in a position to cover her wants by lignite of her own production. But Germany has in the last few decades bought large quantities of anthracite from England and, besides the port cities, it was Berlin that consumed English coal in steadily increasing quantities. It is noteworthy that in the same proportion in which the consumption of English coal increased, imports of Austrian brown or lignite coal diminished. So that the German industry, if a coal famine were to ensue, could just as Austria herself, fall back upon the latter's production of lignite. True it is qualitatively much inferior, but it must be remembered also, much cheaper fuel."

The writer then gives some interesting statistics. "Berlin," he says, "consumed in 1903 only 344,000 tons of English coal, or twelve percent of the total amount of coal used in Berlin. In 1913 the consumption of English coal in Berlin had reached a total of 720,000 tons, or nineteen percent of the total.

Against this increase, the consumption of Austrian lignite had decreased in these ten years from three percent of the total coal used to one-sixteenth percent."

A statistical table, which is appended to the article, shows that Germany imported during the normal years of 1912 and 1913 from England 9,100,000 tons of anthracite. To her other enemies Germany sold anthracite, Belgium receiving in the same period 5,500,000 tons, from which must be deducted 350,000 tons which Belgium sold to Germany. To France Germany sold 3,100,000 tons, to Italy 800,000 tons, to Russia 1,800,000 tons. Germany shipped in the same period 800,000 tons of coke to Belgium and bought from the latter 510,000 tons. To France, however, she sold 2,300,000 tons of coke, to Russia 500,000 and to Italy 170,000. Germany also shipped 750,000 tons of anthracite briquets to Belgium and France. From Austria she imported lignite to the amount of 7,100,000 tons.

On the basis of these figures the writer draws the conclusion that the cessation of exports to France, Italy, Russia and Belgium fully makes up for the cutting off of the English supply of anthracite, in addition to which, he asserts, "sight must not be lost of the opportunity to import all the more Austrian lignite coal and to render thereby a great service to our faithful ally."

International Conference.

The International Trade Conference arranged by the foreign trade department of the National Association of Manufacturers at the Hotel Astor, New York city, December 6th, 7th and 8th, promises to be a notable meeting of prominent men.

Among the papers to be presented and addresses to be made at the conference are the following: "Commercial Treaties and Their Relation to Foreign Trade," John Basset Moore, formerly counselor of the Department of State; "Transportation and Foreign Trade," by Professor Emory R. Johnson, of the University of Pennsylvania, the United States Government special commissioner on Panama canal traffic and tolls; "Credit, Banking and Exchange," J. J. Arnold, manager foreign exchange department, First National bank, Chicago; Benjamin Joy, vice-president National Shawmut bank, Boston; David H. G. Penny, vice-president Irving National bank, New York, and V. Gonzales, banking adviser of the N. A. M., delegate to the Pan-American Financial Conference, and member of the International High Commission; "General Review of the World's Commerce," Dr. Albert A. Snowden, member of the N. A. M.'s trade commission to Australia and the far east in 1914; "The Present Export Situation," Dr. E. E. Pratt, chief, bureau of foreign and domestic commerce; "International Trade as a Sign of

National Prosperity," John M. Clausen, Crocker National bank, San Francisco; "Trade Relations Between Australia and the United States," P. E. Quinn, former member of the parliament of New South Wales; "Advertising in Foreign Trade," H. M. Kahler, editor of "How to Export"; Elemental Conditions in Credit Information," J. H. Tregoe, secretary National Association of Credit Men.

Soo Canal Traffic.

The statistical report of lake commerce through the canals at Sault Ste. Marie, Michigan and Ontario, for the month of October, 1915, issued by L. C. Sabin, general superintendent, is as follows:

ARTICLES.	EAST BOUND.		Total.
	U. S. Canal.	Can. Canal.	
Copper.....Short tons..	15,526	6,752	22,278
Grain.....Bushels....	5,841,877	3,848,973	9,690,850
Building Stone.....Short tons..			
Flour.....Barrels....	934,330	638,630	1,572,960
Iron Ore.....Short tons..	5,470,808	1,405,762	6,876,570
Pig Iron.....Short tons..	6,656	2,070	8,726
Lumber.....M. ft. B. M.	58,568	4,716	63,284
Wheat.....Bushels....	47,783,522	17,603,834	65,387,356
General Mer-			
chandise.....Short tons..	40,259	16,207	56,466
Passengers...Number....	85	452	537
ARTICLES.	WEST BOUND.		Total.
	U. S. Canal.	Can. Canal.	
Coal, hard...Short tons..	260,188		260,188
Coal, soft...Short tons..	1,537,590	105,693	1,643,283
Flour.....Barrels....			
Grain.....Bushels....		373	373
Manufactured			
Iron.....Short tons..	19,652	4,726	24,378
Iron Ore.....Short tons..	1,500		1,500
Salt.....Barrels....	113,876	8,540	122,416
General Mer-			
chandise.....Short tons..	163,905	46,853	210,758
Passengers...Number....	59	313	372
SUMMARY.			
Vessel Pas-			
sengers.....Number....	2,421	810	3,231
Registered			
Tonnage...Net.....	7,305,359	1,977,901	9,283,260
Freight—			
East Bound...Short tons..	7,292,000	2,107,436	9,399,436
West Bound...Short tons..	1,999,917	158,498	2,158,415
Total freight.Short tons..	9,291,917	2,265,934	11,557,851
Short tons are tons of 2,000 pounds.			

September Coal Exports.

The Department of Commerce, through the Bureau of Foreign and Domestic Commerce at Washington, has issued its monthly statement covering the exports of domestic coal and coke from the United States, and bunker coal laden on vessels engaged in the foreign trade at the specified districts, during the month of September, 1915. It follows:

DOMESTIC EXPORTS, TONS.			
Districts—	Coal		Coke.
	Anthra.	Bitum.	
Maine and New Hampshire.	971	22	.....
Maryland .....	.....	200,926	208
Massachusetts	252	2	.....
New York.....	20,273	2,008	2,922
Philadelphia	11,552	64,351	97
Porto Rico.....	.....	60	.....
Virginia .....	.....	603,558	.....
Mobile.....	20	502	.....
New Orleans.....	59	909	.....
Arizona .....	.....	2,308	7,090
El Paso.....	.....	10,974	2,113
Laredo.....	.....	2,775	.....
San Francisco.....	.....	36	20
Washington .....	.....	521	3,345
Buffalo.....	119,440	174,251	34,316
Dakota.....	700	2,311	159
Duluth and Superior.....	6,160	1,627	182
Michigan.....	24	40,367	6,407
Ohio	36	646,287	379
Rochester	50,713	60,062	543
St. Lawrence.....	78,800	18,660	1,616
Vermont.....	790	460	15
Total	289,790	1,832,977	59,395
BUNKER COAL.			
Districts—			Gross Tons.
Maryland			48,456
New York.....			284,634
Philadelphia			29,648
Virginia (Hampton Roads).....			162,190

The Liverpool Journal of Commerce informs us that the interests identified with D. A. Thomas are quite active during his absence from Cardiff on his mission to this country for the British government. Says this paper: "Another Cardiff company, with Mr. D. A. Thomas as a director, has been registered under the style of the Plisson & Lysberg Insurance, Ltd. The capital is £20,000, in £1 shares, and the object is to carry on business as insurance brokers, agents, insurers of steamships, etc. The subscribers are Lady Margaret H. Mackworth and Mr. H. O. King, while the directors are Messrs. D. A. Thomas, E. Plisson, Lady Mackworth, W. E. Clare and A. B. Craggs. The directorships already held by Mr. D. A. Thomas number over thirty, and he is chairman or deputy chairman of most of the companies."

Trade at Para, Brazil.

George H. Pickerill, American consul at Para, Brazil, writes THE BLACK DIAMOND as follows:

"The coal consumption has decreased, but it would not be correct to ascribe the total decrease to the war. Part of this is directly chargeable to the continued lowering of the price of rubber and the fact that this reduction compelled them to resort to the use of wood, which could be obtained at a cheaper price. Many of the river steamers, ice factories, electric works and breweries are now using exclusively wood and will continue to do so for some time after a parity is established as the money spent for fuel remains in the country and has a tendency to assist general business. In regard to this last (general business) I beg to report that it is improving and the indications are that the improvement this year will be much greater than was expected. Credits today are very good. Orders still continue small in size but their frequency is highly satisfactory.

"For the immediate future in coal I can see no improvement for the reasons given. Some coal must be used, but where it can be substituted by wood there is no doubt but what the substitution will be made. Wood is selling here today at a price per meter cubic foot, which at today's exchange would be about 92c. Coal unless one has a contract cannot be bought for less than \$15.00 per ton and in some cases the prices are much higher. I cannot give you the range of prices for the reason that the principal buyer, the Lloyd-Brazileiro, do not inform their local agents as to prices and the same can in a measure be said of the Booth Company. As the coal received this year came from America, Norfolk, I have no doubt but what you can easily obtain the prices, as also the freights. The amount of coal arriving to the end of August, 1915, as tons 38,821, American 90 per cent.

Year 1914.....do.	69,387	Part Welsh
Year 1913.....do.	116,658	1/2 American
Year 1912.....do.	140,630	40% American
Year 1911.....do.	153,670	
Year 1910.....do.	150,404	

"For reasons best known to themselves the coal importers are as yet continuing to store their coal in lighters, although the Port of Para can take care of it should they so desire. The regular unloading rate can easily be run up to 600 tons per day of twenty-four hours, but 300 tons they can do easily if it is made agreeable. The old charter parties called for an average of 200 tons per day exclusive of holidays, etc., but this was mainly to allow the buyers time to deliver it to steamers without the necessity of putting it first into lighters.

"I have just had a very interesting interview with the general manager of one of the large transportation companies of this valley and I was pleased to learn that they were getting most excellent results from the American coal that they have been importing. He tells me that on some of their craft they are obtaining better results than they have ever had with other foreign coals. The friability and absence of lumps has been somewhat of a bar to the introduction of our coal but the last imports have been harder and there has been a noticeable increase in the size of that received.

"Generally speaking business has improved, but it is yet very far from being as large in amount as it was in 1912 or 1913, and I doubt very much if it will reach those figures for some years to come unless the price of rubber advances very materially. Credits on the other hand are much better today than they have ever been and the tendency is to still further improve. There has been a general tendency to reorganize all former business methods and the good effect of this can be seen in the present credit situation."

Bids were opened on Thursday, November 11, by the president of the Borough of Brooklyn for supplying 3,300,000 pounds of anthracite coal for the various public buildings, courts and baths in the Borough of Brooklyn for the year 1915. Bidders and their bids were as follows: Thos. W. Wood Sons, \$2.95 1/2 per 1,000; Bacon Coal Company, \$2.96 per 1,000; John F. Schmadeke, \$2.85 per 1,000.

The Byproducts Coke Company of Canal Dover, Ohio, has been incorporated with a capitalization of \$400,000 by H. M. Hanna, R. L. Ireland, F. B. Richards, S. W. Folsom and M. McMurray.

Coal and Coke Rates.

WASHINGTON, D. C., November 17.—The following rates have been filed with the Interstate Commerce Commission, since the last report:

Kansas City Southern, I. C. C. No. 3438, Dec. 2. (S. P. 34826.) Coal facings and coal dust from Calhoun, Okla., to Atchison, Kan., \$2.35; Council Bluffs, Ia., \$2.60; East St. Louis, Ill., \$2.30; Kansas City, Mo., \$2.10; Leavenworth, Kan., \$2.35; Mt. Vernon, Ill. (R), \$2.90; Omaha, Neb., \$2.60; St. Joseph, Mo., \$2.35, and St. Louis, Mo., \$2.10 per net ton.

Chicago, Burlington & Quincy, I. C. C. No. 11447, Dec. 10. Soft coal from Kirksville, Mo., to Council Bluffs, Ia., Omaha, South Omaha and Nebraska City, Neb., lump and egg coal \$1.40; mine run, nut, pea, slack and screenings coal, \$1.16 per net ton (R).

Fort Smith & Western, I. C. C. No. 429, Dec. 11. Lump coal from Blocker, Bohoshe, Featherston, Kinta, Lequire, McCurtain, Massey, Milton and Quinton, Okla., to Arkadelphia, Arkansas City, \$2.15; Benton, \$1.90; Little Rock, \$1.85; Hope, \$2.30; Helena, \$2.45; El Dorado, Ark., \$2.50 per net ton. Slack coal from above named points to Arkansas City, Arkadelphia, \$1.90; Paragould, \$2.25; El Dorado, Helena, \$2.25; Little Rock, \$1.60; Pine Bluff, \$1.70; Hope, Ark., \$2.10 per net ton.

Baltimore & Ohio Southwestern, I. C. C. No. 7259, Dec. 15. Bituminous coal, all grades, from Norris City, Ill., to Vincennes, Ind., 55c per net ton (A).

Baltimore & Ohio Southwestern, I. C. C. No. 7264, Dec. 15. Coal, all grades, from Springfield, Edinburg, Taylorville, Pana and Tower Hill, Ill., to Vincennes, Ind., 70c per net ton (A).

Baltimore & Ohio Southwestern, I. C. C. No. 7265, Dec. 15. Bituminous coal from Beckemeyer, Breese, Caseyville, Lebanon, O'Fallon and Trenton, Ill., to Chicago, Ill., proper, \$1.02; when for beyond, 92c per net ton.

Baltimore & Ohio Southwestern, I. C. C. No. 7267, Dec. 15. Bituminous coal from Beckemeyer, Breese, Caseyville, Lebanon, O'Fallon and Trenton, Ill., to Chicago, Ill., proper, \$1.05, for beyond, 95c; Joliet, Ill., \$1.05; Peoria, Ill., proper, 97c, when for beyond, 75c, and Whitehall, Ill., 80c per net ton from Edinburg, Pana, Taylorville, and Tower Hill, Ill., to Chicago, Ill., proper, 97c; for beyond, 87c; Joliet, Ill., 87c; Peoria, Ill., proper and for beyond, 77c, and Pontiac, Ill., 87c per net ton.

Chicago & Alton, Sup. 13 to I. C. C. No. A468, Dec. 15. From East St. Louis, Ill., to Carbon Cliff and Silvis, Ill., lump, egg, nut and mine run, pea, slack and screenings coal \$1.20 per net ton (A); to Moline, East Moline, Rock Island, Ill., and Davenport, Ia., lump, egg, nut and mine run and pea coal, slack and screenings, \$1.15 per net ton.

Chicago & Alton, I. C. C. No. A823, Dec. 15. From Joliet, Ill., to Chicago, Ill., soft coal 55c (A) and hard coal 50c per net ton; gas coal from Chicago, Ill., to Joliet, Ill., 45c (A) per net ton.

Chicago & Alton, I. C. C. No. A824, Dec. 15. Hard coal from Chicago, Ill., to Davenport, Ia., Moline, Rock Island, Milan, Taylor Ridge, Reynolds, Doratha, Matherville, \$1.30; Gilchrist, \$1.196; Aledo, Burgess, Suez, Norwood, Springdale, Cedar Hill, Riverside Park, \$1.196; Sickman, Butler's Siding, Cameron and Gales, Ill., \$1.13 per net ton.

Chicago Great Western, Sup. 36 to I. C. C. No. 4908, Dec. 15. Bituminous coal, passing through screens not exceeding in size 1½ inch bar and 2-inch round hole, from Milwaukee, Wis., to McInture, Ia., and Osage, Ia., to Hamilton's Siding, Ia., \$1.46 per net ton; from Duluth, Minn., and rate points to Mason City, Ia., and directly to intermediate points, \$1.46 per net ton.

Cincinnati, Hamilton & Dayton, I. C. C. No. 3123, Dec. 15. Bituminous coal from Keys, Ill., to Walkerton, Ind., 77c per net ton (A); applies only on shipments destined beyond.

Northern Pacific, I. C. C. No. 5920, Dec. 15. Lignite coal from Lehigh, Zenith, and Belfield, N. D., to Carlyle, Ollie, Mont., \$1.00 (R); Yates, Mont., 90c; Wilbaux, 95c; Beaver Hill, Heckman, Hodges, Iona, Allard, Curry, Glendive, \$1.00; Stipek, Intake, Burns, Savage, Craneville, Sidney, \$2.00; Thurston, \$1.10; Colgate, \$1.25; Hoyt, \$1.30; Marsh, \$1.40; Conlin, \$1.50; Fallon, \$1.60; Cato, \$1.65; Terry, \$1.70; Kamm, \$1.75; Blatchford, \$1.80; Zero, Mont., \$1.85; Shirley, \$1.90; Jordan, \$1.95; Tusler, \$2.00; Murn, \$2.05; Miles City, \$2.10; Fort Keogh, \$2.10; Ulmer, \$2.15; Horton, \$2.20; Clermont, \$2.25; Hathaway, \$2.30; Joppa, \$2.35;

Rosebud, \$2.40; Dewey, \$2.45; Forsyth, \$2.50; from Medora, N. D., to Carlyle, Mont., 90c; Ollie, Mont., 90c; Yates, 80c; Wilbaux, 85c; Beaver Hill, Heckman, Hodges, Iona, Allard, Curry and Glendive, Mont., 90c; Stipek, Intake, Burns, Savage, Craneville, Sidney, Mont., \$1.90; Thurston, Mont., \$1.00; Colgate, \$1.15; Hoyt, \$1.30; Marsh, \$1.30; Conlin, \$1.40; Fallon, \$1.50; Cato, \$1.55; Terry, \$1.60; Kamm, \$1.65; Blatchford, \$1.70; Zero, \$1.75; Shirley, \$1.80; Jordan, \$1.85; Tusler, \$1.90; Murn, \$1.95; Miles City, \$2.00; Fort Keogh, \$2.00; Ulmer, \$2.05; Horton, \$2.10; Clermont, \$2.15; Hathaway, \$2.20; Joppa, \$2.25; Rosebud, \$2.30; Dewey, \$2.35; Forsyth, \$2.40 per net ton.

Michigan Central, Sup. 5 to I. C. C. No. 4775, Dec. 20. Coal and coke to Thamesford, Ont., from Buffalo, Black Rock, Suspension Bridge, N. Y., anthracite briquettes and anthracite coal 90c, bituminous coal and coke 90c per net ton.

(R) indicates a reduction in rate.
(A) indicates an advance in rate.

Why Miners Will Attack.

(Concluded from page 405.)

operators of the extent of the determination of the miners to win their fight for recognition of the union. The operators know the weak spot in their own organization—that George H. Baer is dead. They know, too, that the miners are going to make their drive against that point. They are watching every point in strategy and are not going to give in. This much is given as an assurance all along the line.

Mr. Parker's Questions.

This assurance of a stand pat attitude came somewhat as a surprise in view of a recent communication sent out from the headquarters of the Anthracite Bureau of Information. E. W. Parker wrote a letter to quite a number of operators asking what had been their experience with the union. The interpretation given this inquiry—outside the anthracite field, be it known—was that the operators were weakening and were thinking of giving in. When this phase of the question is presented to some of the operators, they smile at it. They say that:

"Mr. Parker has been a government employe, you know. There he has sent out all sorts of 'questionnaires.' In the Government service they have no significance except that the bureau wants to get all the information it can. In the anthracite field the same purpose is behind the questions. They merely want to know without committing the operators to anything."

The Operators' Plans

There is another thing which the miners *seem* to have overlooked. Just whether they have overlooked it is not so certain. But they seem to have overlooked it and that is enough. That fact is that the operators are not so much without an organization as may seem. They are not without leadership even though Baer is dead. No one in the east expects another Baer to arise between now and the first of next April. It is taking too long chances to expect any such thing. The operators are taking no chances and certainly no long ones.

On the contrary, negotiations will be conducted this year, not by an individual, as has been the case, but by committees. Indeed, Mr. Baer, three years ago, put this system in vogue that it might be there as an operating force when and if he should die.

At that time the so called "company" operators did not conduct the negotiations alone. Rather the field was broadened immeasurably by getting into the committees some of the strongest men among the "individual" operators. Three years ago, the negotiations were conducted by committees representing both of these interests. This was Mr. Baer's arrangement and it is most likely to be the one that will be brought into play this year. That is the understanding at the minute, at least.

As a matter of detail, it is expected that there will be a general or parent board which will map out the general program. This will represent both classes of operators. Working under it will be committees of its appointing to handle the details. As this indicates, there may be no general head of the operators such as formerly was the case, but there is an organization just the same.

This fact seems finally to have gotten into the heads of the miners' leaders. They thought for a while they were going to have a walk-away. They counted a little too much, perhaps, on the death of Baer. Still, the fact they are going to

meet stiff and organized opposition does not abate the temper of their demands, nor does it make them less keen to bring the operators into subjection. It seems, if anything, to have whetted their desire to win. Thus we get the first suggestion of a resort to an old and familiar trick. It is one which they use in other parts of the country, but one which is practically new in the anthracite field.

The Miners Weaken

For example, there has been heard in the last few days the first talk of splitting the anthracite field up into districts. The arguments in favor of this plan are convincing, were it not for the fact they are a trifle shop worn. That is, the men say that there are three natural districts in the anthracite field. In one the veins are clean, flat, and thick. In another district, the veins are thin, dirty and pitching. Therefore a labor situation in one field does not compare with that in another.

This sounds good when it is heard the first time. But it loses its force when it becomes known that this is an old trick of the miners. It is a plain effort to split up a solid organization and whip it piecemeal. The same thing was done in Ohio last year. They could not whip the operators of the entire state, so they made peace with the Hocking operators and then went about deliberately the work of pulverizing the eastern Ohio field. The same thing has been tried in West Virginia. The same game has been worked on Illinois, until that state has the miners' yoke riveted around its neck.

Now the same proposal comes up in the anthracite field. They want to use the Schuylkill district to whip the Wyoming and contrariwise. The purpose is to break up the major organization that they may cut the smaller units to pieces at their leisure.

The operators, however, have had two tastes of the skill of the union officials. One of them was in the button incident. The operators, accordingly, are walking into no open traps, especially when those traps are so clearly labeled as in this case.

For these various reasons, there is going to be a rather serious struggle in the anthracite field. One is unavoidable. Whether it is long-drawn out, as in the case of 1902, depends upon a matter of money. And, the matter of money depends upon, first, the number of districts drawn out on a strike next spring and, second, on the demand for coal at that time. If the demand is keen and if the operators cannot afford to lie idle for any length of time, the demands may be multiplied and thus the whole program of the union may be pushed forward quite rapidly.

Rate on Bunker Coal.

Norfolk coal shippers have been notified by the Norfolk & Western, Virginian and Chesapeake & Ohio railroads that the promulgated increase of twenty-eight cents a ton on bunker coal from the mines to the piers at Hampton Roads will not become effective January 1st, the date announced for the change in freight rate to be made.

The principal reason for holding up the change was the test case that is now before the Interstate Commerce Commission applying to southern railroads shipping particularly to New Orleans. The roads have reached an understanding that until the commission finally decides the case, the bunker coal freights from the mines to Hampton Roads will remain as they are.

It was also announced that concurrently with the increase in the freight rate, the port charges of \$30 for foreign vessels and \$11 for coastwise vessels would be cancelled. This charge always has been borne by the supplier of coal.

The new charges for docking and undocking were to be one and one-half cents a ton net register for vessels without steam and one cent a ton net register for vessels under steam, these charges covering the handling both in and out.

The bunker coal lines to New Orleans have protested the decision of the Interstate Commerce Commission that gave the Hampton Roads lines the opening for an advance, and the latter have concluded to await the final outcome of the case before attempting to raise the freight rate on bunker coal.

A number of Boston shipping men recently attended the launching of the steamer Jonancy at Camden, N. J. The boat was built for the Pocahontas Navigation Company of Boston, is one of three boats to be completed next year, is of 5,450 tons and will operate between Norfolk and Boston.



A Good Electric Sign.

All sorts of novel and effective ideas are being put forward nowadays for use in connection with electric signs. Many coal dealers use signs of this kind, and one of the new ideas offered seems particularly appropriate for a coal concern. It involves combining a weather forecast with the regular announcement of the dealer.

Usually he will have the word "coal" on the electric sign spelled out in twelve-inch or larger letters, with the name of the concern painted above it. Immediately below the word "coal," arranged in three columns or two, are the words, "fair," "rain," "warmer," "colder," "wind," and "snow." The weather forecast is indicated by a lamp burning in front of any of these words—either in the daytime or at night, of course.

The dealer who is using this sign receives daily the official forecast of the weather bureau, and is able to announce the weather probabilities to the public by lighting the proper lamp or lamps by means of switches, one of which is provided for each lamp.

The fact that information about the weather is something that interests everybody would be a sufficient argument in favor of the stunt, while added to this one must remember that the coal dealer, above all others, is the merchant whose business is most affected by weather conditions, and who, therefore, should logically be looked to for information regarding it.

An Excuse or a Reason?

An old professor whose gruff and sometimes unsympathetic methods caused him to be the terror of the college freshmen whom he taught, once called before him a youngster who had failed to prepare the work which had been assigned the day before. The lad murmured something about having been out for football practice and having had no time.

"That isn't a reason," announced the professor; "that's only an excuse!"

One is tempted to use the same expression in discussing the logic or lack of logic back of the prices which are being quoted on soft coal in some markets. A good many dealers, as has been set forth in *THE BLACK DIAMOND*, are actually selling the coal at a loss, figuring the handling and overhead expenses which must inevitably accumulate against it, in addition to the cost f. o. b. the mines and the freight.

A coal man who evidently belonged in that category was asked recently how he figured that he could make any money on the price basis he was working on, and his frank, almost naive reply, was, "Oh, I'm not making anything; but my competitors aren't either!"

Is that any justification for selling coal at a loss—the fact that somebody else is willing to sell it at that rate also? The ordinary business man admits that he is not in business for his health, and proceeds to charge a price that will make his efforts worth while. The coal dealer, on the other hand, seems to be content to work hard and struggle with unsatisfactory labor, irritating transportation conditions and other unpleasant factors too numerous to mention—merely for the satisfaction of seeing somebody else lose as much money as he does!

This may meet the requirements of the situation, judged by the individual dealer, but certainly such an attitude is not logical; moreover, it is not business-like; and, finally, it is not calculated to keep one in business indefinitely.

Theoretically, it is necessary to meet every cut in price that competition may spring; actually,

it is not. The dealer who admits that he can't sell his product unless his price is as low or lower than that of everybody else in the market isn't a merchant, but a peddler. He hasn't learned the a, b, c of salesmanship; and the sooner he enrolls himself, either in some correspondence course or night school or elsewhere, and finds out a few of those things, the better it will be for him and the trade.

You have laughed at the picture of the little boy who came in with a black eye and a bloody nose, and said to his grieving mother, "Oh, mother, I know I'm a sight, but you ought to see the other fellow!" The coal man who is cutting prices, just because somebody else hasn't sense enough to charge enough to produce a profit is assuming exactly that position; only, there's not much of a laugh in it—it's too serious for that.

The Open Grate Fire.

Eastern retailers, whose business is chiefly on hard coal, which is not so well adapted for open fires as bituminous varieties, are featuring cannel coal and similar fuel, which is well worth while for this purpose.

A dealer who puts in a stock of cannel coal to supplement his sales of anthracite will be able to get a lot of business that would not be in the market at all otherwise, and by so doing attract the favorable attention of many consumers who would have continued to buy all their coal somewhere else.

One member of the trade who went to the extent of sending out a form letter to a lot of prominent people—the sort whom he thought appreciated open hearths and were able to use coal to supply good cheer, as well as simply to furnish heat, found that he had calculated correctly, and he got a lot of orders, chiefly for one-ton lots, from these consumers.

They really appreciated his suggesting the use of a coal of this kind, for the big lumps, which burned easily, made a cozy hearth, and helped to create the "homey" atmosphere which is so restful and attractive to every member of the family during cold weather.

Getting an introduction to a worth-while family by selling something which is so thoroughly appreciated as this ought to lead up to additional business. That is the way this dealer figures it, and the chances are that he is right.

The Free Lance Solicitor.

In some cities there are men who, without holding employment or authority from any one dealer, go about taking orders for coal, and brokering them with the regular tradesmen at so much a ton. Twenty-five cents is the usual amount, though sometimes the solicitor-broker is scaled down to fifteen cents. At any rate, it is evident that this much comes off the profit of the dealer who handles the business, inasmuch as the consumer pays only the regular price, and may even have specified the name of the concern which she wanted to fill the order.

Now, if the solicitor actually created the business, he might have a just claim on the dealer. But this is obviously not the case. Somebody would have secured the business anyhow, and in many cases the same dealer who paid a commission on it would have received the order direct, had not the broker been allowed to interpose himself.

There is a plain and obvious method of getting rid of an illegitimate factor in the trade field, and that is simply by agreement not to

deal with solicitors of this type. If the coal men were to get together on this simple little question it would save all of them some money, and would mean a little bigger margin of profit on a good many tons of business.

Other businesses have similar conditions to contend with, and solve them in the manner indicated. There is no reason why a coal dealer should continue to pay a premium for business which would come to him regularly and normally without any such payment, and the solicitor who is going around asking for orders on the basis that the coal will be delivered by any concern the customer names, and at the regular price, is simply taking advantage of a situation which the dealers themselves are to blame for permitting to grow up.

Gas Is Dangerous.

Coal dealers who are feeling the competition of gas for heating purposes—and they are rather certain to feel it if natural gas is easily available—should remember that a good argument with which to offset that concerning the cleanliness and convenience of gas is that use of the latter is positively, actually and admittedly dangerous.

In one city where hundreds of gas furnaces have been installed, and just that many consumers cut off the list of the coal dealers, because natural gas is cheap enough to compete readily with coal, the leading morning paper carried an item a few weeks ago with this suggestive headline, spread out in big black type on the front page:

HURT BY BLAST OF FURNACE GAS

V. M. Smith Thrown Twenty Feet in
Basement Explosion

Wife Faces Danger in Preventing Recur-
rence of Accident

Victim Confined to Bed

The news item went on to tell about the experience of Mr. Smith, who was using gas instead of coal. He couldn't get any heat, and went down to investigate. He used a match to aid him in the investigation, and the gas which had accumulated on account of the "pilot light" going out promptly made itself evident and slammed Mr. Consumer up against the concrete foundation of his residence.

It is possible that, owing to the fact that the gas furnace is already in, and it would involve trouble and expense to have a change made right now, the victim of the accident will continue to burn gas in his furnace. But how about the hundreds and thousands of readers of the newspapers who may have been thinking about putting in gas equipment? If they are wise, and if the coal men with whom they deal are sensible enough to make use of a legitimate argument which has been put in their hands, they will hereafter not even consider the question of substituting gas for coal.

Gas has its advantages, and for cooking purposes is indispensable in the modern home. The coal man has conceded this, and isn't trying to insist on supplying the fuel for cooking. But when the gas company invades the realm of heating, and tries not only to supply coal in grates, but also in furnaces, it is time for the coal man to get busy. Such items as that referred to are the best possible arguments. "Do you want to get blown up?" is a question which the dealer should ask every customer who hints that he is planning to substitute gas for coal.

James Kay, trustee in bankruptcy of the Hughes Creek Coal Company, in Kanawha county, West Virginia, sold at public auction last week several lots of coal land on Morris creek along the line of the Kanawha & Michigan Railway, and in the Cabin creek district also, together with the leasehold of over three thousand acres from the Kellys Creek Colliery Company, with all improvements, fixtures and equipment, mules and live stock and stores and fixtures, together with a Morgan-Gardner locomotive. The purchaser was J. W. Dawson, general manager of the Kellys Creek Colliery Company, for himself and others associated with him. Several mines are situated on the property, two of which will be opened shortly by Mr. Dawson. These are situated at Hugheston and five hundred men will be given employment in them.



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Following the Wrong Line.

Those who have followed coal trade developments in recent months must have come to the conclusion that a bitter triangular war is being waged with West Virginia on one side and with Ohio and Pennsylvania on the other. In the public press and before various public boards these men are the bitterest of antagonists. After the rumpus is over they usually get together, as man to man, and talk it out. For this latter reason we are not interested so much in what they say publicly as in what they say among themselves.

In these private discussions the northern states admit that if they were in the shoes of West Virginia they would do exactly as its operators are doing. West Virginia is gallant enough to reply by saying that she would do the same as they are doing, if the situation were reversed. Then, both of them come down to the only real point of all the quarrel.

They admit that they are *trying to right a wrong condition in the coal trade by making the railroad the scapegoat. They say that the place to set things right is not in the railroad rate, but inside the coal trade. They say that it is no solution of a coal trade ill to rob the railroads of their revenue.*

They admit, as does everyone, that the whole coal rate fabric is wrong. For that matter, so do the railroads. Still, they say that it is no time to start to set that wrong right when the operators are in a feud over a wrong condition inside the coal trade.

In every point these men are right. They are in private taking a position which is as fundamentally sound and true as their public position is wrong and unsound. It may be wrong and it is wrong for West Virginia to have a rate advantage merely because once upon a time some railroad officials wanted to make money by building lines and opening coal lands which they owned. This system, which was born in iniquity, cannot endure. One of these days the whole thing will have to be changed.

But, it is not a proper change merely to take the advantage away from West Virginia and to give it over to Ohio. *It is not a proper change in railroad rates to handicap new mines that old ones may continue in existence. It is not a proper change to hopple mines in a new field to offset the fact that older mines are labor-ridden.* That is, it is not proper to ask the railroads to shoulder the responsibility of bringing about any needed readjustment of mining conditions. That is a thing which the mines must do themselves and inside the coal trade. It is neither right nor conscionable to ask the railroads to do it; certainly it is not right to ask the Government to compel the railroads to do it. *Such a thing is giving back into railroad hands the very power which the nation has tried to snatch from them during these last fifteen years of trouble and distress.*

Certainly it is not right and proper to give Ohio this leverage when it is reasonably certain that she will use the new power only to embroil herself with the western states in a similar dispute. *It is doing no good to whip West Virginia in favor of Ohio, only to make Ohio defendant in a fight with Indiana and Illinois.*

Thus while we admit the iniquity of the whole rate fabric, and while we say that it must be cleared up some of these days, we stand firm on the position that *it cannot result in any good to try to correct a competitive matter between the mines by a juggling of the freight rates of the railroads.* Even to try such a thing leaves the wrong condition unharmed and starts the coal mines on a long campaign of pulling and hauling at rates in a way to involve endless expense without getting anywhere. There is a far better way of getting at the real result which is desired but not confessed in these proceedings.

An Alarming Situation.

Coal men in the east seem to have a clearer understanding of the position of the west today than have the western people. They are genuinely alarmed over the western coal situation. This is a lively sentiment, which the western people do not share in a saving sense. On the contrary, the western people are asleep to their own best interests, and perhaps it is as well so, seeing it can't be remedied.

What the eastern people know is that a strike in the anthracite field is almost inevitable. If it lasts long and proves bitter, no one would be much surprised. This is going to cut short the supply of domestic coal in the west, particularly after the first of April.

Also, the western people have not stored any coal, to speak of. This fact every western man appreciates.

With a coming shortage of one grade and with a lack of storage of all grades, the west is in a serious position seen from any point of view.

But the eastern people appreciate, also, that it is going to be impossible to get any large amounts of coal west. The suggestion has been made on several occasions to the larger eastern producers that it would be a good business move for them to get coal west—even if they had to rent the storage space of the retailers—in order to have it on hand when the big demand comes.

"But," they say, "we can't do it. We have not enough coal to go around in the east now. We are short of cars to move the mine output to satisfy existing demand. We are short of labor—and it is getting shorter—even though we had the cars. Under the circumstances, how can we speculate on a possible western demand? We can't do it and that is the end of the matter."

And right there the situation rests. The west is short of coal and is rapidly becoming short of cars. The east has neither the cars nor the labor to come to the relief of the west.

What the east cannot do now will be increasingly hard to do a month or six weeks from now. There is a progressive shortage of cars and of labor. The latter is particularly severe because the Italians are going home and the Greeks are about to go. The railroad situation also becomes more acute as the cold weather approaches. The east cannot be depended upon to ship to the west, for months to come, a pound more coal than is now being moved. And the present movement is barely enough to support the west at a time when the demand is at a minimum.

The situation, looked at from any angle, is alarming. In such a dilemma, only one word of advice can be given, and that is short: "Get all the coal of any kind that you can get, and while you can get it. The time is coming when it will be a precious commodity."

Discounting the Future.

These are the days of big things in New York. One can meet there men of all shades of optimism. One thing stands out prominently. Men are plunging headlong into great undertakings. They are having big dreams and they are financing those on a large scale. By the mere act of financing, however, they are committing themselves to great programs. They are putting money into things. Also they are committing themselves to the need to make that money pay. Thus the mere fact of financing great undertakings is a warrant of future activities. These big men, committed to these big things, are not going to be willing to sit down on their laurels and take their commissions only to let the financed businesses go to pot. America has never done that. It is not going to do it now.

The steel trade is a first rate example. Heretofore there was only one great corporation. Now there are two. Soon there may be three. These are tied up to shipbuilding companies and all that. These three big organizations will have to fight for an existence and for profit. They cannot get either by fighting each other. To do that sort of thing is folly. Instead, they will have to fight for an internal development that will make all three of them pay.

Assuming that the latter is the program most likely to be followed, it is interesting to see what are the chances for success. In the first place, we are going to have a shortage of labor. To get around that,

without letting the business of the country suffer, we are going to need all sorts of machines and other devices. These are going to require steel.

Thus the steel business, to get orders on which to keep the mills going, will have to encourage the use of steel and hence the building of machinery of all sorts. This in turn is going to give tremendous encouragement to those who want to run their plants on an efficient and economical basis. It is going to mean a speeding up of manufacturing programs all along the line, because men everywhere will need machines to take the place of men who are not to be had.

In one way, we may look at the large financing of the steel mill consolidations as a sign of weakness in our American system. But when you come to realize that we are thus capitalizing our hopes and are thus planning to make those hopes real, it can be seen that by one act we are getting ready for a bigger and busier America.

There is this other thing to be remembered, too. While we may, at any time, stop selling war munitions to Europe, we are not going to stop selling steel. When the use of steel in war leaves off, the use of steel for reconstruction will start. The new program may be separated from the old by a period of some months, but the newer period is as inevitable as it is that the war will end one of these days. Therefore, we will have need for these steel mills not only to sell machinery to our people at home, but to make it for customers abroad.

Everything considered, there is pretty good reason for this elaborate financing of the steel mills which is now in progress. If everything in America were as sound as that, the country would be in an enviable position.

The Financial Awakening.

Everyone says that there is a financial awakening throughout the nation. It must be true because everyone is talking about it. Perhaps the same thing can be said a little differently that will make it a little more truthful.

The exact fact seems to be that the banks have more money than they know what to do with, just yet, in the way of financing the ordinary processes of business. They have lending power which is tugging at the bits and wants to be on the move. But, business itself is not quite ready to borrow this money and to employ it in the ordinary, every-day processes of producing and selling things. Still, the money is there to be loaned and the banks want to loan it. The only present employment for it is to put it into some sort of financing—the expression of business men of the larger plans they have for the future. So, there is a lot of money that is going into big financing. It will come back to the banks after a while when the people have absorbed the various stock issues. Then it will be ready again for duty when the sober business concerns are ready to produce and sell.

On the other side of the question, the present borrowers of the money are to be considered. They have quite inflated ideas; indeed, they take themselves very seriously. They see a future filled with all sorts of glorious promises. There arises before the eyes of every man who has an idea the possibilities of duplicating

some of the big financial successes which were scored a matter of twelve or fifteen years. Those who dream are disposed to borrow this idle bank money; finance their dreams; and make great wonders come true. Some of them are out for a commission, only; others are asking inflated prices for the real things they have to sell. But from whatever angle they approach the question, the present is one of extravagant notions.

And America, lulled almost to sleep on such matters by the long period of dull business, stands between the necessity of the banks and the dreams of the incipient financiers. The situation is one which gives pause to the thoughtful. Such men wonder how the nation is going to pay interest on the debt which is thus daily being created.

Then comes up the one big idea of them all. America the buoyant—even if the suffering—is capable of standing much. It hasn't begun yet to reach a first intimation of the end of its resources in finance even as the European countries are finding they have financial strength far beyond any possible dream. America the buoyant is going to walk away with the new load of financing even as it has done with other loads. We may get a little more social unrest as a consequence but what of that.

Getting a Master.

Quite a number of years ago one of these wishy-washy novels came out. It devoted about two hundred and fifty pages to a commonplace yarn, written in a dull style. It was zero on literature, if ever there was such a thing. Still, it did contain one line that came pretty near to redeeming the whole book. The principal characters in it were a Kentucky colonel and a Georgia cracker. The Kentucky colonel, as customary, had a good-looking daughter and an equally good-looking horse. In one scene, the girl was riding the horse, and the Kentucky colonel was literally bursting with pride. The Georgia cracker remarked to this effect: "I have observed that a woman is just like a horse. She is not worth a damn without a man's hand to guide her."

It is quite possible to apply that same point to an individual coal business. It is not worth very much unless it has a man who is master of it. That is to say, without a head and without a master, a business cannot have a program, and a business without a program is nothing.

Precisely the same thing may be said about an entire industry. An industry without a head is the same as a business without a master and a woman without a man's hand to guide her. There is no program, and consequently there is no trade achievement. Under such conditions wholesale ruin is usually the lot of the trade.

Even in a larger sense, you might say precisely the same thing about a government. In the final analysis the essential weakness of ours or any democracy is that it has and can have no program because it has and can have no permanent head. In a country like ours, where the head of the government changes every four years and where, with the head of the government, the program and the policy also change, we cannot with any

assurance either map out or plan to follow any definite program.

The claims of those who preach that the world ultimately is going to become democratic notwithstanding, we are convinced that no nation, no industry, and no individual business will ever get anywhere until each has a master who is recognized.

The Old Story.

Louisville, Kentucky, is presenting an old coal trade story in a new dress. That story, in a word, is: Pittsburgh coal was there before Kentucky knew that it had much if any coal outside of the deposit in the western part of the state. This was not comparable in quality to the Pittsburgh product, and hence the Pittsburgh operators practically dominated that situation. Then eastern Kentucky began to open mines. It has coal which successfully challenges the Pittsburgh coal on the score of quality. Incidentally, there was started a dispute as to which should control the Louisville situation. Pittsburgh wanted to remain; eastern Kentucky wanted to come in. It promised for a while to be a fight to a finish. Then they composed their differences by reaching a tentative understanding that a differential of twenty-five cents a ton should be established.

Things ran along this way rather smoothly for a number of years, or until eastern Kentucky operators got a mania for increasing production. As production increased, the need for a market grew. As the need for a market grew, the operators and retailers jointly were tempted to cut prices in Louisville in order to introduce themselves in their nearest market. They hoped at some distant time to make back the losses incident to the campaign of introduction.

Right now that campaigning for an introduction is at its height. It finds its first expression in a curious problem of arithmetic. That problem is that the retailers in Louisville are offering to sell eastern Kentucky coal on a margin between cost at the yard and selling price to the householder of thirty cents a ton. Since the cost of handling is easily ninety to ninety-five cents a ton or more, the retailers are doing business at a loss of sixty to seventy-five cents a ton.

According to figures which have been compiled by some coal men, the retailers in Louisville handle about 1,500,000 tons of coal a year. At a loss of even fifty cents a ton, this means an annual loss of \$750,000. The question is: "Are the retailers of Louisville able to lose \$750,000 a year and still be good credit risks to the operators who are producing this coal and pouring it into that center?" This is not a matter which concerns Louisville, Kentucky, alone. It is, in reality, the one big problem of the trade. That problem is to find some way of introducing new coals—if new coals must be introduced—without wrecking financially the people who are asked to introduce them and the mines which produce the coal.

Another expression of the same problem is to find some way whereby the retail coal men can compose their differences before the loss, rather than after financial ruin and bankruptcy have come.

News Local to Chicago.

F. S. Peabody returned the latter part of last week from New York, where he had spent a week.

George M. Bryant, coal merchant of DePue, Ill., was a Chicago visitor on Wednesday of this week.

J. H. Stahl, the principal coal dealer of Somo-nauk, was a caller on the Chicago trade on Tuesday of this week.

John Maher of the Pittsburgh & Ashland Coal Company, with headquarters at Minneapolis, was a caller on the Chicago trade the early part of this week.

Charles V. Hickox, secretary of the Coal Operators' Mutual Fire Insurance Company of Springfield, Ill., and an old time coal man, was calling on his coal trade acquaintances in Chicago this week.

An explosion of gas at the Buckner mine of the United Mining Company, November 17, severely burned four men. The property damage was slight, the operation of the mine not being interfered with in any way.

Bob Kernohan, sales manager for the Pocahontas Coal Sales Company, says the best indication of the return of prosperity is the increased demand for coke at much higher prices than prevailed this time last year.

Complaints of car shortage from all parts of the country are increasing. Northwestern roads have issued orders to prevent their cars from going east. The Illinois Central operators note many foreign cars in their daily allotment.

D. W. Buchanan, while speaking of the increase in the cost of mine supplies, said that the additional cost charged to production by his company for the first year of the war was \$27,548.50, as compared with the previous year.

John T. Connery has joined hands with J. J. Corbett in the erection of a million dollar family hotel at Edgewater, to be called the Edgewater Beach hotel. It is planned to have the structure ready for occupancy early in the summer of 1916.

J. P. Danson, formerly with C. M. Moderwell & Co., is now manager of the Nelson Coal Company of Great Falls, Mont. He was in the lime-light in Montana last week, due to his having secured a reduction from the railroads on screenings after a long fight.

The latter part of last week C. A. Bickett of Bickett Coal & Coke Company returned from about a week spent in New York and left the first part of this week for a trip into Ohio and Toronto, from which point he returned to Chicago Wednesday of this week.

E. H. Doyle, manager of the Middle West Coal Company, Cincinnati, while in Chicago this week, reported a vigorous demand for steam in the Queen City. All the machine tool factories are busy, some working night and day, which, of course, means a heavy coal consumption.

Samuel Dickson of Hewlett, W. Va., and one of the pioneer operators of that state, stopped off in Chicago a day the early part of this week. He has just returned from an extended trip to California and those who talked to him are strongly of the impression that before long he will be a factor in the western coal situation again.

W. E. Rothermel has been appointed trustee for the defunct Mueller Coal Company. He is expected to collect as much of the \$7,000 worth of assets as possible. As the Mueller Coal Company and the receiver have undoubtedly used their best efforts in this direction it would seem that Collector Rothermel will need to exercise considerable ingenuity in his new connection.

John Sterling, who has been connected with the Big Creek Colliery Company, in charge of the sales of Petroleum Carbon, has resigned that position to go with the Union Pacific Coal Company. He has moved his family to Cheyenne, Wyo., where he will make his headquarters in future. For the time being he is on a trip to California, partly to study the possibilities of the coal market there, and partly to take a short vacation.

On Tuesday night of this week the Woodside mine of the Woodside Coal Company, Springfield, Ill., was burned to the ground. The tipples were completely destroyed, as were the other top works. This puts this mine out of commission for some time, due to the fact that according to state laws the new tipples erected in place of the old one will have to be of steel, and steel is not easily obtainable just now. This mine was located on the Wabash railway and had a production of about 2,000 tons a day. The understanding is that

its contracts have been transferred to some other mines in the district, which will fill them while this mine is closed down, and of course, the other mines will have to make up the shortage in coal incident to the closing up of this plant.

In September, Chesapeake & Ohio's coal tonnage was 2,164,912, compared with 2,006,291 last year. In three months ended September 30, 6,459,319 tons of coal were carried, against 5,913,603 in the same period last year, an increase of 545,716 tons. Of the total tonnage this year twenty-two per cent was bound to tidewater, compared with seventeen per cent last year, while sixty-one per cent was west-bound, against sixty-six per cent last year.

Complaint against alleged discriminatory rates on bituminous coal are made by the Reiss Coal Company, in a proceeding begun before the interstate commerce commission against the Great Western and the Northwestern roads at Washington November 11. The complaint charges that the rates on coal from Sheboygan and Manitowoc to certain points in Iowa and Minnesota are higher without good reason than the rates from Chicago, and discriminate against Sheboygan and Manitowoc. John P. Reiss states that the Reiss Company has joined with other western shippers in an effort to secure the same rate for its coal shipped from Sheboygan over the Northwestern and Great Western roads as is granted to shippers of coal from Chicago to points on these lines.

L. R. Rutter, chairman, has made the following report, which will prove of wide interest: "The anthracite committee of the Chicago Coal Merchants Association met on Nov. 12, 1915, pursuant to the request of certain members of this association. The object of said meeting was to discuss the reasonableness of the existing anthracite rates to Chicago. Your committee was appointed in May, 1914, and appeared before the Interstate Commerce Commission opposing the increase of twenty-five cents per ton on anthracite rates, which the commission subsequently granted. There was a further meeting of your committee at the association rooms Tuesday morning, Nov. 16, 1915, at 10 o'clock, to further consider the advisability of this association filing a protest before the Interstate Commerce Commission, concerning the reasonableness of the existing rates to Chicago on anthracite coal, and their effect on the trade. The data now in possession of your committee is not sufficient for them to take any action."

James E. Gorman, this week assumed charge of the operation of the Rock Island road, as chief executive officer under Receiver Dickinson. Mr. Gorman was born in Chicago fifty-one years ago, and was educated at the Holy Family School. He entered railroad service in 1887 for the Chicago, Burlington & Quincy, his first work being as a car number taker, the start of so many railroaders. He continued with that road four years, and left to engage with the Rock Island road. Four years later he became clerk in the offices of the Chicago Lumber Company. He re-entered railroad service as a clerk for the Chicago & Northwestern road, and four years later engaged as chief clerk to the general freight agent of the Santa Fe system. From there, he went to the Illinois Central as tariff clerk, and three years later went back to the Santa Fe as freight clerk. In 1893, and for two years thereafter, he was chief clerk for Joy Morton Company. In 1895, he again engaged with the Santa Fe as chief clerk in the freight department. In September, 1895, he was appointed assistant general freight agent for the Santa Fe, his first titled office, then became general freight agent, assistant traffic manager and freight traffic manager of the same road. On December 15, 1909, just twenty-seven years after his first employment by that road, he re-entered the service of the Rock Island, this time as vice-president in charge of traffic.

The Boat Run Coal Company, Arden, W. Va., has let a contract for improvements to a 1,500 coal acreage under lease, consisting of a half mile electric road, building of two tipples, construction of two mine openings and placing timber in readiness to begin work.

Members of the Detroit Coal Exchange, at their regular meeting Thursday evening, received from Secretary F. E. Reeves a report of the attitude of the exchange in reference to collection of claims against the Pere Marquette railroad. There was discussion also of a plan for installation of a collection bureau in connection with the exchange.

Association News.

The New England association holds but one meeting a year, unless there is occasion for another. District meetings are held occasionally, whenever it seems likely to get forty or thirty men together.

The business conditions in New England among coal dealers depends a great deal upon the location of the man himself. There are several places where price cutting is going on with consequent loss in money and loss in credit. We are suffering as a whole from what we call irregular shipments of coal. Anthracite is being shipped direct to the consumers by individual operators; jobbing houses, not only coal jobbers, but iron and steel jobbers who handle an occasional car for a favored customer.

In one city of nearly 9,000 inhabitants there has been nearly 4,000 tons of anthracite coal shipped direct to consumers without passing through the hands of the retail dealers for the last five months.

Our federal laws prevent dealers combining and making such plans to combat such kind of competition, whereas they make laws advocating farmers getting together for similar reasons. The state of Massachusetts supports one of the finest agricultural colleges in the country, and the coal dealers pay for it, or pay their share of the cost in accordance with the system of taxing. One bit of information sent to farmers by the officers of this institution was to tell them where they can buy carload lots of coal direct from the mine.

New England is like other eastern states in its consumption of hard coal, probably about 9,000,000 tons being consumed annually. For years we have carried on an educational campaign endeavoring to have the New England retailers keep accurate cost systems so they may know exactly where they stand. Progress is very slow, but the matter is having constant attention.

This association is furnishing illustrated lectures for boards of trade, business men's associations, church clubs, etc., to enable local merchants to show the people of their community the difficulties of anthracite coal production, and some of the reasons for its increasing cost.

We are strong advocates for coal dealers' associations working with other business men's organizations for the benefit thus gained by all retail merchants. We believe in cooperation among business men in all lines, regardless of whether it is coal or groceries.

W. A. CLARK, PRESIDENT,
Northampton, Mass.

Small Activities.

Oklahoma News Notes.

D. J. Jorden, president, San Bois Coal Company, is at McCurtain this week in the interests of his mines there.

S. W. Hogan, of Cashion, Okla., has recently established grain elevators at Prague and Okmah, Okla., and will handle coal at these points.

W. S. Swope has purchased the Erick Coal Yard from L. M. Smith, at Erick, Okla. Erick is one of the plains towns in the Texas panhandle country and although having a population of a few hundred sells more coal than many towns ten times its size, owing to their large trade area, extending as it does fifty miles in some directions.

The Oklahoma City coal dealers, at the instigation of Mr. M. B. Schofield of the M. B. Schofield Company, have arranged a splendid billboard "burn coal" campaign which is beginning to show its good effects. Kodaks of the six billboards they have placed over the city will be reproduced in this section within a few weeks, so that other coal dealers who are fighting gas competition may use the suggestions if desired.

The Santa Fe Coal Company, of Cherokee, Okla., owned by O. J. Smith, is making arrangements to install a large automatic loading storage plant in connection with his coal business. Mr. Smith is a coal man, pure and simple. He does not divide his time with grain or feed, cattle raising or farming and although he is located in a little town of 2,500 people, where there are three competitors, he is making good at the same time making money and lots of it. If some of the combination dealers who cry continually, "There ain't no money in the coal business," would pay Mr. Smith a visit and see his up-to-date coal handling plant they would probably change their minds. The visit would do them good at least.

Facts Which Determine Our Export Prospects.

The Export Situation.

Coal exports are still handicapped by lack of sufficient vessel tonnage. Last week saw approximately 100,000 tons exported from Hampton Roads and 12,668 tons from Baltimore.

It is noticed that there was one schooner sailing from the Roads for Spain with 4,968 tons and a Norwegian bark for Rio with 2,588 tons. There was an Italian bark from Baltimore with 2,000 tons for Italy and a Uruguayan bark from Newport News for Buenos Aires, taking 3,532 tons.

Coal is at the moment easy at Hampton Roads, but very strong at all of the other ports.

It is expected that any moment may find the Hampton Roads price situation very strong, as there is a very heavy demand for the southern coals for shipment to New England and also to the west. Shipments in both directions have been restricted because of the lack of cars for inland shipment and coastwise vessels for coastwise shipment.

There is a good demand for coal for Cuba and vessel rates are approximately \$3.50, which is about the rate to the Plate in normal times.

Some of the vessel owners that have been using oil for fuel are complaining of the recent very radical advances in oil prices. One steamship owner who uses oil on a number of his steamers says that the increase in the price of oil is costing him \$60 per day per steamer more than was the case several months ago.

The Welsh Coal Situation.

The Cardiff correspondent of the *Liverpool Journal of Commerce*, under date of November 5th, writes about the Cardiff situation as follows:

"No improvement was shown this week in the South Wales steam coal trade, and little can be looked for until tonnage arrives in sufficient supply for shippers' needs. The whole position, in fact, hinges in the question of tonnage, and with no better arrivals the market continued in a lifeless state. Collieries' difficulties were most pronounced and a good number failed to keep their pits regularly employed owing to the inability to clear wagons. Values for immediate shipment were extremely difficult to range, owing to the small amount of new business passing and the widely different prices offered owing to the particular circumstances of sellers. Several were still offering supplies at substantial reductions in order to secure a quick release of wagons. The generally easy position was accentuated by middlemen who, forced to take their quota of contract deliveries, undersold collieries to the extent of 2s per ton or even more. The prices offering, in fact, were unremunerative to collieries, which have still to face abnormally high production costs, and a number prefer to close their pits temporarily rather than accept the present low prices. With colliery workmen's wages standing at abnormally high levels, the present prices of coal available for ordinary commercial purposes leaves little or no remuneration to the collieries.

"Much harassed coal operators have derived some measure of satisfaction from the fact that the government intends to deal with the question of the shortage of steamers, which has reduced the coal export trade to an exceptional extent. The Board of Trade does not contemplate requisitioning the entire British mercantile marine, but a sufficient number of vessels will be requisitioned, "where emergency exists at any time in the market," whilst powers will be taken "to regulate the employment of British shipping in the carrying of cargo between foreign ports by means of licenses." It is expected that the scheme will give more tonnage for use in the South Wales coal trade. Some time, however, must elapse before any appreciable improvement in the tonnage position is shown under the scheme, but several colliery owners were looking forward to steadier conditions at the end of the month in anticipation of a better supply of vessels, and the further curtailment of the output of the coal field owing to the recruiting which is still going on in the valleys. There are a number of operators, however, who are dubious of any relief being received from the government scheme. They point out that a vast amount of tonnage was engaged, soon after the Greek vessels were commandeered by the Greek government, to carry grain from America to this country, the supply of grain having fallen much below the

normal. This pressure will not be continued, and vessels will be gradually released for other trades. Besides no scheme can increase the world's tonnage. If British vessels are forced to confine their trading to this country, it is argued that the higher freights which will be shown at foreign ports will drive the foreign tonnage away from British trades, for there is still a considerable quantity of foreign tonnage engaged in carrying coals from Great Britain and grain home. It is suggested that the government should release vessels which for some time have been used as coal hulks by the authorities, whilst it is also suggested that discharging facilities at the chief ports should be quickened. The problem is an acute one, for the Welsh coal export trade has been restricted to an exceptional extent owing to the shortage of vessels, and the restriction of exports means a lessening of the nation's credit."

Quotations on Cardiff coals were as follows: Admiralty second, 19s-19s 6d; other sorts from 18s-18s 6d; black veins, 19s19s 6d; smalls, 10s 6d-11s 6d.

Palermo, Italy.

Mr. Samuel H. Shaul, American consul at Palermo, Italy, writes *THE BLACK DIAMOND* under date of October 19 as follows:

"I beg to inform you that according to a leading coal importer in Palermo, the coal consumption at present is limited, being estimated at twenty-five per cent of the normal consumption. This is, of course, due to the war, in fact a number of factories are not working and others have restricted work either for financial reasons or lack of hands. In view of the high price of coal, some firms have substituted electric for their steam motors. The coal trade has been progressively declining since the war started and conditions at present do not point to any improvement.

"Prices for American or Welsh coals at present are given at ninety to ninety-two lire, depreciated currency (about \$15) for gas and 100 to 105 lire (about \$17) for steam, per ton c. i. f. Palermo. These are the highest prices which have prevailed during the war. Before August 1, 1914, prices were: Newcastle, \$5.60; Cardiff, \$6.80.

"The dealers in Palermo are of small importance and they do not keep statistics of prices. You can get such statistics in Genoa, which is the Italian center for coal trade. Likewise, it is not possible to secure statistics showing importations of coal.

"No improvements have been made to the docks during the past year."

Coal in Greece.

John E. Kebe, American consul at Saloniki, Greece, writes *THE BLACK DIAMOND* under date of October 18 as follows: "The immediate effect of the European war upon the Saloniki coal market was the severance of the German and Belgian sources of supply, and later on that of Turkey, from which this city drew a large supply of a cheap inferior grade coal. It is estimated by local coal importers that increased prices and depression of business in the few manufacturing concerns operated in this district have reduced the local imports of coal thirty per cent since August 1, 1914.

"Wood, coal and charcoal are commonly used for heating purposes in this city; but coal is required by breweries, hotels and a few manufacturing establishments in this district. The local importation of coal during the years 1913 and 1914 and an estimate of the amounts supplied by the contributing countries is shown by the following figures expressed in metric tons of 2,204.6 pounds each:

	1913.	1914.
From England	17,000 tons	19,000 tons
From Turkey	17,000 tons	15,000 tons
From Germany	7,000 tons	4,000 tons
From Belgium	2,300 tons	1,000 tons

"Local importers estimate that during the first six months of the year 1915, 12,000 tons of English coal and 2,000 tons of American coal were imported at this port. It is thought that the present supply of coal in Saloniki will only be sufficient to supply the demand for four months, or less, if unforeseen demands are made upon it by ships or other factors. The Hellenic government has prohibited the export of coal without special permission.

"On August 1, 1914, coal prices were as follows: English coal, \$10.40 per ton; Turkish coal, \$4.90 per ton; German coal, \$6.20 per ton; Bel-

gian coal, \$6.20 per ton. The above prices are quoted c. i. f. Saloniki. What little English and American coal that now reaches this market brings a price of \$17 c. i. f. Saloniki."

Coal Trade of Sweden.

Ernest L. Harris, American consul-general at Stockholm, Sweden, writes *THE BLACK DIAMOND* under date of October 20 as follows:

"I beg to inform you that owing to the general European war, there has been a reduction in the consumption of coal in this country, attended at the same time by an increased demand for American coal. As an example of this, a great many of the coasting steamers in the Swedish merchant service are using wood instead of coal.

"As a rough estimate, I would place the amount of American coal imported since the beginning of the war at about 300,000 tons. More than this has been contracted for and will be delivered during next year. This includes all sales of American coal to the State Railways, gas works and private industrial enterprises.

"It is also reported that a cargo of American anthracite has just reached Sweden. The present price of coal fluctuates so from week to week that it is impossible to give a general average, but it runs anywhere between forty-nine and fifty shillings a ton. The price of German coal at present is forty-four crowns or \$11.79 per ton c. i. f. Stockholm. No Welsh coal has been imported since the outbreak of the war."

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, report as follows under date of November 15:

The freight market continues to advance and conditions are practically the same as a week ago. The last charters for coals from United States ports to Lower Plate ports, were at 45s 8d, 500 tons per day discharge and steamers are difficult to obtain even on these terms. Shippers of Mediterranean coal are not willing to pay rates owners ask, consequently no chartering is being effected for the movement of coal in this direction. The tonnage scarcity is making it difficult to operate on West Indian orders.

We would quote freight rates on coal by steamer as follows:

West coast of Italy, 70s to 75s; Marseilles, 65s to 75s; Barcelona or other good Spanish ports, 65s to 75s (Spanish dues for account of cargo).

NOTE.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge, 1s per net register ton per day demurrage."

Montevideo, about 45s, 500 discharge; Buenos Aires or La Plata, about 45s, 500 discharge; Rosario, about 50s; Rio de Janeiro, about 45s, 500 discharge; Santos, 46s to 48s (consignees paying docas dues).

Valparaiso or Callao, \$11 to \$12; Havana, \$2.75 to \$3; Cardenas or Sagua, \$3 to \$3.25; Cienfuegos, \$3 to \$3.50; Port of Spain, Trinidad, \$4 to \$4.25; St. Lucia, \$3.75 to \$4.25; St. Thomas, \$3.50 to \$3.75; Barbados, \$4 to \$4.25; Kingston, \$3.25 to \$3.75; Curacao, about \$3.75 and p. c.; Santiago, about \$3.50; Guantanamo, about \$3.50; Demerara, \$6 to \$6.50; Bermuda, about \$3.50; Vera Cruz, \$5 to \$6.00; Tampico, \$5 to \$6.

Baltimore October Exports.

The official statement of bituminous coal exports from the port of Baltimore for the month of October shows as follows:

Country—	Tons.
Italy	58,522
Spain	3,107
Sweden	32,239
Cuba	26,548
French West Indies	3,247
Argentina	8,105
Dutch Guiana	349
Egypt	7,035
Total	139,652

Recent Coal Freight Charters.

Steamer Vindeggen (Swed.), Baltimore to Sweden, coal, p. t.

Bark Siam (Nor.), Newport News to Buenos Aires, coal, \$8.

Schooner Daylight, Philadelphia to Fort de France, coal, p. t.

Schooner Edward H. Blake, Virginia to Bermuda, coal, \$3.25.

Steamer Sonora (Mex.), Philadelphia to Cienfuegos, coal, p. t.

Ship Andreta (Ital.) and bark Gaspara S. (Ital.), Philadelphia to Mediterranean, coal, p. t.

Schooner J. Edward Drake, Philadelphia to Martinique, coal, \$3.50.

Schooner J. W. Euwell, Philadelphia to Rosario, coal, p. t.

Steamer Sif (Nor.), Newport News to St. Lucia, coal, p. t., "Prompt."

The Island Creek Coal Company produced 196,000 tons of coal in October, 214,110 tons were turned out in September and 175,323 tons in October, 1914.

General Review.

Steam Coal Is Booming, Coke Production Increases and Domestic Demand Is Better.

The demand for coal has advanced to a point where the operators are no longer concerned about keeping the mines running, but they are beginning to be concerned over being able to supply all the calls for coal in the next six months. This is a complete reversal of conditions existing a month or six weeks ago.

The first reason for this change is the sudden quickening of activity in business, principally in the eastern territory. Up until a month ago there was a fictitious business activity all through the east beginning with Pittsburgh. This rested on nothing more substantial than orders for war munitions. While very large producing units were busy, the businesses which usually move along in their train were not busy and consequently we only had a quarter to one-half of prosperity. In the last month, factories which serve home needs have also begun to get orders from home sources.

In addition, the car shortage which has been threatening all through the United States for month has become a reality east of Pittsburgh. It is especially severe in mining regions. Coal companies are finding themselves in a position where with orders on the books they cannot get cars enough to fill them.

The mines are also annoyed by a growing shortage of labor. The mines are forced to increase production and some new mines are being opened, but no new supply of mine labor has been received from abroad for some time. Further, losses of Italians and more recently of the Greeks have been quite heavy in the mining field, one operator estimating his loss as twenty-five per cent. Thus the mines are confronted by an ever increasing demand for steam coal and by, at the same time, a shortage of both cars and labor.

Seeing that there is no likelihood of a change, especially in the labor situation, and seeing that one big strike at least is sure for next spring, the operators are already figuring their future price programs with larger ideas than they have held lately. Big contracts carrying an increase in price of twenty-five to thirty cents a ton have been refused within the last ten days.

In the Pittsburgh district the coal situation is growing rather intense. The steel mills now are demanding quite a great deal of coke and with prices for the foundry grade fixed at about \$3 a ton for next year's business, the operators are increasing the production as fast as car and labor supply will permit. This, however, is not very fast. Of course the larger demand for coke makes a big demand for coal which is pieced out to some extent by larger buying by the railroads.

In the upper lake territory the coal men are showing some alarm over the situation. The season is drawing rapidly to a close and will probably end about the first of December. At the same time reports from the head of the lakes indicate that the movement off of the docks is already far heavier than the lake movement and storage piles are beginning to show the drain. With the continuation of this demand until the first of April it is said the docks will be about bare of coal, with very little chance to get a fresh supply because there will be a bigger demand for ore boats than coal boats when navigation opens.

In the western interior there has been some talk of buying by the railroads in anticipation of the strike of the miners next spring. As far as can be learned the railroads are getting uneasy about their supply, but have not yet begun to buy for storage purposes. One or two inconsequential purchases have been made, but they do not carry a suggestion of a program.

All over the country the demand for domestic coals this last week has been much heavier, due to a sudden drop in the temperature. The weather so far has not been cold, but is somewhat cooler than it was last week. This speeded up demand for anthracite in the east and in the west created enough demand for bituminous to clean up the accumulation of coal which had been rather annoying and large. The indications are that the west is coming to the point where it will soon express the same strength in the bituminous market that is shown in the east both on steam and domestic sizes. As a matter of fact, within the week the demand for fine coal in the west grew so rapidly that screenings' prices were marked up ten cents a ton.

Chicago Market.

Screenings Are Strong, Rising Ten to Fifteen Cents a Ton—Domestic Coal Is Easy.

Office of THE BLACK DIAMOND,
CHICAGO, November 18.

A few days of fairly cold weather have done wonders for the domestic trade, reversing completely the attitude of producers towards the market. In the meanwhile, the improvement in steam business and something of smaller production of lump have changed the tone of screenings, advancing prices there a minimum of ten and in some places fifteen cents a ton.

There has been quite a good deal of talk of buying of coal by railroads for storage purposes. It has been published broadcast that the railroads generally were buying and that the reason therefor was that the railroads wished to prepare themselves for the strike of the coal miners which they believe is sure to come on the first of next April. These reports, while in circulation generally, have to be taken with a grain of salt. One railway did buy 100 cars and another railway some time ago did put down 100,000 tons. The former order was within the last week, the latter order was placed three months ago. Further than that, no storage buying of any consequence is taking place.

Studying the market in detail, Franklin county is occupying an interesting position. If one would judge the market by a few odd cars that have to be disposed of from time to time, he would come to the conclusion that the market is weak. Some of these few cars are sold in Chicago at off prices. Some of them are sold in other places where they have to be sacrificed in order to move them. However, if one disregards the few odds and ends of coal left at the end of the day, and studies it more from the standpoint of the volume of business that is moving, over the whole territory, he comes to the conclusion that the last few days have strengthened the market up to about circular price of \$1.75 for lump, egg, and number one nut. That is quite a change from conditions a week ago. Then most of the producers had much coal to sell and the market was variable in spots. One or two cold days have quickly cleared up accumulations and brought supply and demand about to a balance. This demonstrates again that the market this year is a weather market, with the weather for the minute in favor of the operator. Screenings prices have strengthened pretty generally. The minimum price anywhere is sixty cents even on odd lots held over from the previous day's run. Recent reports indicate that all accumulations have been cleaned up with not to exceed twelve or fifteen cars unsold in the whole southern field at the end of any one day. From a minimum price of sixty cents, quotations range all the way up to seventy-five cents.

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.80	\$1.75
Egg	2.55@2.86	1.50@1.75
No. 1 nut.....	2.70@2.80	1.65@1.75
No. 2 nut.....	2.55	1.50
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.65@1.75	.60@.70

In Williamson county the fine coal situation has been cleaned up in the last few days and now the minimum price is sixty cents, with prices ranging all the way up to seventy-five cents. Consumption is evidently heavier. The domestic sizes are in fair position, everything considered; better grades of lump, egg and number one washed are selling for \$1.75. Some other coals are still selling for \$1.60 and a few odd lots now and then are selling for \$1.50. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

Saline county mines have been running a little fuller time this week because the weather has warranted a production of more domestic coal and because the demand for fine coal is improving. Screenings have been advanced to a minimum of sixty cents, with higher prices quoted. On sales within the last two or three days, the quotation on the domestic sizes was \$1.50 to \$1.75. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15

Screenings	1.65@1.75	.60@.70
1 1/4-inch lump.....	2.35	1.30

In the central Illinois field an order by the Alton Railway for 100 carloads of lump coal for storage purposes helped out the domestic situation. The burning on Tuesday night of the Woodstock mine also shortened the supply. Cooler weather came to the relief of the operators and this, with a better demand for screenings, helped the market materially. Screenings are now sixty cents as a minimum and Sangamon county lump coal is held pretty firm at \$1.75. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Central Illinois—		
Lump	\$2.57	\$1.75
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.42	.60

Clinton, Indiana, operators are having a slightly better demand for domestic coal and an improved market for screenings. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.52	.75

The Knox county situation is virtually unchanged from what it was last week. That is, the steam demand is taking up most of the product of the mines, helped along by some railroad orders. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.52	.65

Those who look at the anthracite situation in a broad way appreciate that the market is full of danger for the buyer and contains satisfactory conditions for the producer. However, none of the technical strength of the market is reflected in current buying. Last week the trade was flat; this week it is improved just a little on account of the weather.

The smokeless situation is just barely steady as far as mine run is concerned. Retailers are not buying and even with a very small car supply at the mines, shipments are heavier than the market readily can absorb. The lump and egg market has been decidedly weak; some sales have been made as low as \$1.50 and plenty of coal could be had for \$1.75.

Somerset county operators have more demand for mine run coal than they have car supply or labor and are not moving much of it west. That market therefore is firm. Domestic sizes, however, are rather easy with this week's prices quoted all the way from \$1.50 to \$2.00. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run.....	\$3.45	1.40
Lump and egg.....	3.55@4.05	1.50@2.00

The accumulation of Hocking coal that was on this market last week has been cleaned up. While that had to be taken care of prices went down as low as \$1.35. Now that that accumulation is out of the way, prices have rallied to \$1.75 and are fairly firm. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
Domestic lump.....	\$3.15@3.25	\$1.50@1.60

The Splint market all told has been in good position even during the recent depression. The eastern demand accounts for most of this strength. The prices today range from \$1.50 to \$1.60, the fluctuation being on quality. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1 1/4-inch lump.....	\$3.40@3.50	\$1.50@1.60

Eastern Kentucky operators are beginning to get behind on orders again because this week the demand has improved with the slight change in the weather. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump.....	\$3.80@4.15	\$1.90@2.25
Egg	3.25@3.75	1.35@1.85

Foundry coke prices are steady to stronger at \$5.50 to \$5.75. The prospects are that next year's business will be done as it is being done, on the basis of about \$5.50. The domestic sizes of by-product coke are just about steady at \$4.75. Gas house is about firm at \$4.00. The prices up to Thursday were:

	F. O. B. Chicago.
Coke—	
Connellsville	\$5.50
By-product, foundry	5.50
By-product, egg and stove.....	4.75
By-product, nut	4.75
Gas house.....	4.00

Pittsburgh Trade.

Business Is Not Quite So Brisk for the Week, But Prices Are Holding Quite Firm.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., November 18.

What might be called a "lull" in the general trade, seems to be the only direct feature of note, regarding the coal business of this district the past week. Less activity is noted than for some time past, though there is no appearance of a slump, prices holding firm. Owing to the lower prices at which contracts were made months ago, consumers have been specifying against their full tonnages even though producers will not be able to ship inside the contract period. In some instances, producers have entirely withdrawn from the market, for the remainder of the year.

The past three months have witnessed a remarkable growth in the tonnages of iron and steel products in this district, to say nothing of coal and coke, moving over the thoroughfares of trade, and the equipment famine, which eased up somewhat the past week, is still felt and may become acute again at any time, unless with the anticipated close of lake navigation now approaching—shipments in that direction are ceasing to a large extent—may release large numbers of cars. The near approach of this factor possibly accounts for the slight lull in the trade now noticed. Buyers for December and the turn of the year possibly expect a decline in prices to result therefrom. Many operators look for a less active month for December, and more free coal, but others insist that the demand will be maintained. They base their opinions on the heavy demand for export on the West Virginia output, which will cause an increased call on the Pittsburgh district for home consumption. The Pittsburgh Dispatch is responsible for the following:

"A local business man, who has just returned from an extensive trip through New England, remarked yesterday that manufacturers in that part of the country are very apprehensive of a coal famine, due to a shortage of coal cars. He said that he was present when a large manufacturer in Boston gave an order for 50,000 tons of Pennsylvania coal at \$4 a ton and was glad to pay the price, because in paying it he was assured a reasonable delivery, something which he was not able to obtain recently."

The general range of quotations still show a wide variation, dependent upon individual operating conditions, and under these circumstances it is difficult to quote flat prices, but the following range about represents the coal market of this district, f. o. b. mines, for November shipment:

Block lump, domestic.....	\$1.60
Domestic lump.....	1.45
Three-quarters lump, steam or domestic.....	1.30
Run of mine.....	1.20
1½-inch nut.....	1.20
Slack.....	.95

As a result of the rains the past week, the three rivers were rising slowly last night and all indications point towards a packet stage here tomorrow morning and perhaps a coal barge stage. The river front presented a far different aspect than that which has existed for the past ten days because of low water. The river coal companies are not loading much coal, however, for river shipments, but are busy making rail shipments to the lake trade and interior points, and even should a sufficient rise occur in the near future, there is little probability of any large water shipments to the south.

The Monongahela River Consolidated Coal & Coke Company has several tow boats and many barges in the Kanawha river, making ready for a shipment south from that point on the first rise. They also sent crews to the towboats Tom Dodsworth, at Warwood, W. Va., and the Charles Brown, at Clarington, O., to bring the towboats and their empties to this port.

Should a coal shipping stage develop the Diamond Coal & Coke Company probably will send the towboat A. R. Budd out with a small tow.

The towboat Harry Brown, one of the largest vessels of the Monongahela River Consolidated Coal & Coke Company, sank in the Mississippi river, near Osceola, Ark., Monday night, when she struck a snag. She was on

her way with a tow of empties from New Orleans, La., to Louisville, Ky.

The coke market has shown a decided weakness the past week, spot furnace dropping from previous quotations of \$2.40 to \$2.75, to \$2.25, and purchases have been made at even less. One large furnace interest stated this morning that they were offered coke at \$2.10 and that sales had been made at \$2.15. The sudden spurt of a couple of weeks past, it seems, was largely due to the demands of the Youngstown Sheet & Tube Company for a large amount of prompt coke—that with some other interests coming into the market, jumped the prices up—and they dropped as quickly when these interests were supplied. General conditions have not changed—and the market is just as apt to advance within the next seventy-two hours as it was to drop. Labor conditions have not improved in the coke centers, and while large producers are sold upon contracts, there are smaller ones that are not in touch with "big business" that have small car lots to be sold at any time, and sell for what they can get. The week's production will be about normal, and the demand on contracts increases daily. Quotations today might be made as follows:

Prompt furnace.....	\$2.15@2.25
Contract furnace, first half.....	2.25@2.35
Prompt foundry.....	3.00@3.25
Contract foundry.....	3.00@3.25

with some producers of old basin Connells-ville coke holding for 25c per ton over these figures.

The winter meeting of the Coal Mining Institute of America will take place at the Fort Pitt Hotel, this city, December 21, 22, 23, and the executive committee have their program already completed. The meeting promises to be one of unusual interest, judging from the list of subjects to be discussed, and the names of the speakers that appear.

Pittsburgh News Items.

Thomas Adams, president of the Norton Iron Works, Ashland, Ky., has purchased twenty-eight acres of land along the river front, and it is announced a by-product coking plant to cost between \$200,000 and \$300,000 will be erected on the site.

The Riter-Conley Manufacturing Company, Pittsburgh, has received an order for designing and fabricating the plate material for two 450-ton blast furnaces to be erected by the Han Yeh Ping Iron, Coal & Coke Company, Shanghai, China. About 3,000 tons of plates will be used.

Rumors that the Warner-Leonard Coal Company of Cleveland, Ohio, will open up a coal mine a few miles back of Charleroi, Pa., at coal acreage already owned are being given some circulation. However, it is not stated that operations will be started immediately, but that work will begin next spring.

J. Ray Quinn, who for the last six years has been in the employ of the Central Fairmont Coal Company of Clarksburg, acting as district salesman for the last few years, resigned and has accepted a position as manager of the Gano-Moore Coal Company. Mr. Quinn has been engaged in the coal business for eight years, the largest part of the time being with the Central Fairmont Company. For a time he held a responsible position with the Calvert Coal Company in its eastern field.

Detroit Trade.

DETROIT, MICH., November 18.—(Special Correspondence.)—With temperature ranging closely around freezing this week a rather stronger demand is developing for domestic coals in the Detroit market, while business in steam coal continues to lag behind what shippers say should be a normal volume.

Inquiry in the steam coal trade is more active for fine coal than for the larger sizes, though the consumption of the latter seems to be holding an equitable proportion to the fine coals. In a few instances shippers have had a little difficulty getting fine coal promptly, but the situation has not been productive of much complaint.

Very little trouble is being experienced just now from the sale of shipments of consignment coal. There is apparently a material reduction in the amount of such stock coming into the city and sales at prices, showing a wide discount from mine quotations are more infrequent than they have been, although bargain hunters, who are able to wait and watch are still able at times to buy at prices 20 or 25 cents below the market.

Delivery of shipments is being made with a reasonable degree of promptness. The termina-

tion of the strike by clerks of the Michigan Central railroad has contributed in improving the movement of freight over that company's lines, which was attended with some uncertainty, while the strike was in progress. Complaints concerning lack of cars continue to come from mining sections served by the B. & O., the C. & O. and parts of the Pennsylvania system, but conditions have not arrived at a stage where the car shortage is acute or is causing trouble for coal users.

The buying of domestic sizes is perceptibly improved by the frosty weather, so far as the retail dealers are concerned. Their stock, however, seems to be holding out to an extent that relieves most of them of the present necessity of placing renewal orders, as shippers say they are receiving very little new business.

Practically a similar situation exists in the anthracite trade. Deliveries to consumers are stimulated, but the improvement in retail trade has not been carried in very large proportion to the shippers.

Shipments over the rail-lake route seem to be chiefly for ports on Lake Superior. There is a somewhat larger movement than was expected. Shippers are finding it difficult to get vessels to handle shipments to Lake Michigan docks and on some business placed this week a rate of 60 cents from Buffalo to Milwaukee is being paid.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$1.00	\$2.40
Mine run.....	.90	2.30
Slack.....	.60@.75	2.00@2.15
West Virginia Splint—		
Four-inch lump.....	1.45@1.75	2.85@3.15
Two-inch lump.....	1.20@1.40	2.60@2.80
Three-quarter.....	1.10	2.50
Mine run.....	.90	2.30
Nut, pea and slack.....	.55@.65	1.95@2.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.40	3.00
Kentucky Splint—		
Lump.....	1.75@2.00	3.15@3.40
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85@.95	2.25@2.35
Mine run.....	.70@.80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.75	2.90
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.50	2.65
Three-quarter lump.....	1.35	2.40
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.05	2.20
Mine run.....	.95	2.10
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open

Denver Trade.

DENVER, November 18.—(Special Correspondence.)—Decidedly lower temperatures for part of this week have gingered up the coal business in this section very materially. The week was ushered in with a half-inch snow blanket and the thermometer hung around the freezing point during the first half of the week. As a result, a fair retail business suddenly developed into a rush and dealers were well pleased with the increase in orders.

Operators in the several districts report very satisfactory gains in tonnage as compared with last week. For the first time this season the lignite mines reached an output almost to full capacity. With the cold nights now prevailing the increase will probably be pretty well maintained.

Trinidad mines and several in the Walsenburg district are behind on orders from country dealers. The country business is better now than at any time since the opening of the season, especially from those who placed light storage orders. Much of this business is for Routt county grades, and all of those mines are working full time. The Cañon City output will run in excess of 40 per cent of normal.

Colder weather has greatly stimulated the demand for both lignite and bituminous slack, and the available supply seems to be well taken. Prices are very firm, considering the possibility of a small surplus of both grades being expected.

Prices for lignite coal f. o. b. mines are unchanged. The quotations ruling are: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Cincinnati Trade.

CINCINNATI, OHIO, November 18.—(*Special Correspondence*).—Since the market is but a weather affair now, in general, the week has brought quite an activity to the demand for coal for domestic purposes. Dealers who last week refused to talk to salesmen about ordering coal are now paying telegraph and telephone tolls to place orders. Operators have had in one day more telegrams and telephone messages than they had received all year previously.

The fine weather recently caused somewhat of a softening of smokeless coal. Lump and egg were soft, but there was a fair demand for nut. This softening of demand was still extant in the middle of the week, notwithstanding the cold weather. It was reported that the price softened also in some quarters to \$2, and in one case, at least, to \$1.90, but the majority of operators held up to \$2.25.

Splint did not suffer, even in the domestic market, probably owing to the fact that there had been little storing of domestic sizes. They did not take time to haggle about the price or terms, but devoted their energies to pushing delivery at circular, being able to command good prices from their patrons.

The best thing the splint dealers and operators noted in the week was the fact that there was a continued increase in demand for steam coal, not because of the slackening demand for domestic sizes, but because ovens, steel, and other manufacturing plants wanted more coal. They said they could have sold many more cars of steam coal than they dared take orders for.

As yet there is not much increase in price of the various coals of the district. Cinderella coal is held well up, three and one-half-inch block selling readily, f. o. b. at the mines, at \$1.90 to \$2.00; egg, \$1.50 to \$1.60; nut, \$1.30 to \$1.40; nut and slack, eighty cents. The steam demand for this coal and for Pocahontas steam is very strong, with nut and egg in the Cinderella rapidly approaching premium prices. Splint mine run in most of the West Virginia sections commands \$1.00, and in Kentucky it is strong at \$1.10 to \$1.20. In Kentucky the average price is up, four-inch block being now quoted at \$1.85 to \$2.05; four-inch mine run, ninety-five cents; nut and slack, fifty-five to sixty-five cents; better grade, seventy to seventy-five cents; egg in better demand at \$1.50 to \$1.60. Some of these prices are not general, but the most of them are. Egg has not been in good demand and operators run it into mine run and are wary of manufacturing much of it, unless under direct order.

Operators and dealers are predicting premium prices for all grades of coal before thirty days shall have passed, and by January 1st they believe unprecedented demand will arise in all grades, and that they will at last be on "Easy Street."

Cincinnati Trade Notes.

The Campbell's Creek Coal Company has established a new harbor on the Kentucky side of the Ohio river, across from its old harbor, and last week towed its barges across from the foot of Niagara street to Ludlow, where the new harbor is located. The company has established ice-breakers and other equipment to protect its equipment from ice and high water.

The convention of the Ohio River Improvement Association was held in Cincinnati this week. Coal men were prominent in its deliberations. Cincinnati coal men, delegates to the convention, were Captain Oscar F. Barrett, R. P. Gillham, C. R. Moriarty and Edward Schonebaum. The convention pronounced strongly for increased appropriations to complete the canalization of the Ohio river and to carry on improvements already begun.

It was announced this week that the E. L. Sternberger Coal Company has contracted for the selling end of the Eastern Kentucky Coal Company, having mines at Torch Light, Ky., on the Big Sandy division of the C. & O. Railway. The company mines the well-known "Torch Light" block coal. The production is large and is a strong reinforcement of the products of the Sternberger mines across the mountains in West Virginia, near Williamson. The contract was entered into November 1st, but was not announced until this week.

Pam & Hurd of Chicago, it is understood, are now at the head of the syndicate which is to take over the properties of the Marmet Coal Company of this city and other West Virginia properties to form a large working operation to develop and dispose of large tonnages of the splint coal of the region. The Marmet company is in receivership, but the court has extended

the time for the sale of the property to coincide with arrangements by which Receivers Poysell and Marmet and their attorney, Adam Kramer, will turn over the entire Marmet plant, property, a railroad and a river outfit, consisting of steam tugs and barges. It is believed here by those most closely connected with the interests that the transfer of property and the organization of the new corporation will take place about the first week in February. There will be common and preferred stock issues, and also a bond issue, it is understood. Other properties in the middle west will be included also, it is said. Thomas Bruce of New York has been in the city the past week in conference with a number of people in connection.

Nominally the lake traffic is closed, but shipments will be permitted until November 30, unless cold weather should set in sooner. The last few days of the season witnessed heavier shipments than ever, and they would have been phenomenal had there been cars sufficient at this end to take care of the shipments or boats at the other end to carry cargoes. Some of the big companies having storage capacity, or willing to secure it, have been shipping ceaselessly for several weeks. The unprecedented lake traffic for November, carrying iron ore, grain, copper, steel, iron and other shipments consigned to Europe, seriously interfered with coal, especially the grain shipments, according to operators here. Boats would not wait for cargoes of coal even when cars were waiting to be unloaded, but would hasten up the lakes light in order to take full advantage of the grain shipments, which, cubic foot for cubic foot, paid better than coal. Premium offers were of no avail, and many coal companies have been supplementing their scant lake shipments by unusually heavy rail shipments into the northwest.

Twin Cities Market.

MINNEAPOLIS AND ST. PAUL, November 18.—(*Special Correspondence*).—Cold weather, accompanied by two snowstorms, the latter part of last week and the early part of this week, made it seem like winter in this territory, resulting in the largest volume of business at wholesale and retail reported in some time. The demand at wholesale was accentuated because of the fact that dealers' stocks were not large. They were exhausted within a very short time. Probably the greatest activity was in the hard coal trade. Dealers have been extremely backward in taking in this grade of coal, and many of them were out within a very short time after the cold wave arrived. Telegrams and long-distance calls flooded the shipping companies Saturday and Monday. There was also considerable activity in all branches of the soft coal trade.

While a few cargoes may yet come forward, the lake shipping season is practically ended. Vessels for new cargoes are almost impossible to obtain, and the eastern shippers have such a volume of tidewater and steam business that they are not making satisfactory prices to take on cargo coal. It is quite generally reported by the Lake Superior dock companies that if there is a normally cold winter they will not have sufficient tonnage of some grades of soft coal, notably splint and Hocking, to meet their requirements. Smokeless is in about average supply, but it is not expected there will be any surplus.

The transportation situation in the northwest is beginning to attract considerable attention. The grain movement is assuming large proportions, and country elevators cannot obtain sufficient railroad equipment to load the grain out as fast as it is received. Northern roads are transferring a large number of cars of grain going on to foreign lines to conserve their equipment. It is reported one of these northern roads is under a charge of \$500 a day at present for transferring grain shipments. All the prominent railroad officials are looking for a serious situation as soon as snow and cold weather put in an appearance. Switching in Minneapolis is seriously delayed at present on account of the congestion of loaded grain cars, but is expected to grow worse before there is any improvement.

Collections in this territory are in fair shape. Current market prices at wholesale on leading grades of coal sold in the Twin Cities are as follows:

ANTHRACITE.

	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate	\$6.60	\$7.80
Egg	6.85	8.05
Stove	6.85	8.05
Nut	7.10	8.30
Pea	5.50	6.70
Buckwheat	4.00	5.20

BITUMINOUS.

Splint, screened lump and stove.	\$3.30@3.40	\$4.26@4.36
Splint, dock run.	3.10	4.06
Hocking, screened lump and stove	3.30@3.40	4.26@4.36
Hocking, dock run.	3.00	3.96
Youghiogheny, gas, lump and stove	3.30@3.40	4.26@4.36
Youghiogheny, gas, dock run.	3.10	4.06
Pittsburgh vein, lump.	3.30@3.40	4.26@4.36
Pittsburgh vein, dock run.	3.00	3.96
Pocahontas, screened lump or egg	4.75	5.71
Pocahontas, screened lump and egg mixed.	4.50	5.46
Pocahontas, mine run.	3.25	4.21
Cannel, lump.	5.25	6.21
Smithing, bulk.	4.25	5.21
Smithing, in 100 lb. sacks.	6.00	6.96
Briquets, anthracite.	5.00	5.96
Briquets, smokeless.	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks.	\$1.65@1.75	\$3.95@4.05
Southern Illinois egg.	1.65@1.75	3.95@4.05
Southern Illinois No. 1 nut.	1.65@1.75	3.95@4.05
Southern Illinois No. 2 nut.	1.40@1.50	3.70@3.80
Southern Illinois run of mine.	1.15@1.25	3.45@3.55
Southern Illinois run of mine.	1.15@1.25	3.45@3.55
Southern Illinois 2-in. screenings.	.70	4.00

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

St. Louis Trade.

ST. LOUIS, Mo., November 18.—(*Special Correspondence*).—The weather is the feature of the business. The unusually warm weather has made business very slow; a couple of cold days caused it to spurt up a little bit, but the warm weather again has caused it to ease off. It was somewhat of a surprise to see how sensitive the trade was to the weather, because all dealers are well stocked, and one would imagine that it would take at least ten days of cold weather to stir up anything like a strong demand.

While the mines have been unable to put in full time, prices have been maintained remarkably well on all grades of coal. This has been satisfactory to both operators and dealers. We are expecting much colder weather tomorrow, which is causing much rejoicing by the coal trade, and all hope that it will last. Industrial conditions, on the whole, seem much better, and with anything like reasonable weather the coal market will be in very fair shape.

Standard operators are running about half time, though some mines are doing much better. Prices remain about the same, and are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal—		
6-inch lump.	\$1.30	\$1.87½
6x3-inch egg.	1.25	1.82½
2-inch lump.	1.05	1.62½
Steam egg.	.90	1.47½
No. 1 nut.	1.15	1.72½
No. 2 nut.	.80	1.37½
Mine run.	.85	1.42½
Screenings	.40	.97½

Northern Illinois mines and Staunton operators are pegging away on contract business, and some little open market business. A number of reports of cut prices have been heard. In a good many instances their prices are identical with those in the standard field:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.	\$1.50	\$2.07½
2-inch lump.	1.25	1.82½
Screenings	.40	.97½

Williamson county coals are moving fairly well. About four to five days a week seem to be the average run, and prices are on the whole satisfactory. The range of prices between the mines is quite large:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.	\$1.40@1.75	\$2.02½@2.47½
3x2-inch nut.	1.20@1.75	1.92½@2.47½
Screenings	.50	1.22½

Franklin county coals are moving very well. Prices are being rigidly maintained, and a run of three to four days is an average for the field. It will only take a day or two of cold weather to bring the Franklin county operators back to full time:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.	\$1.75	\$2.47½
No. 2 stove.	1.50	2.22½
Screenings	.60	1.32½

The city demand for hard coal has dropped to practically nothing. Chestnut is still in pretty good demand throughout the country. The chances are that the buying will be constant throughout the season:

	F. O. B. St. Louis.
Anthracite—	
Chestnut	\$7.55
Stove or egg	7.30
Grate	7.05

	F. O. B. Mine.	F. O. B. St. Louis.
Lump or egg.	\$2.25	\$4.75
Gas House Coke—		
Gas house coke.		\$4.25
By-product coke (all sizes).		4.50

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

Cleveland Market.

CLEVELAND, OHIO, November 18.—(*Special Correspondence.*)—The indications now are that the lake season will close on December 1st. Eastern Ohio operators are cleaning up their mines and loading all surplus stocks preparatory to that end. A few years ago it was difficult for the shippers to complete their loading by this date, and often they were compelled to secure an extension of insurance for a week or more and occasionally pay an advance in carrying rates to have their last cargoes accepted. While it might be possible to send up a few cargoes after the closing date this season, there seems to be no indication of an intention to pay additional charges under any circumstances. Shippers say the business will not stand this, and they prefer to have a smaller amount of coal at the upper lake points.

Some time ago there was some talk of storing a certain amount of coal in vessels at the terminal docks, but if the demand for tonnage by grain shippers continues this may be abandoned. The boats not under contract will hesitate to spend their time loading the coal, if there is a possibility of making another trip for grain.

A somewhat better demand for slack developed the past week which resulted in an advance in some grades and a stiffening of prices in others. Except in a few instances, however, the larger sizes were not affected.

While prices have sagged somewhat on certain grades of domestic coals, others have begun to enter the market in larger quantities and are commanding their usual figures. This seems rather a peculiar situation and has not been explained to the satisfaction of the dealers.

No. 8 coals have not shown sufficient activity to warrant a shade of increase in price since last week, but fair quotations would show on an average that figures given then hold good at the present time. Just what effect the closing of navigation will have on prices in the local market is causing some discussion among producers and jobbers at the present time:

	F. O. B. Mines.	F. O. B. Cleveland.
No. 8 District—		
Three-quarters	\$1.05@1.10	\$1.95@2.00
Run of mine .....	.95	1.85
Slack .....	.85	1.75

The usual amount of Coshocton coal reached this market during the past week, but the demand did not exceed the supply, with the result that no change in quotations have been made:

	F. O. B. Mines.	F. O. B. Cleveland.
Coshocton—		
Lump, 4-inch screened.....	\$1.70@1.75	\$2.40@2.45
1½-inch	1.60@1.65	2.30@2.35
Egg and nut	1.05@1.10	1.75@1.80

Pittsburgh slack has been very scarce and the market is firm at the prices quoted below:

	F. O. B. Mines.	F. O. B. Cleveland.
Pittsburgh—		
Slack	\$0.85@.90	\$1.85@1.90

Jobbers report difficulty in securing Youghiogheny slack in sufficient quantities to meet the demand. Other sizes became active within the past few days. Quotations for Wednesday follow:

	F. O. B. Mines.	F. O. B. Cleveland.
Youghiogheny—		
1½-inch	\$1.40@1.50	\$2.40@2.50
Three-quarters	1.30	2.30
Run of mine	1.20	2.20
Slack .....	.95@1.00	1.65@2.00

Massillon operators are again about three weeks behind in their orders. However, there has been no advance except in slack, which is from five to ten cents above the figures last week:

	F. O. B. Mines.	F. O. B. Cleveland.
Massillon—		
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack .....	.95@1.00	1.65@2.00

Smokeless coals took another drop the past week, in some instances the offerings being down from fifteen to twenty cents per ton. Retailers are still holding off orders for their later supplies, it seems:

	F. O. B. Mines.	F. O. B. Cleveland.
Smokeless—		
Lump	\$2.00	\$3.45
Egg	1.90	3.35
Run of mine	1.80	2.75

There has been no change in prices of Cambridge coals, but the demand for the past few days has been rather weaker than usual:

	F. O. B. Mines.	F. O. B. Cleveland.
Cambridge—		
Three-quarters	\$1.10	\$2.00
Run of mine	1.00	1.90
Slack .....	.90	1.80

But little Fairmont slack arrived in this market within the past week, and conditions have not materially changed with respect to it:

	F. O. B. Mines.	F. O. B. Cleveland.
Fairmont—		
Slack		1.90

Quite a little Kentucky slack of good quality

arrived in the market recently and was handled in competition with the better grades of local slacks. Larger sizes were quoted the same as last week:

	F. O. B. Mines.	F. O. B. Cleveland.
Kentucky—		
4-inch block.....	\$1.90@2.00	\$3.15@3.25

There has been a fair demand for Wainwright coal for domestic purposes through the week, with quotations as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen—Wainwright Mines—		
Three-quarter, domestic.....	\$1.40	\$2.10
3-inch lump.....	1.80	2.50
Lump	1.65	2.35
Slack	1.00	1.70

Other Goshen coals have been fairly active, but there has been no change in prices:

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen—		
Three-quarters	\$1.30	\$2.00
1½-inch	1.40	2.10
Slack	1.00	1.70

Hocking egg and slack sold in this market during the past week at seventy cents at the mines or \$1.70 here. There has been no change from last week's quotation of \$1.50 for the prepared lump.

Cleveland News Notes.

T. J. Donahue, the Y. & O. Coal Company, Pittsburgh, spent some time here this week.

G. T. McCarty, the United Coal Company, Pittsburgh, called on the coal men of this city Wednesday.

Data is being collected for use in presenting their railroad rate case to the public utilities commission by the eastern Ohio operators. No date has been set, however, for taking up the matter actively by the commission. The fact that this case was filed prior to the promised increase in the differential between Ohio and West Virginia rates will make it an interesting one. The increase offered by the roads would not have enabled eastern Ohio producers to put their coal on the market in competition with the West Virginia product any way, but they do stand a fair opportunity to secure a reduction in the Ohio rate.

Indianapolis Trade.

INDIANAPOLIS, Ind., Nov. 18.—(*Special Correspondence.*)—The demand for coal in Indiana continues about in the same groove it has occupied for the past month. There has been a slight increase this week in the demand for domestic as the mercury began a downward slide. However, domestic is only fair for this time of the year.

The trade in steam coal is increasing steadily but not rapidly. The situation is better than it was at this time last year. It appears that the war order business is being extended to more localities in Indiana and that many lines of trade are improving. Steam coal, however, is selling at the prices that were quoted six months ago. There is not much likelihood of an advance in steam coal before the close of the present winter. New contracts are to be made with the miners next spring which doubtless will upset the present scale of prices between the consumer and the operators.

Domestic coal is quoted at a price that may be considered normal for mid-November. The open winter has been of great solace to the consumers. There has been no car shortage and probably the retailers are as well off as they would have been if they had been put to the extra trouble and expense of handling coal under unfavorable weather conditions. There is not much coal on the market that is not sold before it leaves the mines. The demand for Pocahontas and other eastern coal is fairly satisfactory to the dealers.

The following prices are being quoted by the wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run, Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1½-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.70@.75	1.20@1.25
Nos. 5 and 6 screenings.....	.55@.65	1.05@1.15
2½-inch domestic No. 4.....	1.50@1.55	2.00@2.05
No. 4 domestic.....	1.60@1.65	2.10@2.15
Nos. 5 and 6 domestic.....	1.40@1.60	1.90@2.10
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Southern Indiana Field—		
Mine run.....	1.05@1.10	
Domestic lump.....	1.40@1.50	

The Indianapolis retailers are quoting the following prices: Linton No. 4 lump, forked,

\$3.25 a ton; Indiana lump, forked, \$3.00; Indiana lump and egg, screened, \$2.75; Kenawha lump, forked, \$4.25; Ohio Hocking lump, forked, \$4.25; Ohio Hocking washed egg, \$4.50; Kentucky, lump, \$4.50; Ohio Jackson, lump, forked, \$5.00; Blossburg, smithing, \$5.50; Cannel lump, \$6.00; Pocahontas, forked lump, \$6.00; Pocahontas, shoveled lump, \$5.50; Pocahontas, mine run, \$4.50; Pocahontas, nut and slack, \$3.75; Anthracite, chestnut, \$8.25; Anthracite, stove and egg, \$8.00; Anthracite, grate, \$7.75; Connellsville coke, \$6.00; Indianapolis by-product coke (all sizes), \$6.00.

Extra delivery charges: Bags, 50c a ton extra, ground floor or dumped in cellar; bags, 75c a ton extra, carried into cellar; charge for chute or wheelbarrows, 25c a ton; coke, bags 60c, bags in cellar 80c.

Indianapolis will get the next convention of the United Mine Workers, who indulged in a lot of threats here at the last convention about moving to another city. They have arranged to hold their convention in Tomlinson Hall here beginning the week of January 24.

Duluth Trade.

DULUTH, MINN., November 18.—(*Special Correspondence.*)—Coal dock men are now beginning to believe that there will be a very small amount of coal left at the head of the lakes when next spring arrives. This result is, of course, conditional on the continuation of present indications, which are that there is going to be an unusual demand for coal from the country during the coming winter.

While for several weeks there was a lull in the demand, it is nevertheless true that more coal was going out than was coming in. This is more emphatically the case right now than it was a few weeks ago. The demand during the past week took a decided boom and salesmen's reports indicate that it will continue for quite a long time yet before it subsides. In case a severe winter breaks, it will not subside. That there is a very great deal more coal going out now than there is arriving from down the lakes is a fact, and the margin is increasing constantly. Navigation will soon be over; in fact, it might be said that the navigation, so far as coal is concerned, will be over in less than two weeks, so that not a great deal more can be expected. Besides that, the succession of storms that have swept the lakes, particularly Lake Superior, have robbed the boats of much valuable time, and has had scores of them continuously in shelters for the last two weeks. There will be little chance for more than one more round trip, even in the event of comparatively decent sailing conditions, which are by no means assured.

Stocks are coming down rapidly and it is predicted that the left-over stock next spring will be the smallest for years. Last spring's is nothing to compare with, for it was abnormally large. There is storage capacity at this point for 8,000,000 tons, and dock men claim that at the present time there are less than 5,000,000 tons in store here.

During October interior dealers in the northwest bought 4,531 more cars of coal than in the same month in 1914, according to reports on shipments from the docks here. The shipments during October consisted of 31,818 cars of anthracite and bituminous coal. October's shipments are marked also for being the record month of shipments in the history of this point as a distributor.

A new feature—for this end of the lakes—will be furnished by boats holding storage coal in this harbor during the coming winter. They will be boats of the Pittsburgh Steamship Company's fleet, and while it is likely that most of this coal will be for the United States Steel Corporation's consumption, not all of it will be. The idea is that instead of the boats wintering below, it is desired to have them here so that they may get an early start with iron ore in the spring, and an unusual rush of ore is expected for next year. Quite a number of the boats will hold storage coal here, and will begin arriving with it to lay up for the winter in about two weeks.

Iron ore is going to interfere with the coal movement early next spring, according to present indications. As has been said, an immense rush of ore from this point to Lake Erie points is expected, and already a very large amount of tonnage has been placed for early movement at ten cents a ton advance over this year's contracts. In view of the fact that this tonnage calls for rapid movement, most of the boats contracted for will come up light in order that they may take as much of the ore down as possible and at an early date. That will preclude their waiting for coal cargoes. The advance in ore rates is also certain to result in a material advance in the rates for coal carrying.

New York Trade.

Anthracite Situation Strong—Bituminous Situation Growing More Tense Each Week.

Office of THE BLACK DIAMOND,
NEW YORK, November 18.

The anthracite trade is holding its own pretty well. Until the first of this week the weather had not been favorable to a large consumption of anthracite for domestic purposes, and retail buying had been a little backward. However, retail dealers are doing the best they can to get the consumers to take coal on at this time, and a fair tonnage has been moving into consumers' bins.

The companies and selling agencies report that trade is active on all sizes, with the exception of egg. Stove and chestnut fall short of requirements. Coal is not moving promptly, due to the very heavy congestion of merchandise at the tidewater ports, and there is some complaint that the line trade shipments, especially between the mines and tidewater, are delayed from four to six days owing to congested conditions of the various railway lines.

Practically all of the prepared sizes are selling at the full circular price, with the possible exception of egg. Most of the individuals are selling this at ten cents a ton off circular.

Production is practically up to the capacity of the mines, with labor still unruly. This week there was a strike of about 3,000 miners of the Lehigh Coal & Navigation Company, due to the reason that several of the union members had been suspended. From time to time mines are tied up by button strikes, so that the operators find it impossible to increase production.

Moreover, car supply is not up to requirements, and this is bringing about a curtailment in production at certain of the collieries.

There is a heavy demand for coal for western shipment in box cars, and these continue in very limited supply. Considerable coal is being rushed to the lake ports for loading before the season of navigation ends. Now only about a week remains in which coal can be shipped in this direction. After that shipments west will have to be made all-rail.

The steam size situation is in pretty good shape. Some of the shippers are long on buckwheat, but there is a very heavy demand that takes practically all the rice and barley that is offering. The all-rail demand for steam sizes is better than the tidewater demand. At the lower ports prices range from \$1.75 for barley and \$2.00 for rice, and \$2.30 for buckwheat up. Good grades have no trouble in finding buyers at the full circular price. There is a very good demand for pea coal, both for tidewater and line shipment:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.30 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation.

There are several important features in the bituminous situation this week. First and foremost is that of car supply. Usually on Mondays practically all of the mines have a full supply, due to the Sunday accumulation. Frequently it is the case that the supply will be good also on Tuesday, not so bad on Wednesday, but tapering off the last three days of the week. This week saw a car shortage on Monday, some of the big operators on the Baltimore & Ohio lines especially having only a sixty per cent supply. Tuesday also found the supply very short, with Wednesday bringing no improvement.

Labor is an important factor just now. Labor and car supply dominate production, and with both inadequate production lags. It is no longer a question of orders. It is a question of cars and miners. A great majority of the operators are tied up on contracts. Usually an operator allows himself some leeway, contracting, say, for only sixty or seventy per cent of capacity. Some contract as closely as ninety to ninety-five per cent. The operator who is contracted to within twenty-

five or thirty per cent of his capacity is doing well these days to make his contract shipments. Many are not able to do even this. Moreover, those consumers who curtailed receipts of coal during the summer months considerably below their regular monthly quotas would now like to even up by taking their full monthly quotas, plus what tonnage they went shy on during the summer, but they cannot do it. This argues for a serious shortage at many steam plants during the winter months unless relief can be secured from sources unexpected at the moment.

A peculiar situation exists as to New England. The price-cutting war that started around Boston some weeks ago on contract business for 1916 delivery is said to be over. In the meantime, trade has grown more active, with immediate coal requirements larger, and in most instances with consumers none too well stocked. Moreover, several middle houses that made delivered prices at New England ports and who failed to protect themselves as to vessel tonnage now find the vessel markets denuded of vessels for this trade. Rates have increased fifty per cent in some instances, or, say, fifty cents a ton from Philadelphia and the Roads. This takes all the velvet and a considerable portion of the meat out of contracts made on a basis of normal vessel rates. Some of the interests who have been unable to secure boats are now said to be looking about to see if they cannot make all-rail deliveries to their customers, and as railroad rates are somewhat higher than water rates, they stand to lose quite a lot of money in carrying out their commitments.

Mine prices are stronger. In central Pennsylvania the range is from \$1.20 up on medium grades. This makes this coal \$2.75 f. o. b. New York harbor ports. Choice grades sell at \$1.40 to \$1.50 at the mines. West Virginia steam coals are selling at about the same prices. Very few lots of spot coals are now offered at New York harbor ports, which indicates that shipments are being kept very closely in line with contracts.

The Vessel Situation.

Coal shippers who have tonnage to move from Philadelphia to New England points find in many instances that they cannot obtain boats. There is a great scarcity of schooners, and such schooners and the barges that are used regularly in carrying coal are all held under time charters. When a free vessel is located the rate asked is usually so high that the coal shipper cannot do business. Vessels are very scarce for every purpose and rates continue to advance in all directions.

We quote current rates on freight as follows: From Hampton Roads to Boston, ninety-five cents to \$1 is about the range; to Portland and points east of Boston, from \$1 to \$1.20. To sound points, eighty-five cents to \$1.10. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to sound points as follows: Bridgeport, thirty-five cents; New Haven, forty-five cents; Providence, fifty cents; New Bedford, fifty-five cents. To Boston, around cape, sixty to seventy cents; through canal, seventy-five to eighty cents. Harbor rates twenty to twenty-five cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$2.90	\$1.40
Ordinary.....	2.80	1.25
Medium grades.....	2.75	1.20
Cambria County—		
Best Miller vein.....	3.00	1.45
Medium grades.....	2.80	1.25
Cheaper grades.....	2.75	1.20
Clearfield County—		
Best grade.....	3.00	1.35
Ordinary grades.....	2.75	1.20
Indiana County—		
Best grade.....	2.80	1.25
Medium grade.....	2.75	1.20
Maryland—		
Georges Creek big vein.....	3.15	1.65
West Virginia—		
Ordinary grades.....	2.75	1.20
Best gas, ¾-inch lump.....	2.90	1.30
Best gas, run of mine.....	2.70	.95
Gas slack.....		1.00 @ 1.15

New York Trade Briefs.

C. R. Briggs of A. H. Powell & Co., New Haven, Conn., was in New York on Tuesday.

R. W. Pierpoint of James Pierpoint & Co., Philadelphia, was a visitor to the New York trade this week.

R. C. Clark of the firm of Benedict & Pardee of New Haven was visiting the trade in New York this week.

A. B. Crane, New York sales manager for H. H. Lineaweaver & Co., attended the Yale-Prince-

ton football game at New Haven on last Saturday.

R. S. Townsend, treasurer of E. C. Townsend Coal Company of Boston, was a recent visitor to New York trade.

John Edmonds of the Philadelphia office of Madeira, Hill & Co., visited the New York offices of his company on Wednesday.

John Laing, president of the Wyatt Coal Company, with headquarters at Charleston, W. Va., was a New York visitor last week.

Kuper Hood, general sales agent of the Houston Coal Company, with headquarters at Cincinnati, was a recent visitor to New York.

The Clinchfield Fuel Company have taken much larger quarters on the thirteenth floor at No. 24 Broad street, now having a large portion of the southwestern wing of this floor in this building.

Harry A. Freeman, who recently withdrew from the Freeman-Chestnut Coal Company of New York and Philadelphia, is now a member of the newly organized concern of Freeman & Currie, with offices at No. 1 Broadway. F. Currie of the new concern was formerly with the Chesapeake & Ohio Coal Agency Company.

R. C. Hill, vice-president of Madeira, Hill & Co., No. 143 Liberty street, will return home on Monday from a successful hunting expedition of two months spent in British Columbia, on which trip he was accompanied by Mr. H. P. Davison of the banking house of J. P. Morgan & Co. They were met by Mrs. Hill and Mrs. Davison at San Francisco and attended the exposition.

Louis Wertheim, who headed the late firm of L. Wertheim Coal & Coke Company, which had headquarters at Jersey City, and did a large business in that city and New York for a period of twenty years, until its failure several years ago, also recently interested in the Scranton & Wyoming Coal Company, which has a plant at Twentieth street and East river, died on Sunday at his home in Jersey City at the age of forty-eight.

Herbert Barber, president of Barber & Co., Inc., steamship agents at No. 17 Battery place, and head of the Barber Line, which controls four steamship companies—the New York & Oriental Steamship Company, the La Plata Steamship Company and the Barber line to France and the Barber line to Australia, died on Tuesday morning at the Presbyterian hospital of New York, following an operation for an intestinal disorder. Mr. Barber was also president of the Virginia Coaling Corporation, the Atlantic Stevedoring Company and the Oriental Operating Company. He was born in Kent, England, sixty-eight years ago, and came to this country when a young man.

The Johnstown (Pa.) Tribune states that the Hillworth Coal Company, which has headquarters at No. 1 Broadway, New York, has begun the work of reopening its No. 3 plant at Acosta, in Somerset county, and expects to have it in full operation by January 1st. John C. Cosgrove, the general manager, who has his headquarters in Johnstown, has placed an order for new pumps, new haulage locomotives and new mine cars. When the mine is ready for operation the company expects to employ about 100 additional men. Two other mines of this company near Acosta are working now. The No. 3 is practically a new mine, having been opened originally about two years ago.

Here is how a well-known bituminous man sized up the present activity in the medium and cheaper grades of coal: "As you know, these coals that during the summer sold at eighty and ninety cents a ton in West Virginia and from ninety cents to \$1 in Pennsylvania, are now selling well above the dollar mark. This is due, I believe, to the fact that many of the middlemen who have contracts, say on the better grades of coal, and who are spot buyers to take care of their contracts, or in any event, not under yearly contracts to protect their commitments, when the prices on the good coals began to stiffen, began to look about for the cheaper grades so as to fill their orders and at the same time get out even. Thus we had a condition when these middlemen were bidding against one another for the inferior coals; and as a result, they have taken quite a climb in price. Just how satisfactory these coals are to their receivers, we do not at the moment know. As long as the middlemen take care of their contracts, and there are some who will do this until their last dollar is spent, we will not have any direct trade with their customers for spot lots. However, let them fall down, and there are some who will do this, then the customer will come into the market direct and usually he wants the best."

Philadelphia Trade.

Colder Weather Brings a Better Demand for Anthracite—Bituminous Is Quite Strong.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, November 18.

Trade conditions are holding true to form—if the use of the race track reporter's dope may be considered King's English. The hard coal trade has finally been treated to a cold snap that is but a forerunner of weather still to come. In the bituminous line the car shortage, demand from consumers and general conditions have turned the market about so that climbing prices seem the rule rather than the exception.

The advance of twenty-five cents on the ton for pea coal has produced quite a new angle to the retail trade in anthracite here. For quite some time there has been a set of retailers who have found it expedient, as a method to produce trade, to cut prices in certain localities of the city. Even these gentlemen have been met on a common battleground and have had their prices slashed. Retailers who were of the belief that such battles were not in keeping with good merchandising, have met with the price cutters and attempted to show them the error of their ways. When the advance on the price of pea coal was announced there was quite some speculation as to what effect this would have upon those who were selling at lower than the standard prices. The old line prices have been \$5.25 for pea, \$7.00 for egg, \$7.25 for stove and \$7.50 for nut. The cut prices were \$4.75 for pea, \$6.50 for egg, \$6.75 for stove and \$7.00 for nut. The advance of the price of pea coal has left that size unchanged and has raised the price on the other three sizes twenty-five cents a ton since the first of the month. Even in the cases of the "super-cutters" who have been selling pea coal at \$4.50 a ton their quotations have been unchanged. Various expressions of opinion were gleaned through this strange maneuvering of prices, but one terse head of a coal company put it this way: "All the dampfools are not dead yet."

The demand has been of the best since the weather tightened, with the pea size remaining in the limelight. The movement has been fairly heavy and shipments have been going forward by boat and rail to New England points in good volume.

Bituminous Situation

The car shortage still occupies the center of the stage and this, coupled with an increased demand from all sources, has kept the coal men who have contracts to fill in the same position as a hen on a hot griddle. Brokers who have been able to get free coal for spot delivery have been "in clover" and there has been little change in this situation. Some of the largest miners of coal in Somerset and Clearfield counties have declared themselves out of the market until the beginning of the new year. They have no coal to offer and will not trust to a possible change in the car supply.

Western Maryland coals have been playing all sorts of antics in the last week. Freeports have been sold as high as \$1.30 and a good many sales have been made around \$1.25. Lower Kittanings are held at \$1.20 and up—and the "up" in this instance means as much as can be had for them. Fairmont coals have been in about the same position with the buyer and seller making individual markets according to the stress that necessitated the buying. Quotations on this range from \$1.10 to \$1.25 for any of the grades, slack, run of mine or three-quarter inch lump.

At the piers there has been no stringency, though each day has changed the situation. Loading for export has been below the usual tonnage, but quite a bit of coal has been going into the holds for coastwise trade and for bunkering.

Prime vein Quemahonings are hard to lay hands on and a wide range of quotations has been the effect. While some sales have been reported about \$1.45, operators at the mines who have been approached to name a price have been holding this coal at \$1.60.

Greensburgs are still going to fill export contracts and to fill the Pennsylvania railroad's storage order, and these are out of the market as far as price is concerned, also.

Philadelphia News Notes.

Clarence Clarke of Benedict, Pardee & Co., of New Haven, Conn., was one of the New England visitors of Monday.

Edward Page of the New England Coal & Coke Company of Boston was in this city on a business trip the fore part of the week.

George Speese, vice-president of the George B. Newton Coal Company, left this week for a vacation, which will be spent in the south.

A. C. Speye of the Maryland Coke Company of Pittsburgh was among those who were noted as having visited the coal trade here last week.

J. Edgar Long of J. E. Long & Co., of Clarksburg, W. Va., was in Philadelphia and viewed the eastern situation through the local binoculars.

Vernon Taylor, general manager of the Cambria Smokeless Coal Company at Brockwayville, Pa., was one of the trade visitors of the week.

Leonard F. Leighton of the Carbon Coal & Coke Company was another member of the Boston trade who was among those who were in this city this week.

Murray B. Courtright and Harry Cortright of the Cortright Coal Company were away this week on a trip of inspection of the company's mines in the Fairmont, W. Va., district.

Dr. W. S. Blaisdell, secretary-treasurer of the Punxsutawney Coal Mining Company, of Punxsutawney, Pa., visited the local offices of that company during the fore part of the week.

An order for 500 more steel coal cars has been given the Standard Steel Car Company by the Philadelphia & Reading railroad. This is in addition to the order for one thousand cars which was placed in October.

Ivy L. Lee, former Philadelphian and publicity man for the Pennsylvania railroad and now on the personal staff of John D. Rockefeller, left on Tuesday for Colorado where he will inspect the properties of the Colorado Fuel & Iron Company.

Though it has taken three weeks for the news to become public, Mr. J. C. Stauffer, manager of the local branch of B. Nicoll & Company, has been receiving the congratulations of his friends upon his venture into the sea of matrimony. The happy young lady was Miss M. McCanna of Pittsburgh and the nuptial knot was tied in Maryland.

At a meeting of the stockholders of the Wilmore Coal Company it was voted to merge the properties under its control with those of the Berwind-White Coal Mining Company. The Wilmore properties were a subsidiary of the Berwind-White corporation and at the latter's office it was stated that the business of the Wilmore concern would be taken over in its entirety.

The annual meeting of the George B. Newton Coal Company has been changed from the 22nd to the 29th inst. Quite some surprise was occasioned by the receipt of a letter from Cassatt & Co., bankers, by the stockholders, which indicates that fireworks can be expected. In this letter the intimation is given that a change in the management will be insisted upon by certain of those who are financially interested.

* Quite a little interest was displayed in the news dispatches from Uniontown to the effect that the Midvale Steel and the Cambria Steel companies, whose headquarters are here, are dickering with the receivers for Josiah V. Thompson for the purchase of a part of his coal land holdings and intend using the coal for coke purposes. Coal men see in this a substantiation of the declaration made by the steel companies that they had work for months ahead.

The steamship Rochambeau of the French Line had a fire in its bunkers shortly after leaving New York, about ten days ago. It was thought that the steamer would have to put into Halifax, but the fire was put under control and the voyage continued to Bordeaux. When the wireless brought the news of the fire on the Rochambeau, it was surmised that a time bomb was planted on the steamer. Upon arrival at Bordeaux, the captain of the steamer stated that the fire was caused by spontaneous combustion, due to placing new coal on top of old coal in the bunkers.

New England Trade

BOSTON, November 18.—(*Special Correspondence*)—Excitement in the local wholesale bituminous market has subsided. The 1916-17 price war bubble seems to have burst. The firm that started the price cutting, while giving out no official information, has, it is understood, intimated to people that it had booked all the 1916-17 business it cared to. The firm that recently acquired the surplus 1916-17 vessel charters is, according to report, still booking orders for next season. In the meantime other concerns have been doing everything possible to meet conditions as they will exist next season, and there is a feeling that things will not be as unsatisfactory and unprofitable as was first thought.

While the average wholesale house has been anticipating conditions as they will exist next season, activities have not been confined to this one direction. As a matter of fact nearly everybody is enjoying a good business in New River, Pocahontas, Pennsylvania, Georges Creek and like coals. Industrial conditions throughout New England are unmistakably decidedly better than a month ago, and naturally the consumption of bituminous has increased proportionately. A great many of the manufacturing concerns had large stocks of coal on hand, but these have been materially reduced and everybody seems to want coal and want it badly. One never hears nowadays of cancellations of contract coals, but quite often a dealer is requested by a manufacturer to double his order. Retail firms are moving much bituminous, now that the apartment houses and office buildings have to be heated.

Stocks of New River and Pocahontas at Hampton Roads ports are still large, but one hears less and less about price concessions now that the demand is better. One thing seems certain, and that is that shippers are getting \$2.85 per ton f. o. b. southern ports more often than they were a fortnight ago. At Mystic Wharf, the spot market for New River and Pocahontas is even better than it was a week ago, and sales at \$3.75 per ton on cars are more numerous. Georges Creek is in better demand and very firm at \$4 to \$4.10 on cars. Pennsylvania bituminous (all-rail) is strong on a basis of \$1.10 to \$1.65 per ton on cars at the mines. The off-shore business is still unsatisfactory.

The local wholesale anthracite market seems to have become a weather affair. Business a week ago was all that could be expected, but recently another spell of unseasonably warm weather, as one dealer puts it, "put a crimp into the market." During the past day or two the weather has been more seasonable, and trade has picked up again. This is what one wholesaler says about the trade: "Take a nice warm day, such as we have had recently, and you can't get a fellow to take coal if you should give it to him. Perhaps two days later it is colder, and the same dealer who would not take coal now wants it and wants it bad, and he will give you all kinds of arguments why you should take care of your trade. A coal dealer has to be a pretty good-natured fellow to hold down his job."

With the month half gone, most firms say that November bookings to date compare very favorably with those for the corresponding period last year. This is certainly encouraging news. The demand continues for cargo and all-rail lots as well. Stove is still the most popular size, nut next and pea third. Some firms say they are sold well ahead on pea and are not anxious to take on new business. The buckwheat situation is unchanged; the demand is larger than the supply. Prices on everything are strong, but unchanged. The car supply at the mines appears to be a little larger than it was a week or ten days ago.

Weather conditions outside have not been very favorable for the shipment of coals, and as a result the movement has been slower. The marine freight rate market, however, appears to be as strong, if not more so, than it was at last reports. Very little space from Hampton Roads ports to Boston is available for less than \$1 per ton. Anthracite rates from New York to Boston are unchanged at fifty to fifty-five cents.

New England Trade Notes.

The Pond Creek Coal Company turned out 72,274 tons of coal in October, in September the production was 74,219 and in October last year 54,862 tons.

The Union Light & Power Company of Augusta, with a capital of \$50,000, has been granted a Maine charter. The incorporators of the company are: Ernest L. McLean, Frank E. Southard of Augusta, and Pauline Lowell of Hallowell, Me.

Baltimore Trade.

BALTIMORE, November 18.—(*Special Correspondence.*)—Real wintry weather has come to this section. A little ice is noted here and there, and chill winds have been blowing; to the effect that the belated coal consumer who needs fuel for warmth has been hustling to get under cover. All of the anthracite men have been rushed with orders. As deliveries are slow from the mines by reason of car shortage, local stocks have been called upon in some cases to a considerable extent. It is not over-pleasing to many coal men who had hoped to conserve stored supplies in anticipation of strike clouds for the spring, to have any drain made upon them.

The soft coal situation has not undergone much change. The early part of last week saw a fall-off in demand for unattached coal, but this made little difference to the trade as the urging for fuel under contract is such as to readily absorb all coal that can be gotten through. From time to time there was a little free coal offering at tide by reason of lack of sufficient vessel bottoms reporting to take all coal consigned here on export account, but this was readily absorbed at good figures.

Prices to the trade were quoted about as follows:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$1.05	\$2.48
Run of mine .....	.95	2.38
Slack .....	.95	2.38
Somerset—		
Best	1.45	2.63
Good	1.25	2.43
W. M. R. R.—		
Freeport	1.10	2.28
P. R. R.—		
Best South Fork	1.40	2.58
Miller vein	1.30	2.48
Ordinary	1.05@1.10	2.23@2.28

The coal trade as a whole is much worried by car scarcity that is generally not more than sixty to eighty per cent of needs. The railroads are bending every effort at relief, but are handicapped by the fact that vessel shortage at all Atlantic ports is such that thousands of cars have piled up at terminals with little prospect of quick unloading. The vessel situation here has hit the export coal trade hard. Last week the movement on foreign account dropped to less than 13,000 tons, the lowest on record for a number of months past. Few charters were reported during the period also, so that the prospects for an immediate pick-up in this trade seem poor. Vessel rates are beyond the reach of most shippers. Some idea of conditions may be gathered from the appended list:

To the west coast of Italy, 70 to 75 shillings; Marseilles, 65 to 70 shillings; Barcelona or other Spanish ports, 60 to 70 shillings; Montevideo, about 45 shillings; Buenos Aires or La Plata, about 45 shillings; Rosario, about 50 shillings; Rio de Janeiro, about 45 shillings; Santos, about 45 shillings; and Valparaiso or Callao, about \$7.50 per ton.

To other ports the rates quoted are as follows: Havana, \$2.75 to \$3.00; Cardenas or Sagua, \$3.00 to \$3.25; Cienfuegos, \$3.00 to \$3.50; port of Spain, Trinidad, \$4.00 to \$4.25; St. Lucia, \$3.75 to \$4.25; St. Thomas, \$3.50 to \$3.75; Barbados, \$4.00 to \$4.25; Kingston, \$3.00 to \$3.25; Curacao, about \$3.75; Santiago, \$3.25 to \$3.50; Guantanamo, \$3.25 to \$3.50; Demerara, \$6.00 to \$6.50; Bermuda, about \$3.50; Vera Cruz, \$5.00 to \$5.50; and Tampico, \$5.00 to \$5.50.

The principal drain on vessels here, outside of the natural slacking of vessel supply due to destruction of so many ships at a time when all except American shipyards are practically idle on commercial shipbuilding, comes through the demands of the grain export trade. Thirty-five steamships were announced chartered here the past week for loading grain on foreign account.

The ore-carrying trade is also taking many ships. The Maryland Steel Company alone is taking a total of about 35,600 tons of ore a week. The big prices paid by the grain and ore trade are blocking many coal charters.

Buffalo Trade.

BUFFALO, N. Y., November 18.—(*Special Correspondence.*)—Anthracite shipments up the lakes have been small lately, owing to the lack of available tonnage, and it looks very much as if the total for the month would run short of a year ago. For the first half of this month the shipments were 213,400 tons, which would indicate a

falling off for the whole month of at least 100,000 tons, as compared with November of last year. For the past week the shipments were 80,400 tons, which cleared as follows: Duluth-Superior, 32,000; Chicago, 25,500; Milwaukee, 16,500; Ashland, 3,300; Fort William, 3,000. The leading ports are getting nearly all the coal, for the attractive freight rates on grain are sending vessels to the chief ports to a large extent.

The colder and stormier weather of the past week have stimulated the anthracite trade, which is now quite fair for this time of year. The companies are not getting as much coal as a short time ago, owing to the shortage of cars, and it is growing harder to make prompt deliveries. The big demand just now is for chestnut and stove coal. Further cold weather will no doubt send a large number of orders and dealers are being advised that if they delay they will find it difficult to have their needs attended to promptly.

The bituminous trade is fair, but there is no rush for coal at present, and business is below normal for this season. This is due principally to the lack of activity in a good many lines in Canada, where the chief activity is centered in the turning out of war material. An improvement in industrial lines in the domestic market is reported and a pretty fair demand is now springing up to the eastward. The shortage of labor and of cars is making the market firm and will probably continue to do so until the end of the lake season, when as usual some letting down for a time is expected. It is not thought, however, that much weakness will develop in the market, because production has been light for some time and nobody is loaded up with coal. A number of leading companies are quoting maximum prices in all grades and are confident that these prices will be considered fair within a short time, if they are not now.

The coke market is the strongest now in some months, with 72-hour Connellsville foundry bringing about \$4.85. Prices considerably higher are predicted for the near future.

Buffalo Trade Briefs.

George H. Bortz, manager of W. A. Stone & Co., has gone back to Uniontown, Pa., leaving the office in charge of Walter E. Auld, who has been lately appointed sales agent.

D. D. Schenck, sales agent of the D., L. & W. Coal Company, Toledo, and G. E. Boulton, sales agent of the Lehigh Valley Coal Sales Company, Detroit, were late visitors to the city.

D. W. McClennan, sales manager of the Allegheny Coal Company, is recovering from an attack of rheumatism and has been spending about two weeks in the German Deaconess hospital, though expecting to be back at the office shortly.

M. and M. Forbes have succeeded to the coal business of Arthur Forbes, who was killed by a train two or three weeks ago at Clinton, Ont., where he had been a dealer for several years. The members of the new firm are daughters of the deceased.

Birmingham Trade.

BIRMINGHAM, Ala., Nov. 18.—(*Special Correspondence.*)—In some respects the coal trade is exceedingly bright; in others not so good. However, as a whole, the indications seem to point to some increased production. Most of this comes from the coking coal district, which is having a large demand for coking coal because of the very large demand for coke.

The steam trade is only fair. The Warrior trade has been exceedingly good. The Tennessee company is making some good shipments down the river. The Sloss-Sheffield Company is considering entering the river trade.

The domestic situation has not been so good for the last week, but the coming of frost has caused orders to come in rapidly.

The Sloss-Sheffield Steel & Iron Company is considering a contract offered by the state of Alabama to use from three hundred and fifty to five hundred state convicts at the Flat Top mines. The state will be in charge of the convicts, feeding, clothing, and treating them in times of illness. The company will pay for labor on a tonnage basis for coal mined, and for the labor on a day schedule where mine work is done. The figures are not obtained until the legality of the contract has been passed on. The Flat Top mines are considered among the best in the state.

The demand for coke is probably the largest that has ever occurred since Birmingham became an iron making center. The big by-product coke plants have been working prac-

tically on full time, barring accidents. Many of the old bee-hive ovens which had been discarded have been brought back into use.

The announcement is made that the Sloss-Sheffield Steel & Iron Company has made a contract with the Pratt Consolidated Coal Company for coke to be manufactured in the ovens at New Castle, with washed Banner coal. The Sloss-Sheffield Company is to take 150 tons of the coke a day. This will be used in the additional blast iron furnace which will be lighted Tuesday at North Birmingham. It is expected that Messrs. McCormack and Ramsay will fire up all their ovens at New Castle, as the demand for coke is steadily growing. The ovens in the Blue Creek region are ready for operation, while the Yolande Coal & Coke Company has been shipping all of its coke. There is but little, if any, accumulation of coke in this district. Prices are steady at \$3.00 to \$3.50 per ton.

"While I have charge of the operating department and not the sales of the Sloss-Sheffield Steel & Iron Company, my observations are that the metal market has entered into a period of prosperity that is going to last for some time," said J. C. Maben, Jr. "Our preparations are for a steady production of pig iron. This will necessitate a steady supply of coal and coke. In fact, we have found it imperative to make arrangements for more coke than we can manufacture ourselves."

PRICES FOR OCTOBER AND THE BALANCE OF THE YEAR.

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic—		
Red ash Cahaba lump	\$3.00	\$3.30
Red ash Cahaba lump	2.75	3.10
Red ash steam size	1.20@1.35	Frt. rate 30c
Jefferson County—		
Fancy steam Pratt	1.75	2.00
Run of mine Pratt	1.20@1.25	1.45@1.50
Mary Lee lump	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump	1.75	2.05
Washed nut	1.75	2.05
Washed steam	1.35@1.60	Frt. rate 30c
Mine run	1.35@1.40	Frt. rate 30c
Jefferson Steam Coal—		
Mine run	1.15@1.25	Frt. rate 30c
Walker County Domestic Coal—		
Carbon Hill lump	1.75	2.15
Carbon Hill egg	1.65	2.05
Horse Creek mine run	1.00@1.20	Frt. rate 40c
Genuine Corona—		
Lump	2.00	2.40
Egg	1.90	2.35
Steam sizes	1.25@1.35	Frt. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump	3.00	3.30
Cahaba No. 2 lump	2.75	3.05
Montevallo domestic prices range from \$3.00 to \$3.25.		
Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at the mines.		

Oklahoma Trade.

OKLAHOMA CITY, OKLA., November 18.—(*Special Correspondence.*)—Smiles, smiles, smiles—at the mines, in the wholesale offices, with the dealers over the state. This is the expression on the faces of Oklahoma coalmen today. The cause? Just this—the first killing frost of the season came last night. Then some of the more hopeful ones think they can see in today's low hanging clouds the augur of an approaching snowstorm. Of this the writer is not so sure, however. He has seen many promising snowstorms scattered into thin air by the oncoming rays of an Oklahoma sun within a few hours. In Oklahoma the old timers do not bank much on a blizzard until it is at least a day old.

Practically no coal at all has been moving from dealers' yards during the past two or three weeks. The weather has been unusually warm for November. Not at any time, day or night, for almost a month has it been necessary to wear an overcoat to be comfortable. In fact, it has been no uncommon sight to see men on the street and in the fields in their shirt sleeves almost daily since the middle of October.

At Enid, which is the largest coal consuming city in the state, two of the leading dealers reported this week that they were doing absolutely nothing. One of these dealers, however, ran from seven to nine teams during September and most of October, which is exceptionally good for a town of 17,000 people.

Enid, by the way, is the largest town in the state not served by natural gas. There are numerous wells, large producers, less than forty miles northeast of Enid, but there has been little talk of extending mains into the town. The citizens of this city, differing from the inhabitants of the average town, seem to know that the bringing of natural gas to a community is not the establishment of heaven on earth and consequently have been content to leave the gas where it is.

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Factors Which Increase Cost of Mining Anthracite.*

The question of the cost of producing coal is such an essential one to all operating men that if they are not pretty well conversant with it they do not hold their jobs very long.

The average anthracite operating head has coming over his desk twice a month an analyzed detailed cost sheet for each and every mine opening, showing the detail in cost per ton for the different items for mining coal, which individual itemized cost is followed up with the greatest of care with the foreman and division superintendents and they are held responsible for and obliged to explain the slightest shade of increase in these costs. The variation of a few cents per ton on our production of our eight million tons a year means the difference between profit and loss.

The day is probably coming when, instead of having a semi-monthly cost, we will have a weekly cost, and it is not improbable that we will eventually come to having a daily cost of the production of coal.

The difference between profit and loss in the mining of anthracite coal is becoming smaller and smaller all the time, and as the conditions affecting the production of the coal remaining in the ground are becoming harder to meet, the only manner in which a fair profit can be obtained by the producing companies is by careful analysis of these costs and by efficiency in the use of material and labor.

The Variable Seams.

There are, as you know, two great regions in the anthracite coal fields—the northern and southern. In the southern field, which contains by far the largest reserve of unmined coal, the coal stands in deep basins on very heavy, sharp pitches. The bottom of these basins are from two thousand (2,000) to three thousand (3,000) feet below the surface, and the problem of mining this deep coal is one not yet solved. We know one thing, however, and that is the cost of mining that coal by any possible known method is going to be higher and higher as the depth becomes greater.

In the southern region, due to the nature of the coal veins, it is necessary to take out from forty to fifty per cent of the refuse along with the run of mine coal. This refuse has to be separated from the coal on the surface and stored on a very limited surface area in that region. It is apparent, of course, to you that this costs a great deal of money. In the northern field, the basins are more shallow and the veins flatter, but as the coal is spread over a very wide area, the question of transportation is the high cost.

The first item, of course, in the increase of costs in producing anthracite coal, is that of labor, especially in the northern regions, where the mining of the smaller veins is necessary. The contract miner and the contract laborer working in these small veins have to make a living wage; they have to be paid a higher rate per ton to mine the coal in smaller veins than in the larger ones. The average figure for the northern anthracite region is about thirty per cent of the coal in the ground is in these veins of thirty inches or under. We are trying to mine the small vein coal in the same proportion that it bears to our total reserve and that means, of course, an increase in the cost of our coal on the cars.

Effect of Insurance.

The next increase which has to be faced is the question of the employees' compensation act which goes into effect the first of January, 1916. You, of course, appreciate that in any manufacturing or textile industry, the risk is not so great as in the mining of coal; the work is very hazardous and the chances for negligence on the part of the miner very great. Approximately eighty per cent of the accidents in the anthracite mines come through the carelessness of the men themselves. Safety first organizations and first

By C. Dorrance, Jr.†

Maintaining Extensive Underground Railways Is One of the Problems—Correcting Complaints of Dealers Is Forcing Up the Cost of Selling.

aid organizations have been developed toward trying to keep this accident list down, but due to the above mentioned fact of the carelessness of the average employe, it is doubtful whether our proportion of accidents will be materially decreased from the present average.

Robbing work, which is the re-claiming of the pillars, after the first mining of all coal, means many accidents from fall of roof or fall of rock. From the figures from which we have for The Hudson Coal Company it appears that under the existing conditions the expense of the probable rates of liability insurance and the compensation act will cost our company in the neighborhood of \$400,000 to \$500,000 per year. *Gentlemen, this means approximately ten cents per ton added to the cost of producing coal.* As a large proportion of our coal is used for steam purposes and the selling price thus fixed by the price of bituminous coal, it would be impossible to add this compensation cost to the steam sizes. Therefore, I estimate that the compensation law will mean an increased cost of from fifteen (15) to twenty (20) cents per ton on the cost of domestic sizes of anthracite coal.

The Water Problem.

Another enormous item in the increase of cost of production is the question of freeing our mines of water. As we go farther in the robbing out of existing coal in the ground, the surface is disturbed and breaches occur which allow surface water to enter the mines. In the anthracite region today, the average figure shows that for every ton of coal hoisted at the surface thirteen (13) tons of water are pumped from the mines. This figure is gradually becoming greater and is never going to decrease. At our Coal Brook and Powderly collieries, we have today a pumping capacity of seventeen thousand five hundred (17,500) gallons per minute. We pumped during last year three billion (3,000,000,000) gallons of water and produced from these operations approximately nine hundred thousand (900,000) tons of coal. In the production of this coal we had to pump fifteen million (15,000,000) tons of water.

The question of thin vein work is another important item in the increased cost. In these small thirty-inch veins of coal our gangways or main haulage ways have to be driven of standard height and width. This means the taking up and mining a large amount of rock, and the mining of rock is the most expensive mining that can be done; at the same time giving us no return at all. In regard to this thin vein mining we are doing our best to keep our cost down by the use of machine mining and the use of buggies. A buggy is a small mine car which is run up the chamber from the gangway and which is low enough so that no rock has to be blown. We are obliged, however, to pay the miner extra wages for mining coal with this buggy. The machine mining is the undercutting of the thin vein and the transferring of the coal so undercut and blown from the gangway by means of a conveyor line which is low enough so that no rock has to be blown.

Yesterday morning I went into one of the mines of our neighbors at Scranton to look over with some other engineers the question of the advisability of spending an amount of money on the surface to clean and prepare the coal from that mine. There is nothing left in this mine except one vein of coal and we walked practically the whole morning in this vein looking at the quality of the coal and the quality of the vein and nearly half the chambers in that vein were

six (6) feet of vein matter, out of which eighteen (18) inches was coal. The whole six (6) feet had to be mined and yet from that, less than twenty (20) per cent was coal which could be sent to market. You will appreciate what it means to mine a vein of that character where the cost of production is practically five times what it would be if the vein were all coal.

Protecting the Surface.

The question of the protection of the surface is also another factor in the increased cost of production, due to the fact that, independent of the law, we are not allowed to drop houses with women and children in them, or have valuable surface improvements destroyed. There is a large proportion of territory where, instead of being able to mine from seventy (70) to eighty (80) per cent of the coal underground, we are obliged to leave sometimes as high as sixty (60) per cent of the original contents of the vein in places to protect the surface. You will readily appreciate what this means towards increasing the cost of producing coal from these veins.

Underground Railroading.

Inside transportation is another important item in the increase of our producing cost. When we started to mine anthracite coal our gangways were short and our transportation cheap; today at our Olyphant colliery we have one hundred and twenty-five (125) miles of railroad track in the mines. In all of the operations of The Hudson Coal Company we have as much steel railroad mileage underneath the ground as The Delaware & Hudson Railroad has on its whole system on the surface, running from Scranton to Montreal. The upkeep of this underground track is a great deal more expensive than on the surface, as the track is subject at all times to acid water, and the ties rot quickly. We have in all our collieries continually a force of men who do nothing else from day to day but keep up the repairs of these inside tracks.

Finally, one of the increases in the cost of operation which you can readily appreciate, and which I hope you do appreciate is the question of the standard preparation of coal from a sales standpoint. You have probably all read Mark Twain's book called "Puddin' Head Wilson." At the head of one of the chapters there is a little note about a man who was always finding fault. "Puddin' Head Wilson" said that this man when he could find nothing else the matter with his coal, complained that it contained too many prehistoric toads. The president of one of the anthracite companies had this saying framed and sent to each one of his sales agents. Now I want all of you to especially appreciate what the operating end of the anthracite business is doing, and are willing to do everything in our power to give you a uniform standard coal. If you will send in your troubles through the sales department we will see that they are investigated and that any mistakes are rectified.

We have a force of men, at least three at each colliery of any size, who do nothing else but try to see that the coal goes to market in a uniform state, within the limits of standard preparation as developed and made permanent by the Philadelphia & Reading sales contract of 1892, which is the basis for the standard preparation of coal. We cannot, however, give you gentlemen coal that was mined thirty years ago; that coal is burned up and gone. We cannot give you the bright, glassy, perfect, bright, diamond that was shipped in former years; we must confess that the quality, appearance, brightness, and the fracture of all Pennsylvania anthracite coal is becoming poorer and poorer as time goes on; the cream of the anthracite is gone; we have got to do the best we can with what is left. We appreciate that all coal that goes to market is not perfect; and that our inspection departments may make mistakes.

However, in this connection, I would say that from figures obtained from the different com-

(Concluded on page 433.)

*A paper read before the New York State & Western Pennsylvania Coal Merchants Association.

†General superintendent of the Hudson Coal Company.

Increasing the Flexibility of a House Furnace.

"How to prove and increase the elasticity of a household furnace" is one of the most fascinating topics that any man ever tackled. It isn't exactly a business; it isn't even a calling. It is a great deal like golf. It is a fad which gets into the blood. The more you play at it, the more you want to play at it.

The results, of course, are worth while, because they help in the end to save money. But, after a man has been tinkering with his furnace for a month or so he loses sight of the money he is going to save and becomes interested only in the results which he can get. This means to say that the matter of reforming the house furnace has not, yet, become one of the everyday practical things of life; it is still in the game stage; men play at it as a means of diversion rather than as a source of profit. One of these days it will become commonplace, because we will all have to study it in earnest. Then the sport element in it will be lost.

There is one western coal man who is a tremendous enthusiast on the subject. He devotes to his furnace the time other men give to cards and the theater. He will talk about it by the hour and can tell precisely how to handle any kind of coal or any furnace. He can tell how to get the maximum results from the poorest coal and the worst furnace. He can give you a formula by which you can fire bituminous coal alone and this is worked out into a schedule. He can tell you exactly what to do in the morning and what to do at different periods throughout the day. He can throw bituminous coal and coke into combination and tell you what to do. Or, he can tell how to fire coke alone. From his conversation one would believe that anthracite coal and its near relatives had no place in his household economy.

After listening to him for an hour or so, the question was put, quietly:

"What kind of coal do you use?"

"Oh, I use anthracite." He said it without a blush.

That man is interested in the "game" of reforming the furnace. It attacks his mind as a problem rather than as an every-day matter. When it comes down to a matter of comfort and of following the line of least resistance, he cuts free of all bothersome experimentation and goes back to the old reliable anthracite.

A Practical Point

However, the supply of anthracite simply will not go around among all coal users in America. A matter of 75,000,000,000 tons of anthracite coal per year—forty per cent of which goes to the steam trade—cannot warm every household in America. It is the ideal fuel for those who can get it, but a great majority of the people must use something else. They must learn to use the other coal economically and without befouling their neighborhood with dense black smoke.

So, while we all confess that anthracite is the best fuel known, we must learn to use the bituminous coals and coke. Whether we use them separately or in combination is a matter of detail. The big fact is that we must learn to use them. That means that tinkering with house furnaces must not be merely an interesting game; we must make a purposeful study of it.

As recited in two preceding articles, the writer has been experimenting with a combination of Franklin county Number Two nut coal from Illinois, and by-product coke of the pea size, the two being burned in combination. The weather at the time the primary experiments were made was relatively warm. That is, the lowest temperature was about forty and, with the exception of one occasion, the wind was not strong. Therefore, the heating problem was relatively simple. Under those conditions it was not imperative to get a fire started quickly.

Within the last week, however, the situation has changed. The weather from being almost balmy, became quite severe. Not only was it necessary to get up a hot fire quickly, but it was necessary to maintain a hot fire. To do both of these, the firing practice was changed.

Heretofore the coke was fired first. When it presented a glowing mass, the bituminous coal was fired on top. When five or six shovelful of coke were fired, the fuel bed was compact and even a strong draft would not cause it to burn quickly.

To get a hot fire to meet the new weather conditions, the process was reversed. That is, Franklin county coal was fired first. This proves to be an extremely free burning coal. The old Jackson Hill coal from Ohio perhaps is flashier,

Making a Fire Respond Quickly When a Need Arises—Overcoming Drafts in a House—An Underfeed Stoker for Use in Small Plants.

but of course that is not obtainable now. Next to that, the freest burning coal is the Jellico product from southeastern Kentucky. As almost everyone knows, this ignites almost by the use of a match. Once ignited, it burns freely. New River and Pocahontas coals get into action quickly. Even so, they take more time to get up a hot fire than does Franklin county. The latter comes somewhere in between Jellico coal and the smokeless coals from West Virginia. It is a quick acting fuel and gives results almost instantly, if properly handled.

The proper handling of it consists of firing the bed reasonably thin and then of leaving open the stack damper, the ash pit door and the draft slide in the feed door. If one follows those rules, he can, in about twenty minutes, get the water, we will say, from an early-morning temperature of about 120 to 125, up to boiling point. At least this record has been obtained in the one house where these experiments have been carried on.

After the gas has had time to burn off the Franklin county coal it is advisable to slow down the fire. This is done by covering the glowing fuel bed, to a thickness of about four or five inches, with the pea coke. About four shovelful of coke are necessary in a fire pot which is twenty-four inches across. After that is done, the ash pit door and the draft slide in the feed door can be closed and the new fuel bed will maintain a temperature of seventy degrees throughout the house for a matter of five or six hours.

While firing the coal first and the coke on top gives a quick fire, the coal is likely to clinker if the coke covering is put on too soon.

Getting Rid of Soot

On several occasions the question has been asked whether using Franklin county coal does not result in soot. What the questioner had in mind was the fact that Franklin county coal gives off quite a great deal of volatile matter. The questioner believes that in such a small fire pot it is impossible to burn these gases before they reach the relatively cool surface of the water tubes. He believes therefore, that the cooling down of these gases before they were burned must result in a deposit of soot, both on the water tubes and the side of the furnace.

The assumption is quite correct; that is exactly what happens. However, the soot remains but a very short time, because so soon as the coke starts to burn, it makes such a hot fire, without flame, that the soot is burned off.

This does not mean to say, however, that the water tubes do not have to be watched with extreme care. They do have to be watched or the struggle for fuel economy is wasted. The accumulation on them does not come so much from the soot, however, as from the ashes.

Any man who runs a house furnace must notice that when he shakes down the fuel bed in the morning quite a cloud of dust arises. If he opens the ash pit door, some of this dust escapes and rises to decorate his basement ceiling. Sometimes, it may rise to decorate the upper portion of his house—if he leaves the basement door open. Even so, a certain part of it rises through the fuel bed and must settle somewhere. The most convenient place for it is the water tubes. The writer just recently opened the door into the water tubes after having neglected cleaning them for a matter of about two months. He found an accumulation that was a good inch thick; in the aggregate it made nearly a half bushel of dust. This served as a splendid insulation of the water tubes; it prevented the heat from going through this insulation to the water which was to be heated.

In a word the writer was burning coal, rather than heating water.

After that experiment he is now making it a point to use the scraper on those water tubes once in three days. Perhaps this is a trifle too often, but if one is after real fuel economy and heat the little extra trouble is worth while.

The Effect of Wind

On last Sunday the wind was quite strong. The outside temperature was around twenty-eight. With the high wind, the day was really cold. All day long it was a constant struggle to keep the

house temperature up to anything near what it should be.

Instead of a couple of firings a day, which had been necessary theretofore, the furnace was fired at half-past six, at eleven, at half-past three, and at half-past six, with an additional firing when the banking was done at about eleven o'clock at night. However, even with this free use of coal, it was not possible all the time to keep the house warm, even though the water in the pipes was always at boiling point and even though the boiling point was twenty degrees higher than is economical in a hot water plant.

It soon became apparent that while more than enough heat was being generated, it was being blown away by the house drafts. That is, the windows were leaking cold air and with the leak in the back offset by another one in front, the cold air passed through the house, carrying the heat with it. There was nothing to do, therefore, but to insert a barrier in the path of the draft. This was done by closing the intervening doors. Down stairs the kitchen was shut off from the dining room and the living room was shut off from the sun porch. Upstairs all the doors leading into the central hall were closed. With that done, the average temperature of the house rose very quickly five degrees, while it was possible to slow down the burning of coal in the basement.

Incidentally this is the reverse of the dead air proposition put up, a month ago, by George W. Reed, who said that on one occasion his house would not heat because the air had become dead, due to the fact that the windows were too tight.

In this connection another interesting thing was noted. Everyone knows that the stairway in the house is an open chimney; the heat passes from the downstairs through the stairway to the upstairs. In most ordinary houses, the upper rooms are much warmer than the lower.

In this particular house the stairway cannot be closed off. The assumption naturally would be that all the heat would rush up that "chimney" and warm up the upper part of the house. However, half way up the stairs there is a landing on which there are three good sized windows. It was found that this landing was the coldest spot in the house. The windows were leaking cold air. The lower portion of the stairway was quite hot. The upper portion was quite cold. That is, the cold air coming in from those windows presented a barrier to the passage of heat and thus neutralized the effect of the warm air rising. Until storm sashes could be put on the windows, the blinds were drawn and thus a good part of the heat passing up the stairway was saved.

Increasing Circulation

Gordon Buchanan, of the Old Ben Mining Corporation of Chicago, knows Franklin county coal in all of its moods and tenses. This is so because he has experimented with it so often. He called the writer's attention to the fact that this is a particularly free burning coal. His first experiment, along this line, was made one day when the fire had been allowed to become so low that it was a question whether fresh coal could be fired without the use of kindling. He wanted to give Franklin county coal a severe trial and so he threw a couple of shovelful into the fire pot and opened the drafts. In a few moments it was burning freely.

The writer wanted to give this coal a test along this same line. The house had been closed for several days while the family was away. The fire in the hot water heater had been allowed to go out. He wanted some hot water quickly, so he used about half of the kindling that is required to start a fire with anthracite pea coal and put in some Franklin county number two nut. In about one-fourth of the time that it takes to get hot water with anthracite coal hot water was available at every faucet in the house. In fact, the water became so hot that it was necessary to check the fire by closing all the dampers and partly removing one of the lids of the stove.

Mr. Buchanan has a way of getting the greatest amount of heat in the upper portion of the house. He starts with the assumption that it is impossible to transmit to the water pipes all of the heat from the furnace. Therefore, some of it must escape into the basement. There is almost enough of this to take the chill off that section. If the pipes are uncovered, they radiate heat. Thus the primary energy of the coal is devoted to heating a part of the house where nobody lives. If the basement window is left open for ventilation, a good part of this heat escapes without doing any work.

(Concluded on page 433.)

Getting Down to Details While Talking Costs.

About eight years ago, the Chicago Coal Merchants' Association began to discuss the question, "What Does It Cost to Do Business?"

At that time it was a youngster. It had not been organized much more than a year, and had not found its bearings. It was in the position of many other associations; it was talking about things rather than doing them. Therefore, it talked about what it costs to handle coal and then talked some more. After a long, long debate, nearly everyone in the association came to realize that it costs far more to handle a ton of coal than they had supposed. Some men had believed it cost them sixty-five to seventy cents, only to find that it cost from ninety cents to \$1. Still with this fact staring most of them in the face, the only thing that the young association did was to talk about it.

Just a few months ago Homer D. Jones, vice-president of the association, decided that it was about time to stop talking and to do something. When it came to the question of taking action, Mr. Jones discovered another thing which he expresses as follows:

"The cost of doing business includes many items. For example, there is the cost of the degradation of coal; the cost of depreciating the plants and appliances; the cost of making sales; the cost of cartage; the cost of administration, etc. So long as we try to include all of those things in a general discussion we get nowhere. I may be thinking about the cost of degradation, while some other fellow is talking about the cost of selling. In a word, the subject is entirely too big to discuss as a whole. If we are going to get any place, we must discuss in detail some of the subdivisions of the big subject."

Suiting the action to the word, Mr. Jones called together some dozen or more of members of this association who are really interested in improving their cost accounting system. They went into a sort of executive session in which it was resolved to devote attention solely to just one small branch of the big topic. They decided

to meet at two o'clock in the afternoon and to stay in session until they had arrived at a definite understanding of a simple way to handle that detail.

The suggestion came from several men at once and so it was decided to devote the first meeting to delivery tickets. They wanted to get a form for a delivery ticket that would contain all the information for the buyer and at the same time would fit into the general bookkeeping system. Before they parted they had really laid the foundation for both a simplified system of bookkeeping and a simplified system of cost accounting.

For example, they made out a delivery ticket in triplicate. One of these was given to the driver as his scale ticket to deliver to the consumer. The original was put in an envelope and forwarded by mail to the buyer as his bill. The third copy was turned over to the bookkeeper as his record of the transaction.

This was the result of one meeting only. These retailers who are interested in simplified cost accounting are going to continue to discuss other details until they have got simple forms and simple ways of keeping accounts for each branch of the subject.

When they have discussed these various subjects and have thus come to have a simple method of doing everything, the complete system will be turned over to the Chicago Coal Merchants' Association, which in turn will be asked to recommend it to all the retailers in Chicago. In that way, they figure that every retailer will have a means of knowing precisely what it costs him to do business and therefore competition, although it may be keen, will no longer be ignorant.

This method introduced in Chicago by Mr. Jones is capable of duplication in every other city of the United States. He starts out on the theory that all of the retailers need not be present or interested at the start. Rather if only two or three can get at it first and work out these details, it will be worth while, because the others would then know what is coming out of it and are almost sure to follow the example.

How a Delivery System Brought Results.

Unie Clark, owner and manager of the Clark Cash Coal Company, of Elkhart, Ind., attributes the patronage he enjoys today in smokeless coal, not so much to the coal itself but more to the manner in which it is delivered.

Mr. Clark having been employed by a retail coal concern before entering business under his own name, knew that smokeless coal was a hard one to deliver satisfactorily, and most of the dissatisfaction upon the part of customers came from this source.

In remedying this fault, all drivers employed by the Clark Cash Coal Company were instructed to distribute evenly the fine and lump coal in each load. That is, if one side of the shed contained quite a bit of fine and small coal and the other side lump, to take a scoop full of the fine coal to every two or three of the lump, and in this way eliminate any chance of the consumer getting a load of all fine coal. Drivers were further instructed to use the utmost care in unloading the coal and in putting it in the customer's bin.

Mr. Clark does not believe in hiring any man who comes along when business is greater than his regular men can handle it, but prefers to deliver enough of each order to tide each customer along until the rush is over and his men and teams can handle the business. In this way, he not only retains work enough to keep his men busy during the slack times, but also does not have to employ extra help during business rushes.

Thus in hiring regular drivers and continually instructing them to handle the coal carefully, Mr. Clark has managed to eliminate the trouble and dissatisfaction arising from the poor delivery of smokeless coal, and attributes the patronage he enjoys in this one coal alone to this fact.

How Mr. Clark took advantage of a recent industrial parade in his city to advertise his coal and his company, is shown by the photograph herewith. The float of the Indian girl and campfire scene was one of the most effective in the parade, and caused considerable comment among the onlookers. The papoose was an exceedingly

energetic one, and brandished a tomahawk at all the bystanders.

The Clark Cash Coal Company's yard is located in the very heart of the city, and attracts many farmers and teamsters to it as a public scale. Mr. Clark takes advantage of the scale tickets he issues in public weighing to advertise his coal by printing his trademark on these tickets. This



Clark Cash Coal Company's Trade-Mark.

trademark appears in all of the Clark Cash Coal Company's advertising, and though we do not know whether the name Clark and the dog have any connection with Champ Clark and his famous "Hound-dog," we think that it is a most attractive and effective one.

Appeals to Women.

As Mr. Bernstein says: "Time was when women did not do the family buying because it was not safe. It took the mental equipment of a Pinkerton and the physical qualities of a Jess Willard to buy and not be cheated. But it is different now—women do eighty per cent of all

"If I Were a Man"---

"—a lady said to me the other day, 'I would let my wife buy the coal, for she certainly ought to know the kind that is best and cleanest and cheapest for the home.'"

Let's think that over, men. Maybe that good helper of ours thinks the very same thing, but is too good to say so. It's characteristic of women to hold secret many such thoughts.

The fact that a woman is overly particular about the coal she uses for cooking purposes, especially, is evidenced by the hundreds of housewives using Bernstein's extra clean McAlester Lump.

A trial will do. phone 492.

BERNSTEIN
COAL

PHONE 492

107 N. CHOCTAW

Appealing to the Woman Buyer

family buying, and just how much they influence the other twenty per cent we do not know."

Realizing that women purchase eighty per cent of the domestic coal as well as other household necessities, Mr. Bernstein of El Reno, Okla., directs his advertising appeal to the "Lady of the House."

Mr. Bernstein is generally known as the most persistent advertiser of coal of any dealer in a town of 8,000 in the country. He uses thirty inches a week; that is, ten inches in three different dailies, carrying a different advertisement in each paper on different days.

Starting in business in El Reno three years ago a stranger, he has built up his business until now he is the largest coal dealer in the city, notwithstanding the fact that one dealer has been in business there for over twenty-five years, and has plenty of capital behind him. Mr. Bernstein attributes his success almost entirely to his advertising.

One of Mr. Bernstein's recent advertisements in which he appeals to the woman buyer is shown herewith.

Another rich coal field was opened in West Virginia when the Consolidation Coal Company of Fairmont reached the coal at its Carolina mine. The shaft from which the coal will be taken is 500 feet deep. Last spring when the Consolidation Coal Company decided to operate mines at this point the contract was let to the Dravo Contracting Company of Pittsburgh. The contractors began work about the middle of May, expecting they would have the shaft down by January 1, 1916.



Float of Clark Cash Coal Co., in Recent Municipal Industrial Parade.

Can Car Shortage Be Avoided by Storing Soft Coal?

At the last annual meeting of the International Railway Fuel Association, one of the questions up for discussion was the matter of storing coal.

It will be remembered that this subject was suggested for discussion by C. G. Hall, secretary of the organization, who approached it from the point of view of what is good railway economy. That is, he believes if coal can be put in storage in the summer, it will find employment for railway cars which otherwise will be idle. Being in storage at point of consumption, it will be available when winter comes and therefore it will not require so many cars to handle the winter's supply. His theory is that coal storage will simplify very much the matter of railway transportation.

Now that winter is approaching and there is an excess demand for cars and a likelihood of coal shortage, some railway men are wishing that they had followed the advice of Mr. Hall and that they had begun to store coal. However, it is too late to talk about such things now, because it will do no good for this year. Even so, a discussion of the subject may help to avoid a duplication of this year's experience at some time in the future.

A short time ago we published a portion of the report of this fuel committee or that relating to the eastern section of the country. What follows is a report of the same committee relating to the southwestern district.

Southwestern Group.

1. It is the consensus of opinion of executives of railroad and mining companies that Mr. Hall's reasons for, and the desirability and advantages of, storing coal (which were reported at the 1914 convention), are correct.

It is generally agreed that lump and nut coal with at least 25 per cent of slack removed is the best kind of store, that is with the coals which will store without great danger of spontaneous combustion.

The grade of coal produced in Illinois (mostly referred to by Mr. Hall) differs from that in Arkansas, Kansas, Missouri, Oklahoma and Texas. Owing to the "make-up" of the coal produced in this territory (the Southwestern) the possibilities and problems vary. However, they may be put under one of two classes—the Texas and part of Arkansas coal, and the Oklahoma, Kansas, Missouri, and Northern Arkansas coal.

All who have tried to store Texas and part of the Arkansas coal have found that it is a failure on account of the liability to spontaneous combustion—one pile lost about 50 per cent in value within a year, the coal being stored during cool months, and in the summer one switch engine was kept busy extinguishing the fires.

All other coals in the second territory—Oklahoma, Kansas, Missouri, and Northern Kansas—can be stored and the loss in heating value and weight will be from two per cent to eight per cent.

The greatest danger from spontaneous combustion is caused when the coal is stored in the open during the hottest months of the year—July and August. If the coals in this territory were stored in May, June, September, and part of October, the danger of firing would be greatly reduced, and practically all conditions make this possible.

No attempt has been made to store any of the southwestern coals under water except in small quantities by two or three roads. However, this would practically eliminate all danger of firing, and the loss in weight would be less than three per cent with most of the coals.

2. It was suggested by one mine operator that storage at the mine could be obtained as follows:

"At strip pit mines practical storage could be accomplished by leaving a small covering on the coal. If areas operated were large, from 50,000 to 100,000 tons could be partially uncovered in the summer and thus carried in storage without using the water covering method, and this, I believe, could be done at only small additional cost to reimburse the steam shovel operator for returning and uncovering and loading coal when season requires. A strip pit could be made to double or treble its daily production with only the one loading cost, and this would also reduce breakage."

This was the only suggestion received by the committee covering storage at the mines.

It is the opinion of practically all men in this territory that it is better to store coal at the railroads' larger coaling stations. Some of the reasons follow:

The coal would be handled only twice, unloaded from cars and reloaded on tenders.

This Article Contains the Findings of a Committee of the Railway Fuel Association as to Coals from the Southwestern Group of Mines.

The facilities at the larger coaling stations are sufficient to handle larger amounts of storage coal.

Usually there are enough laborers employed around coaling stations who could be used in storing coal part of the time in addition to their other duties without very large additional expense, while at the small coaling stations an extra force would have to be employed and it is not always satisfactory nor profitable to do so.

If there is at least one large storage pile or station under each Division Superintendent, each Superintendent is then responsible for the reloading of the storage coal and does not have to depend upon some other division to load this storage coal for him.

Most of the unloading is done by hand, some by clam shell, some by dumping methods. Reloading in cars or tenders is done by clam shell, although some use hand labor. The clam shell gives more satisfaction and is cheaper than other methods of reloading.

Only one system seems to have made a standard of any device for handling storage coal, and that is the clam shell.

The cost of handling storage coal varies greatly.

The best figures obtainable are as follows:
Tons coal handled, 84,378.

		Average per Ton.
Cost to unload.....	\$3,576.59	\$0.0424
Cost to reload.....	2,320.15	.0275
Miscellaneous and tracks.....	2,663.22	.0315

Total cost.....\$8,559.96 \$0.1014

Another system reports that the total cost to unload by—

Clam shell.....	5c	per ton
By hand.....	7½c	per ton
Reload, clam shell.....	5c	per ton
Reload, by hand.....	7½c	per ton

Total average unloading and reloading, including supplies and walls, where necessary, by—

Clam shell.....	10c	per ton
By hand.....	15c	per ton

Other figures vary from 15 cents to 30 cents per ton for total cost of handling storage coal.

3. As far as we could determine, there have been no locomotive tests made with storage coal in comparison with freshly mined coal. Some roads have mixed fresh coal with coal that has been in storage for several months and have had good results, while some other roads have used a little crude oil with storage coal by throwing several bucketsfull over the coal when it is put on the tender, both methods producing results practically as good as obtained from coal just from the mines.

One company's analysis showed a loss in B. t. u. of about twenty-five per cent on account of so much spontaneous combustion and slackening. This is an exceptional case, but it is likely to be the rule with Texas and some of the Arkansas coal.

A Power Hoist on a Trailer Truck.

A ten-ton hydraulic hoist trailer has been put on the market by the Knox Motor Associates, who manufacture the Knox tractor. This company is probably the first of the automobile tractor companies to put on the market a trailer having dumping equipment with capacity for ten tons. Among the coal companies using this power hoist trailer is the Schmadeke Coal Company of Brooklyn. In sending in their second order, this company wrote:

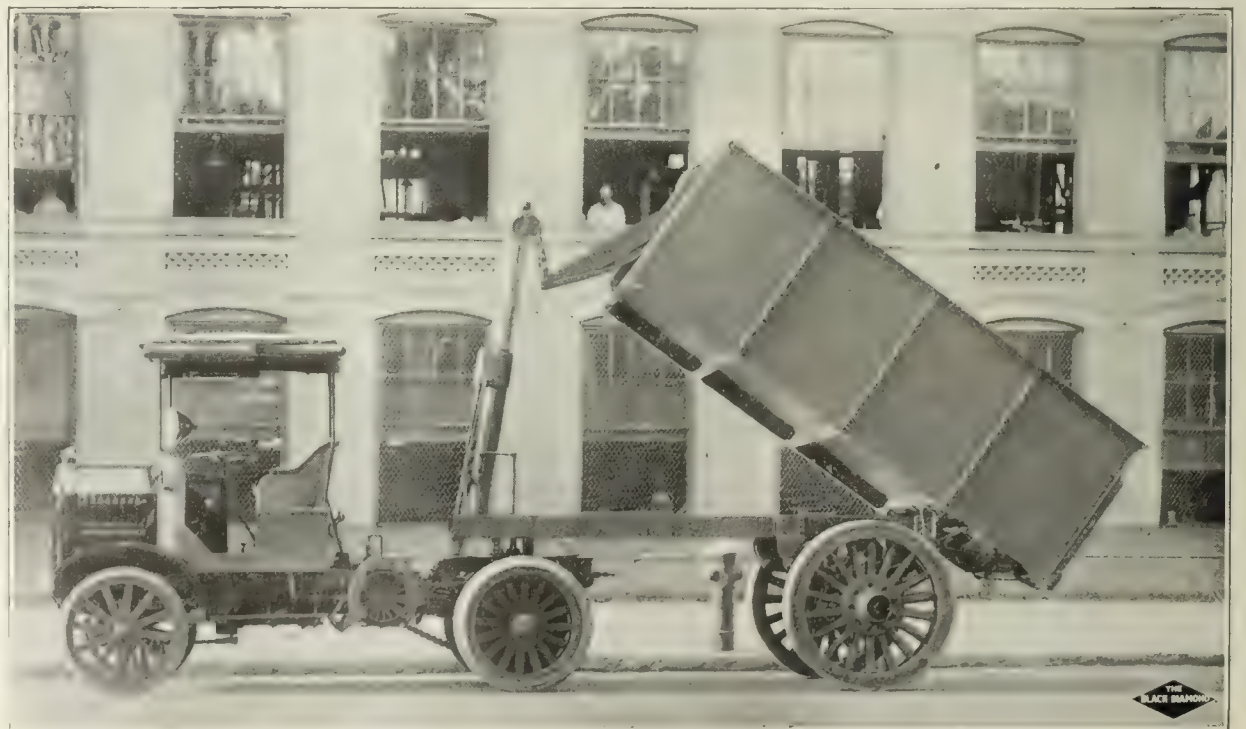
"With this order we wish to express our complete satisfaction with the manner in which you have worked out a proposition of a power hoist trailer, and also our general satisfaction with the result shown by the tractors in the three years that we have been using them. We have found them profitable in the displacement of horses for long haul distribution of our goods, even considering the fact of idle time while unloading at delivery point, which in the delivery of coal is necessarily great."

The illustration herewith shows the trailer at the angle to which it can be raised by power hoist. They are made up to capacity of ten tons. The rear wheels are forty by ten inches, the rims

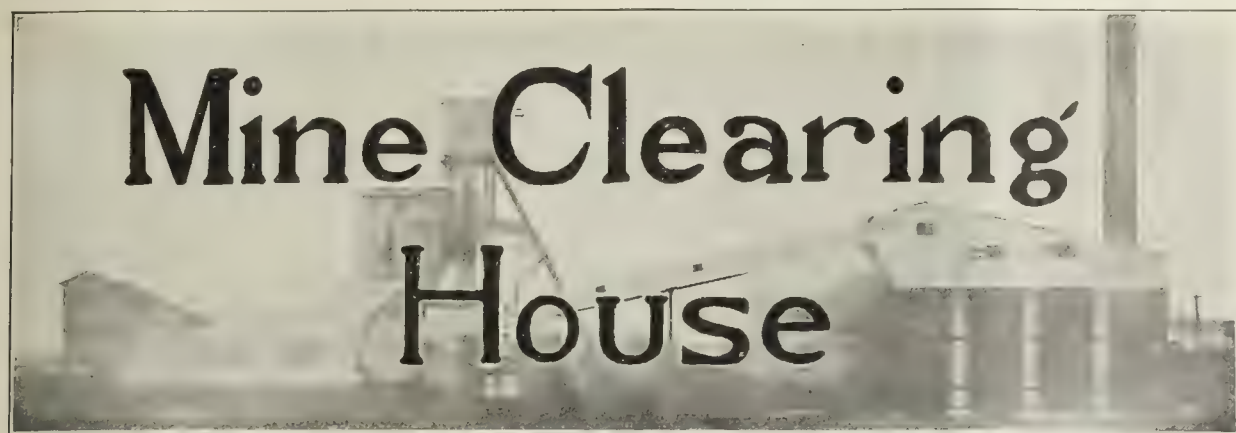
three and one-half by nine and one-half and the tires are one and one-quarter inches weldless, locomotive type. The body is made entirely of steel. The floor is one and one-quarter inches thick. The sides, front and back are of ten gauge steel, well braced, drilled and hot riveted. The frame is six-inch channel steel, well braced with cross members and tied with large gussets drilled and hot riveted.

The hoist is the Wood hydraulic hoist, and all necessary connections are of the Knox make with their own make of pump on transmission cover. The hoist will raise ten tons to full height of lift in fifty seconds. Angles of dump approximately thirty-five degrees. The tail gate is automatically released and closed by dumping action. The hoist is controlled by lever operated from the driver's seat.

The weight is 7,500 pounds. The inside box dimensions are 144 inches by eighty inches by thirty-one inches. The height of the top of the body from the ground is eighty-five inches; top of hoist from the ground, 107 inches; rear of body from the ground in dumping position. The wheelbase is ninety-six inches.



The Power Hoist Trailer Used With the Knox Tractor.



Stricter Compliance with Mining Law.

Writing articles for publication has been a very small part of my life work, though I have always been a very interested reader of the many good articles published by the mining journals.

Just at present we are putting on full steam after some eighteen months of only thirty per cent operating time. At present we are pretty well supplied with everything but good miners, and much of my time is occupied trying to make as good use as possible of what I have.

Efficiency and safety must always be linked together, for you must always have efficiency to pay the cost of making coal mines safe for men to labor in. A great deal is being said and done with the object of safety first. Some men have an idea that it is better to advance safety by doing as little work as possible, arguing that the less work the less risk. But the executive officer at the mines has the idea of providing "safety first" in such a way that greater efficiency results from every step taken to provide more safety.

After some twenty-three years experience as a mine official I have imbibed some very positive ideas and one of these positive notions is: That if every mining superintendent and mine foreman of this state would live up to all the rules laid down in the present mine laws and rules of the good state of Pennsylvania, and, where he finds they do not go far enough to suit his case, just add other rules, a great reduction of human suffering would result.

At some mines the presence of the mine inspector excites everybody in charge. Why? These men know that the trip rider cannot run by the side of the trip without getting crushed by the rio—unlawful. The men cannot carry their tools in or out, for the trolley wire seems to be everywhere—unlawful. The driver or trip rider cannot get the brakes on the run-away cars in the butt entries, for posts, rails, ties or other material lies everywhere—unlawful. And we might cover all the causes of accidents and find in most cases, that safety is best provided for in the strict enforcement of our mining laws. In some mines with high coal, light grades, good roof, it is easy to provide both safety and efficiency, but with only thirty-six to forty inches of coal, heavy and variable grades, and in many sections bad roof, safety and efficiency are harder to effect.

For the last two years we have had no fatal accidents at Chickasaw, and no accident more serious than a broken leg. Our object and the ideal of this company is the strict compliance with the mining laws, for we do not want accidents as they do not pay.

THOMAS HALE, Superintendent.
Allegheny River Mining Co., Chickasaw, Pa.

Cokedale Social Club.

Editor, BLACK DIAMOND:

I am glad to advise you what our company is doing to increase safety and efficiency. We are members of the National Safety Council of America and through this council are constantly advised of the safety measures adopted and being tried out by others. Such as apply to our special needs are retained, others are carefully discussed, gone over and stored away for a time when perhaps we may need the same.

Through this council we also receive moving pictures of safety first and these we show once a month free of charge to our men.

Safety and welfare meetings are held regularly once a month, at which time all foremen, fire bosses, inspectors and outside foremen are present. Our accidents for the month are very carefully discussed and suggestions for the prevention of same in the future carefully studied out. At this time I am not in a position to give exact figures as to our accomplishments, however, there is a wonderful improvement noted along safety

lines both above and underground at this plant, all of which, of course, has decreased our accidents considerably.

About two years ago the Cokedale Social Club was formed, an institution furnished by the company for its men as a place of rest and recreation. The club contains two bowling alleys, pool and billiard tables, soda fountain, writing, reading and rest room combined, same being furnished with properly selected furniture appropriate for such a place. The club house and equipment is always kept in first class condition by a regularly employed attendant. Bowling and billiard tournaments are held regularly, in all of which men of all classes and nationalities enthusiastically partake.

In conjunction with the social club there is a night school where instruction is given in reading, writing, civil government, etc. This night school is attended principally by foreigners and that the school was successful was proven conclusively in the case of one man who neither read nor wrote the English language previous to attending these sessions and was frankly admitted by the Department of Labor and Immigration Inspector for naturalization papers to be one of the best prepared men that he had ever had occasion to examine.

Appropriate safety signs are placed about the plant for the guidance of all employees and the wearing of goggles by our mechanics is compulsory. We have accomplished much along this line during the past and in the future we hope to conquer it as far as is possible.

D. D. DODGE, Superintendent.
Carbon Coal & Coke Co., Cokedale, Col.

Getting Greater Efficiency.

Editor, BLACK DIAMOND:

The following items have a direct bearing upon the subject of greater efficiency in coal mining and they are taken from the address of General Mining Superintendent Thomas Thomas of the Lehigh Valley Coal Company at the annual outing of the Social Association of the Lehigh Valley Company held August 21, 1915.

Special attention should be given to the miner working at the face. He should be surrounded with all the protection possible as it is evident that only by such means can we hope to reduce the number of accidents at that point. The miner must be made to understand that his working, as well as his moral conduct, is amenable to the laws of the country and that he must govern himself accordingly.

Further, the foreman and his assistants should keep in close touch with all working places, that they may know the actual conditions throughout the working day.

Recklessness or carelessness on the part of any workman should not be tolerated as there is no doubt that a great number of accidents are caused by such practices. The inexperienced, however, should be given caution and the benefit of your wide knowledge of the work in which he is engaged.

While safety to the workmen is the first consideration, successful operation is a question that must be given serious thought by the officers in charge. By "successful" we mean efficient operation. "Efficient" means effective, competent and causative. Successful operation is, therefore, to a great extent dependent on the personal efficiency of those in charge. They should cause, or put into effect, a working system that would be productive of the best possible results.

Close attention should be given to the details as they all enter into the general results. Among the important details I will mention:

(1) Ventilation. Special attention should be given to the air currents. The air should be so conducted that all parts are fully ventilated. Thus will the danger from gases and the inconvenience from smoke be reduced to a minimum, and

the miner and his laborer be enabled to work better.

(2) Drainage and Tracks. Drainage should be given close attention in order that the roadways be free from water and mud. The tracks should be kept in first class condition in order that you be not compelled to use a part of your force, that could be otherwise engaged, in replacing cars.

(3) Motive Power. Whether your source of power is electricity, compressed air or mules, it should be looked after keenly. The compressed air and electric engines should, at the start of each day, be in shape to go through the day's work. The men in charge of these machines should be required to keep them in first class working condition in order that there be no delays on account of a breakdown during the day. Mules should not be overworked. With roads or tracks in good condition, and the work done by the mules commensurate with their weight, there is no reason why we should not have a great reduction in the percentage of mules laid up in the stable on account of injuries.

(4) Mine Cars or Rolling Stock. The condition of the rolling stock is one of the greatest factors entering into the efficient operation of a coal mine. While the work of keeping these cars in repair is in the jurisdiction of the outside foreman, there should be a complete understanding between the inside and the outside men on this question. Both should realize that the best results can be obtained only by having the maximum number of cars at the colliery in good working condition and in service. The car that comes out of the mines in a crippled state, or in need of any repairs, should be given prompt attention by the outside men and returned to service in the quickest time possible. You should give this matter very serious consideration as the loss due to an accumulation of crippled cars is very great indeed.

(5) Distribution of Mine Cars. It is very necessary that the mine foreman keep in close touch with the number of cars at important points, such as foot of shafts, slopes and on turnouts. A shortage of cars should not be felt at those points, but rather nearer the working faces. As far as possible it should be so arranged that cars are not placed for loading unless the persons receiving them are prepared to load them within a reasonable time. Very often a car shortage is produced by injudiciously placing cars without first ascertaining the prospects of getting them loaded.

(6) Breaker Efficiency. The efficient operation of the breaker is of vital importance to the general efficiency of the colliery. The outside foreman should, as far as possible, arrange the plant so that the breaker operates continuously while coal is being produced. Petty delays are an abomination and as such should not have place in our plans. The exercise of foresight and good judgment, we believe, will reduce them to a minimum.

(7) Cleanliness. The breaker and the outside surroundings should be kept in a clean and presentable condition at all times. A clean house generally denotes an efficient housekeeper.

Our organization holds a very creditable position in the mining world, and the ability and loyalty of its members is proverbial. These attributes go hand in hand with success, but with greater efficiency we can expect a higher degree of success. So, let "GREATER EFFICIENCY" be the slogan of all.

WILKES-BARRE.

Comparison of Belt Splices.

At the Field Day exercises of the Lehigh Valley Coal Company one of the contests was to join the ends of a broken four-ply rubber belt, sixteen inches wide, the splice to be made as quickly as possible and all splices to have approximately the same strength as the original belt.

Each team kept its method of splicing secret and the result was that no two splices were alike. The following criticism of the several splices illustrated was given by Mr. Paul Sterling, mechanical engineer of the Temple Valley Coal Company:

The following brief remarks are made on the assumption that: First, only a four-ply rubber belt is considered; second, that the minimum belt-pulley diameter is equal to six times the number of plies in the belt (hence for this four-ply belt the minimum diameter is 4 x 6 or 24 inches); and third, that in case special plate or clip fasteners are used, they are to be curved the proper diameter of the pulley.

A butt-lap splice, in which a portion of the belt is used for making the lap joint, is satis-

factory as far as strength goes; it develops, when properly made, nearly the strength of the original belt. The thickness of the belt, however, has been increased at the joint, from four to eight plies and instead of a twenty-four-inch pulley the diameter should be forty-eight inches. The result is that every time this eight-ply belt passes over the twenty-four-inch pulley the bending stress or power required to curve this extra thickness of belt around the pulley is increased, thus causing a loss of power or increasing the total power required. This loss may seem small, but in a breaker with fifty or more belts running 3,000 feet per minute, the loss becomes important. Furthermore, should this belt have a reversed bend over the carrying or stress pulley the splice cannot be used on account of the inability of the lap to ride smoothly over the stress pulley.

The use of belt clips or hooks are recommended only for a very quick and temporary repair. Such joints do not develop the full strength of the belt, but the ease of applying the clips warrants their use when the time required for making another form of splice would cause a serious delay. "Since the curve of the clip is made to conform to the radius of the pulley, the additional bending stress in passing over the pulley, due to the thicker section of the belt at the splice, is eliminated. The apparent saving, however, is offset by the abrupt end in the belt when it is pulled straight. Like the butt-lap splice this one cannot be used over a stress or carrying pulley.

The clamped-joint splice has only two claims to recommend it. It will develop approximately the strength of the original belt, and will run smoothly over the pulley without increasing the bending stress in the belt. It has the objection that it cannot run over reversed belt pulleys as the two previous splices. The "bend," is also hard on the belt and is often the cause of future failures.

There is loss of power in this splice often overlooked, due to the splice cutting through or fanning the air. As an example, take a sixteen-inch belt running at 4,000 feet per minute with a splice projecting two inches high. Four thousand feet per minute is equal to forty-five miles per hour, or is equal to a wind blowing at that velocity, which gives a pressure of twelve pounds per square foot.

The area exposed to this wind pressure of twelve pounds is sixteen inches (wide) times two inches (high) equal to thirty-two square inches or twenty-two one-hundredths square foot. Figured in horsepower this loss equals:

$$.22 \text{ (sq. ft.)} \times 12 \text{ (lb.)} \times 4000 \text{ (ft. per min.)} \\ = 33000 \text{ (ft. lb. per hp.)}$$

= .32 horsepower loss.

If there are many belts with this kind of a splice the total loss would be considerable. This loss also occurs with the butt-lap splice and is directly proportional to the exposed area and velocity.

The hinged splice is probably one of the best splices for all general purposes; the construction of the splice is such as to bring the hinge or bend point of the splice on the approximate neutral axis of the belt. This permits the splice to pass over the pulley without increasing the power due to increasing the bending stresses. The splice may be bent in either direction, consequently the belt may have reversed bends or run over stress pulleys. The objection to this splice is that it does not develop the strength of the original belt. This objection may be neglected, provided the belt used is sufficiently wide to allow for the efficiency of the splice.

There are other methods of belt splicing, such as lacing and lap splices. Both of these methods are desirable and especially so when a flexible joint is required due to the diameter of the pulley being less than the ratio given above. The foregoing rule for the diameter of the pulley in relation to the plies of the belt is recommended for general use, though in extreme cases the ratio may be reduced to four to one.

Belt splicing has not been receiving the full attention it deserves. There is no doubt that many costly delays have been due to inefficient splices, not counting the many petty delays which in the aggregate mean a big loss of time during the year. In order that we may all profit by lessons taught us at our last outing, it may be well to summarize the result, keeping in mind that the contest was only to demonstrate an emergency belt splice.

First, for large and permanent belt drives, such as main-drives, use the butt-lap splice, using cement for joints and copper rivets or belt bolts.

Second, for light drives, where the belt width is sufficient (say fifteen per cent of that required) use the hinged joint splice or rawhide lacings.

Danger of a Coal Shortage in the Northwest.

Here is one point about the short coal supply which every retail coal dealer in the west should know. It was brought out just recently by T. B. Davis of the Davis Coal & Coke Company, No. 1 Broadway, New York. In substance, he said:

"The northwest this year is most likely to be seriously short of coal, and for good reason. For the last year or so, the northwestern railways have been using far less fuel than normally. Everyone has believed that they cut down their fuel consumption because they were not doing much business. So long as the railways continued to burn a small amount of coal, the people concluded that business generally was far from brisk. Therefore everyone—including the coal men—argued: 'Until business braces up a bit, no one need worry about a supply of coal.' In a sense, railway fuel consumption was looked upon as a barometer of business.

"The facts do not support this general assumption. It is true that the railways used relatively a small amount of coal within the last year. But it is not true that this measured their decrease in business. Rather, it signified that they were using only the very best and most modern types of locomotives. In a word, they used nothing but the Mallet or the Mikado engines. With those locomotives they not only hauled a much bigger volume of business per engine, but they did it at a minimum expenditure of fuel.

"So long as the railways were able to get along while using these big engines alone, they were operating at maximum efficiency and with a minimum amount of coal. That was one thing

that cut down the fuel consumption.

"Now those same railroads, to handle their business, must pull out of the roundhouse every locomotive that the railway owns. These are not efficient machines. They were not built to get fuel economy. From now on, the northwestern railways are not going to haul their business with anything like the same expenditure of coal as heretofore. As a consequence, railway fuel consumption in the northwest is going to increase *all out of* proportion to the number of engines put into use. This means that northwestern business is improving rapidly, but the railroads are not going to be able to handle it all with efficient equipment. Rather, they are going to try to handle a part of the big volume of business with antiquated equipment."

When the railroads are compelled to take these old engines out of the repair shop or the roundhouse, it does not speak very well for the chances of the coal consumer or retailer to get coal from the docks in stormy or cold weather. In the first place, the retailers will be in competition with the railways for the available coal; that will automatically shorten the supply of the dealers. In the second place, these old engines will be likely to fail when called upon to buck a snow-drift. The northwest, in consequence, is in danger of encountering a congestion of traffic due to engine failure at the very time the demand for coal is the greatest. The retailer, who, under the circumstances, neglects to get in his coal before the cold weather comes, is flirting with the worst possible kind of danger.

Canadian Northern Docks at Port Arthur.

Port Arthur, Ont., claims the finest coal docks on the Canadian lakes.

They were finished this year and were built along the newest lines of construction. They will handle, before navigation closes, over 1,500,000 tons and the total may run as high as 2,000,000.

They were built by the Canadian Northern Railway and were opened with one set of clams in 1906. The capacity at that time was 22,000 tons of hard and 250,000 tons of soft coal.

In 1913 this capacity was increased to 160,000 tons of hard coal and 500,000 tons of soft coal. Last year a fourth clam of two tons capacity capable of handling three thousand tons per day of ten hours was added and is now in operation. This enables the dock to

load into railroad cars at the rate of 8,400 tons daily.

The hard coal is contained in sheds which are built of steel and concrete and each have 100,000 tons capacity. It is possible to ship independently from any one, and all may ship together. A feature of these sheds for hard coal is that they have concrete conduits for the loading belts to run in, thus greatly lessening the danger of fire.

The whole dock is modern in construction and is run by electricity. It has three sets of track-weighing scales which weigh the empties in and the loaded cars out. It is possible to weigh loaded cars outward and empties inward at the same time. This feature is unique in coal docks at the head of the Canadian lakes. This year there will be handled through these docks over 1,250,000 tons of coal.



Canadian Northern Railway's Coal Dock at Port Arthur.



What of the Price-cutter?

Coal dealers who have the price-cutting habit will not enjoy, but may profit from reading the following from the pen of Herbert N. Casson, who states the situation in words that are likely to get under the skin of the most callous and hardened sinner:

"The price-cutter is worse than a criminal.

"He is a fool.

"He not only pulls down the standing of his goods; he not only pulls down his competitors; he pulls down himself and his whole trade. He scuttles the ship in which he himself is afloat.

"Nothing is so easy as to cut prices; and nothing is so hard as to get them back when once they have been pulled down.

"Any child can throw a glass of water on the floor, but the wisest scientists can't pick that water up.

"The man who cuts prices puts up the sign: 'This Way to the Junk Heap!'

"He admits his own failure as a salesman. He admits he has been defeated according to the Marquis of Queensbury rules of business. He admits he cannot win by fighting fair."

Cutting Prices Hurts Demand.

A good many coal dealers who from time to time cut the prices of their commodity below a figure which is calculated to produce a profit have the idea that a reduced price necessarily stimulates demand.

That is one of the greatest fallacies of the situation. So many other factors enter into determining where an order is to be placed that it is impossible to reason that because a price is cut more business necessarily will follow. In the first place, the cut must be advertised, and that means expense; in order to be really effective as a business-getter, it must be much more widely advertised than a dealer who is losing money on his business can afford. And branding himself in this way is going to make it mighty hard to climb back on the pedestal of profitable prices.

In fact, too much cut-price advertising tends to undermine public confidence in an article or a firm. "Methinks the lady doth protest too much." The concern which keeps hammering on the reduction in its prices suggests to the buyer that the quality may not be up to the mark, and even though this may not be a fair imputation, it has its effect on the situation.

In a town where cut prices have been the rule for some time, an association was recently formed by the better class of dealers, with the slogan, "Let's Make Some Money Out of Our Business!" The notorious price-cutters were left off the list, and after standard quotations had been established, it was reported by the members that the activities of the cut-price concerns did not seem to be hurting them. The fact of the case was that these dealers had injured their own reputations by too much emphasis on their low prices, and had given the public reason to believe that there must be some reason for them other than a desire to confer a benefit on coal consumers.

When the real trade leaders establish prices on the right basis, and stick to them, cutting prices doesn't help competitors who have to cut them in order to have a chance to get the business. It merely establishes their status a notch below the people who are holding up values, and are giving everybody his money's worth in coal and service.

Where Trucks Help a Lot.

A coal dealer who is operating a number of motor trucks had an experience recently which

showed clearly to what extent trucks can be of service in enabling money to be made out of the business.

A big industrial concern, which for reasons pertaining to its business is not located on a switch, was about to let a contract for coal, which it wanted to buy in carloads, delivered at its factory.

This involved a haul of more than a mile, and the teaming charge was not only one of the big factors in the price, but also was the only basis for competition. Under such circumstances, the use of trucks was not as effective as it would have been with a longer haul, and where loading equipment could be used, as it was with deliveries from the yard; but it was just helpful enough to enable the dealer who had motor equipment to get the business, and without cutting the price below a profitable figure. The trucks made the distance in a third of the time taken by horses and wagons, and while the loading time was the same, the saving was sufficient to enable a slightly lower price for the work to be figured and the contract to be secured.

Besides, the use of wagons meant that a lot of equipment would be tied up for days at a time getting the coal to the consumer; while with trucks the buyer could be kept supplied and the cars unloaded in a reasonably short time, without making the equipment unavailable for other work. They were used for emergency and long-distance business just as before, handling the contract deliveries in between the other calls.

How Contests Work.

Business is a great game, and if the sporting element is properly featured, it will do a great deal to stimulate interest and increase results.

In big organizations, contests among the members of the sales force are splendid stimulants, and it is often well to offer prizes to the men who make the best records for periods of weeks or months, or who secure the greatest number of new customers, have the fewest complaints, etc.

In the small business, where only one outside salesman is employed, for instance, a contest does not seem practicable. And yet the same element of competition which is needed to ginger up the solicitor may be introduced by letting him compete with himself!

This is on the basis of his former records. A bonus can be offered if he beats last year's, last month's or last week's figures; and the boss, by keeping tab on these comparisons, can likewise have a better line on what his salesman is doing, and whether his work is showing an improvement.

The solicitor whose record is constantly in the limelight, as it is when a contest of this sort is instituted, is going to try harder to hold up his end than he would do otherwise. Some men are so constituted that as soon as they turn a good trick, they begin to loaf, feeling that they have done everything that ought to be expected of them. Others dislike to do too much in a given week, for fear it will set too hot a pace for them to follow thereafter, and they begin to slump in their work as soon as one big order is landed. But the man who fails to improve is not a success; no matter if he manages to hold his own; it's the live wire who can make a continuous improvement, and whose advance is steady and assured, that gets the raises and the promotions.

Having a sales contest, if it is only for the benefit of one outside man, will do a lot of good for the business; while if there are three or four in the sales department, a little healthy competition and a little generous rivalry will do a lot

to make the work more enjoyable and the results more satisfactory to the man who is running the business.

The Element of Depreciation.

Coal retailers whose businesses are conducted as corporations have had their attention called, doubtless, to the matter of making returns for income tax purposes, and to the item of depreciation which is permitted to be subtracted from gross profits in order to arrive at the amount subject to taxation.

It is probably a good thing that this feature is being emphasized, because the treatment of this factor has been decidedly loose among most business men, including retail coal dealers. Some members of the trade have made a charge for depreciation only when their profits were large enough to take care of this feature; others failed to allow for the loss of value caused by obsolescence, which is entirely different from physical depreciation, but is just as important. When a class of equipment becomes obsolete, and must be replaced, the fact that it is physically in good condition does not alter the loss of value, as an operating proposition.

The Government has laid down no hard and fast rules regarding the amount of depreciation which is permitted, but a "reasonable" charge must be made. That means that it must be made annually, instead of being "saved up" for the fat years, and left off during the lean years; likewise, experience has shown, if a charge for obsolete equipment is to be made, it should not be included in depreciation, but a special charge for that purpose indicated.

In connection with depreciation, the plan used by a business man in another line would probably be a good one for retailers to adopt. Since the charge is shown on the books, the money which is thus produced must either be kept in the general accounts of the firm or carried as a separate proposition. If the capital of a concern will permit, the plan referred to of investing the money produced by making the charge in negotiable listed securities has the big advantage that when additional equipment for replacement purposes is to be bought, it can be taken out of this special fund by the sale of the necessary securities, without having to go into the general fund or perhaps borrow the money for that purpose.

Thirty Seconds at the Phone.

Psychologists would probably be interested in analyzing the situation presented by the facts that when one is waiting in a store or office, thirty seconds is a very short time; but when one is hanging on the end of a telephone, waiting for someone—say a coal dealer—to answer, thirty seconds is magnified into an intolerably long interval.

Probably it is because the mind is concentrated on the phone; the person calling is held in suspense, mentally, each second expecting the "Hello" from the other end of the wire to start the conversation for which the call was made. In the other case, the mind is at rest, and interest may be taken in the surroundings, so that the time which intervenes between the entrance into the store and securing the attention of a salesman or other person whose presence was desired passes quickly.

This is not merely an academic fact which is being passed out for no other reason than that it is interesting; but to emphasize again the necessity of having prompt service in regard to answering telephones. It takes some time to put a call through the exchanges, and consequently several seconds have elapsed when the bell in the office of the coal dealer rings. It is therefore of great importance that it be answered immediately, even if conversation with someone in the office must be interrupted, or an entry in a ledger suspended without crossing a "t" or dotting an "i."

It is best, too, that the phone should be answered by someone capable of taking an order, as having to cause further delay by turning the customer over to a different person is likely to produce irritation. Everyone in the office, therefore, should be trained along this line, so that even the stenographer, who thinks she was employed solely to take dictation and pound her typewriter, will be available if others are out, and everybody else will be in a position to do business whenever it is offered.

Plenty of phones, with intelligent and courteous and prompt—especially prompt—answers to calls, will do a lot to create a favorable impression in the minds of the hundreds of customers whose experience with the dealer is solely by way of the telephone.

What Retailers in Many Cities are Doing.

Arkansas.

Little Rock—A new retail coal business of this city is that of Thomas-Adams Fuel Company, which has recently been incorporated for \$10,000.

Idaho.

Kellogg—Boro Brothers of this city have recently purchased the retail coal business of Ben Rothrock.

Illinois.

Rock Island—The Port Byron Material & Fuel Company is a new corporation of this city.

Erie—The Osborne Company will conduct the coal business of the old Osborne & Clarke Company.

Cairo—Mr. I. Bear will succeed the Citizens Fuel & Feed Company in the retail coal and feed business.

Winchester—Mr. P. E. Taylor is in charge of the business of the Glacier Coal & Ice Company at this city.

Geneva—The Charles Harbaugh Lumber Co. will succeed the Watson Lumber Company in the retail coal and lumber business.

Indiana.

Kirklin—Ed McIlwain will engage in the retail coal business in the near future.

Delphi—The retail coal and ice business of H. L. Sharp has been taken over by the Haugh Coal Company.

Andrews—A. Wasmuth & Sons Company have succeeded the Black Diamond Coal Company on the death of the former owner, Mr. Long.

Indianapolis—The Northern Ice & Fuel Company, with capital stock of \$25,000, has recently been organized to deal in the ice, coal and coke business.

Elkhart—Wm. D. Shimp has made several repairs and additions in his coal yards here, and now has a storage capacity of over 3,000 tons.

Goshen—Business is good and collections fair. Present cold weather has caused an increased demand for domestic coal here.—Independent Coal Co.

Muncie—The Elevator Cash Coal Company has recently been incorporated with a capitalization of \$10,000. The products handled by the new firm are coal and building material supplies.

Plymouth—Business is good, brought on by the colder weather, and collections are normal. Are experiencing some difficulty in getting anthracite.—A. C. Richard.

Elkhart—Staples & Hardman have just built a new office building in their coal yard. It is up-to-date in every respect, including a new scale with a concrete pit. The back of the office building is used as a warehouse for storing lime, cement, etc.

Elkhart—Calvert and Krau, a new retail coal concern here, have just completed a new coal yard with office and sheds. The sheds are constructed of wood, with concrete floors. The sheds are built in a semicircle with a roof projection to protect rain or snow from getting in the coal from the driveway. The office is up-to-date in construction and design.

Iowa.

Fort Dodge—Edward W. Collins has succeeded H. E. Fitz in the retail coal business.

Waterloo—F. E. Watkins has taken over the retail coal business of G. W. Bunn.

Grundy Center—E. E. Billings is now engaged in the retail coal business, having bought out the Leibsohn Grain Company.

Fort Dodge—A new corporation of this city is that of the Dean-Bennett Company, which will deal in coal, feed and grain. The capital is \$3,000.

Traer—The Jas. A. Smith Lumber Company of Osage, Iowa, has purchased the retail coal and lumber yard of the D. E. Baker Lumber Company of this city.

Kansas.

Junction City—George C. Moses & Son have purchased the retail coal and lumber business of the Mead Lumber Company.

Stafford—Pat McCloskey has taken over the retail coal business of Soice & Jiminson.

Blue Rapids—The Burgner-Bowman Lumber Company has succeeded the Gem City Lumber Company in the retail coal and lumber business.

Kentucky.

Louisville—The Kennedy Coal Company is a new organization of this city. The firm was incorporated for \$1,200.

Michigan.

St. Joseph—Fred Ormsby has purchased the old Harmon yard at this city.

Bay City—W. F. Kaczynski Coal Company has purchased the retail coal business of Frank Webb.

Gaylord—The Gaylord Lumber & Fuel Company is a new corporation of this city. The products of the firm are coal and lumber.

Clare—The Clare Lumber Company was recently organized, having taken over the retail coal and lumber business of N. F. Greeck.

Ann Arbor—The Ann-A Fuel Company has recently been organized and has taken over the retail coal business of the late George W. Weeks.

Holland—The Fekken & Dyke Coal Company is a new retail coal business recently organized in this city.

Royal Oak—The Lawson Lumber & Coal Company, with capitalization of \$50,000, has been organized to take over the retail coal and lumber business by J. M. Lawson (estate).

Missouri.

Gibbs—The Gibbs Lumber & Coal Company has taken over the lumber and coal business of the Merideth Lumber Company.

Joplin—The Square Deal Coal & Material Company has recently filed articles for incorporation with capital stock of \$2,000.

Moberly—The Central Coal & Supply Company have succeeded Tuley & Son in the retail coal, wood and building material business.

Montana.

Billings—I. A. Hoyt has purchased the interests of the North Coal Company.

Helena—The Pioneer Coal Company has recently engaged in the retail coal business.

New Hampshire.

Concord—George R. Taylor & Company has purchased the retail coal business of the Loveren Coal Company.

New Jersey.

Red Bank—J. N. Beers has succeeded J. S. Hunt in the retail coal business.

Washington—A new corporation of this city is that of Cattelle & Shulze Coal & Lumber Company.

West Berlin—Robert Jaggarshas has engaged in the coal business recently.

New York.

Albany—The Star Wood, Coal & Charcoal Company, with capital of \$2,500, has recently been organized.

Utica—R. B. Howarth Coal Company has recently been incorporated to engage in the retail coal business.

Brooklyn—Thomas F. Taylor's Sons is a new corporation of this city with a capitalization of \$50,000 to engage in the coal, coke, wood, and lumber business.

Hudson—The Van Wycke-Thorp Coal Company, one of the largest concerns of its kind in this section, has recently purchased the B. S. Johnson Coal Yard formerly owned by S. H. Tallmadge.

North Dakota.

Fargo—The Great Northern Fuel & Construction Company, with capitalization of \$5,000, has recently been incorporated.

Ohio.

Marysville—H. D. Harris has purchased the retail coal business of Mrs. L. A. Shields.

Deaver Dam, Ohio.—The coal business in this city is in a very satisfactory condition. The volume of business is increasing each year, and there has been no changes in the personnel of the trade for the last few years. There are two yards here, ours and that of the Beaver Dam Elevator Co.—C. C. Heller.

Batavia, Ohio.—We have just built a new lumber shed, forty by 120 feet in dimensions, in our lumber and coal yard here. Business is very satisfactory.—Geo. A. Keen & Bro.

Pennsylvania.

Wawaset—W. J. Pratt & Sons have purchased the retail coal business of E. P. Wilkinson.

Reading—Jacob Mentzer will engage in the retail coal business in the near future.

Lansdale—The A. C. Godshall Company has succeeded James Brady in the retail coal business.

Washington Borough—Benjamin K. Sauder has taken over the retail coal business of S. M. Young.

Tennessee.

Columbia—The Columbia Ice & Cold Storage Company has engaged in the retail coal business recently.

Knoxville—J. A. Shanks has purchased the stock and interest of H. M. Miller in the Miller Transfer & Coal Company.

Chattanooga—The Bryan Transfer & Storage Company has added a coal department to its large transfer and storage business.

Texas.

Tioga—A. H. Lefthwich has purchased the retail coal business of J. H. Henderson, deceased.

Mineral Wells—T. J. Green Ice & Fuel Company has taken over the equipment of L. N. Brewster, who has retired from business.

Wisconsin.

Kenosha—The Independent Coal Company has been incorporated for \$20,000.

Menomonie—The City Fuel Company has purchased the business of the F. C. Michaels Fuel Company.

Milton Junction—Fifield & Halverson have purchased the retail coal and lumber business of the F. B. Goodrich Lumber Company.

Milwaukee—The Whitnall Coal & Supply Company, with capital stock of \$50,000, has recently been incorporated to engage in the retail coal and building material business.

Character in Advertising.

The introduction of characters into advertising, such as the Gold Dust Twins, the clowns in ZuZu Ginger Snaps, the Dutch Girl in Dutch Cleanser and the Little Bears in Winchester Rifle advertising, must be a successful practice from the length of time it has been going on.

The M. B. Schofield Company, a retail coal company of Oklahoma City, Okla., has introduced a character into its advertising under the name of "Phil Binns," who in reality is M. B. Schofield himself.

"Phil Binns'" philosophy usually appears in newspaper advertisements, he himself heading the column as shown by the extract from one of the recent advertisements.

The advertisement begins, "Phil Binns says a woman asked us the other day, 'Why do you advertise coal as healthful heat?' Not wanting to be arrogant we let her answer her own question



Phil Binns

says

A Woman—

Adv. of M. B. Schofield Co.

by asking her these: Did you ever hear of coal 'escaping'—or of killing plants in the room where it is used—or of the children 'turning it on' while the parents were away—or, did you ever hear of coal having such an accident as 'broken mains,' or such a disease as 'low pressure?' Of course not. Even for heating a small furnace in a five-room house coal is the cheaper fuel, and it is safer and more healthful also. Phone Walnut 8 for healthful (coal) heat."

The trade slogan, "healthful (coal) heat" is used because of the cheap gas competition existing in Oklahoma City, and must be a most effective one.

It is safe to say that "Phil Binns" philosophy and argument must attract and hold the attention of everyone who sees it, and no doubt is producing very satisfactory results for the advertiser.

Factors in Anthracite Cost.

(Concluded from page 425)

panies in the anthracite region, it has been found that during the last ten years the complaints received by the anthracite companies amount to less than one-half of one per cent of all the coal that was shipped, and in a great many instances a number of these complaints were not justified. I want to say that the extra cost of demurrage, the extra cost of reparation, and the extra cost of sales allowances, tend to increase the cost of coal to the retailer and the consumer. The retail dealer may think that when he obtains an allowance on a car of coal that it means an economical saving, but I wish to point out that that allowance goes against the cost of producing coal and simply brings nearer the time when the next increase is to be made in the sales cost of anthracite coal at the mines.

It has always appeared to me that if the sales organization, and by that I mean you wholesale and retail dealers who are essentially the sales organization of the companies, would only try to bear in mind that complaints when justified will be rectified, but that we want to know definitely what the complaint is; that when we receive, as we do very often, complaints concerning rusty coal, which is caused by a fine film of oxide of iron on the outside of the coal, or dull coal, or flat fractured coal, that these conditions are outside our power to correct. The rusty coal, the dull coal, and the flat fractured coal must be mined and must be consumed, and this condition must be met and be met by you gentlemen.

It is perfectly possible for us to leave this quality of coal in the mine and then go back in twenty-five years' time and mine it, but the fact must be faced that if we do this it will cost three times as much to mine that coal in twenty-five years' time than it does now.

Another question of constant complaint is the burning quality of coal—"coal will not hold fire over night"; it is perfectly all right for you gentlemen to pass that complaint on to us, but you know where the complaint comes from as well as we do. In the majority of cases it is due to the careless firing of the coal and the question of laziness or the inefficiency of service. We have this same complaint at home and we have enough to do without receiving any more from you gentlemen in New York state.

If the retail coal merchant and the wholesale coal merchant would simply try to work with us and appreciate what we are trying to do toward the conservation of this wonderful natural product, there can be undoubtedly a vast amount of money saved through the allowances which are today being made by all companies.

I would like to say in conclusion that there is one thing that I would especially like to impress upon you gentlemen; we are facing a new agreement in the anthracite region next spring. I do not know what will be the outcome of the negotiations, and while I hope and feel there will be no serious trouble of any kind, you can feel assured of one thing, and that is the price of anthracite coal is going to be no less in 1916 than it was in 1915.

Furnace Flexibility.

(Concluded from page 426)

Mr. Buchanan is inclined to believe that the average furnace should be insulated with asbestos. Then he says that the "lead" pipes in the basement should be given an asbestos covering. The "return" pipes, of course, should be left uncovered because some heat in the basement is necessary in order to warm the living room floors. With the "lead" pipes covered and the "return" pipes uncovered, the tendency is to deliver all the heat to the radiators in the house and to increase the circulation by having the return pipes cold.

The writer wanted to know what such an insulation would cost and made inquiries of the plumber. The latter gave an estimate of twenty-five cents a foot for the "lead" pipes, which would bring the cost in the average house up to twenty or twenty-five dollars. This is not worth while for one season, but as a long-run proposition it is worth while if the householder is anxious to get the best results from burning coal.

One of the most interesting experiments made with house heating appliances was brought out on the train recently by a man by the name of John A. Shepard, who lives in St. Louis. Mr. Shepard is a business man who invests some of his earnings in apartment houses. His investments up to now have been in two or three apartment buildings. He says that the best results he has been able to get, so far, have been from the use of New River mine run coal. He bears out George F. Stahmer in this particular. Incidentally he

fired his coal in about the same way that Mr. Stahmer does, viz., making a mound in the center and thus exposing the greatest possible amount of coal to the flames.

In some of his newer buildings he has been putting in a sort of underfeed stoker. The coal in that device is shoveled into a hopper which is attached to the front of the furnace. From the bottom of the hopper a channel runs in under the grate bar and in this channel there is a ram. In the center of the grate bar there is a circular opening about twelve inches across. By the use of a lever which operates the ram the coal is forced through this channel and put into the fuel bed from below. As fresh coal is pushed in, the bed of coal is forced up, making the same kind of a mound in the center that Mr. Stahmer spoke about a month ago. The gases from the coal must, therefore, pass through an incandescent bed of coals before they can possibly escape. Thus they have the best chance to be burned. As a matter of fact, he says that this firing is practically smokeless, in addition to which the plant can be operated by a woman with the least possible annoyance to herself—if the man shovels the coal into the hopper at morning and at night.

By the use of this device it is not necessary to burn an expensive coal, but rather he has found it practical to use the finer sizes—or those below two inches—of various Illinois coals. He is using, in some of his apartment houses, coal from the "inner group" of mines around St. Louis.

Dr. C. W. A. Veditz, Commercial Attache of the United States Department of Commerce at Paris and Madrid, sailed on Saturday for

Paris after a visit of about three weeks to this country. Dr. Veditz has been very active in France and Spain in creating interest in American coals, and believes there is a great future for American coals in these two countries. Dr. Veditz believes that relief is in sight to the present scarcity of ships for taking coal, he taking the position that the present rates are prohibitive. On this question he said: "I can see relief in sight, however, from three different causes. In the first place, the bulk of the grain traffic will soon be out of the way. In the second place, many of the contracts for munitions call for delivery during or before the month of February. With the filling of these contracts a considerable bulk of the traffic will be cleared away. Lastly, natural causes always cause a decline in freight rates around March, and this will enable more of the bulky material of low value to move. These circumstances, combined, perhaps with others, will make it possible to ship coal again to Spain on a large scale. If this freight problem can be solved, I am sure we will sell 1,000,000 tons of coal to Spain and 5,000,000 tons to France before July."

The Republic Iron & Steel Company expects to have its new ninety-ton open-hearth furnaces completed on or about January 1st. The new lap and butt weld pipe furnaces being erected by the company will not be completed until later. The seventy-five Koppers by-product ovens are now in full operation, and the company is making enough coke to supply its five blast furnaces in the Youngstown district.



One Acknowledged Way of Taking a Coal Sample.

It is realized that if coal is going to be sold according to analysis, and if as a consequence analyses are to be made, much depends upon how the sample of coal is taken that is going to be analyzed. Two or three different ways are suggested by which this sampling should be done. Most of them, however, include some form of quartering the coal pile, and

then pulverizing the residue until a satisfactory sample has been obtained. The accompanying series of pictures really tell their own story, because they are sort of a moving picture of coal sampling process. They were made by W. D. Stuckenburg of the Commercial Testing & Engineering Company of Chicago.



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Defying the Lightning.

There is an old picture which has done service for a good many centuries when it has been necessary to teach the innate folly of an egotistical line of action. It is a picture of Ajax standing with spear and shield upraised defying the lightning to have a tussle with him. Today, when an individual business man puts himself in opposition to the progress of the race; to the progress of his industry or of his community, some cartoonist shows this gentleman in the rôle of Ajax defying the lightning. If the writer of these editorials were a cartoonist, he would thus caricature many retail coal dealers—and some other coal men.

The immediate point in mind is the attitude of the antiquarians—meaning the moss-backs—in the retail and other departments of coal in refusing to admit that modern methods are right or even have a place in our social or economic life.

For example, the retailer has the same side tracks, the same sheds, the same kind of horses and wagons that his grandfather and even his great-grandfather used. While employing that class of equipment, it costs him, we will say, \$1.50 a ton to unload the coal out of the car to put it into one of his ancient chariots and to haul it a mile to the consumer. This is as much as it costs the railroad using modern appliances to haul that same coal 300 to 500 miles and to deliver it to his yard. This

cost is fifty cents a ton higher than the value of the coal in the ground, plus the labor cost of mining it, plus the cost of preparing it, plus the interest on investment in coal and top works, plus the cost of making sales.

Still, the retailer says that \$1.50 a ton is not enough. He wants \$1.75 or \$2.00. He doesn't want to use this additional money to get enough capital together to improve his methods. With him, the proposed larger margin is not any such temporary matter. He wants the increase so that he will have more money to spend.

Then comes along in competition with him a line yard, we will say, or another method of distribution which is not so expensive. Then the ancient retailer rises in his might and says that he and his father and even his grandfather and great-grandfather were in business right there on that spot for years and years. By right of length of service, the business belongs to him. He is going to have it he says, against the other fellow's competition. It makes no difference what service the other man offers and what price the other man decides to sell his coal for, he will hold his trade.

As a business proposition, the one thing which this antiquarian has as a defense of his business is the fact that his customers are his friends. He is thus trying to insert a personal relation into an impersonal business. The two never have mixed and never will mix.

As an economic proposition, his proposal amounts to this: The old method is best merely because it is old. Anything which is new or modern is sacrilegious because it treads upon ground which is holy because of its antiquity.

As a plain matter of fact, the gentleman who takes such a position is, from the standpoint of either economics or of business, a plain fool. He is expecting people in business to do something which is not businesslike. There is no way properly to characterize the actions and attitude of such a retail dealer except to draw a picture of him as Ajax defying the lightning. He is a solitary individual who stands up valiantly against the insistent demand of the whole human race for progress.

On Coal Taxation.

The Supreme Court of Pennsylvania only recently handed down a decision holding to be unconstitutional the law laying a tax on anthracite coal.

Justice Stewart, who wrote the opinion, finds that the "necessary effect of the legislation is to create inequality of burden." As this is forbidden by the constitution, the law is stricken down.

The act referred to was passed by the legislature of 1913 and provided for a tax of two and one-half cents a ton on the value of anthracite when prepared for market. Of this sum one-half was to be returned to the hard coal counties and to be apportioned to the various cities, boroughs and townships in the counties.

Justice Stewart gave the opinion that the law was unconstitutional because it placed an unfair burden on a certain industry and discriminated in favor of certain counties and against others.

The decision of the court is only re-

ferred to here because the same question, or practically the same one, must be answered sometime in West Virginia. Only by concerted efforts, involving the manipulations of all kinds of political deals, have several legislatures in this state been prevented from putting a similar law on the statute books.

Fuel is the life of industry and of manufacturing power, not to mention its vital part in domestic economy.—*Charleston (W. Va.) Gazette.*

Computing the Cost.

There are and may be certain phases of business and particularly of the coal business which are general in their character. That is, there are coal movements, especially among the retailers, which can be shared by every retail coal man. Such things include efforts to encourage or to discourage general legislation for example. It is perfectly possible for all the retailers or for all the wholesalers to unite on a general legislative program because that is something which concerns them all. An increase or decrease in freight rates is of a similar character.

However, the matter of cost accounting is an individual proposition. No two men have precisely the same elements entering into their cost of doing business. Therefore, no two men have had, or can have the same method of computing the cost of doing business. For that reason the matter of studying costs in order to know where to cut them is a problem for the individual retailer.

We mention this phase of the subject because quite a number of retail coal men seem discouraged now and then because every dealer in the community will not get together with them and study carefully into this subject. Some men are keen to learn, others are lukewarm, still others are wholly indifferent. This fact alone has discouraged some of those who did want to study costs and to put their business on a lower cost.

Because costs are such an individual matter, our belief is that every man should study his own whether any body else is doing it or not. Then he should use his acquired information to cut his costs wherever he can. Indeed it does no good to study costs unless the information gained is thus used to cut various items. However, the individual retailer by knowing his costs, by cutting them, and by getting his expense down to rock bottom is in a position where he can defend himself intelligently.

If he knows what each particular item costs him and has cut that to a minimum, he can do business as cheaply as anyone else. Therefore, if an ignorant fellow comes along and forces him into a price war, he knows how far he can go before he begins to lose money. The other fellow doesn't know; hence has not cut costs, and soon bankrupts himself. Thus knowing costs is one way of helping the retailer to protect himself. It may even help him to induce the opposition, if that is his purpose, to bankrupt himself. He can thus limit his competition.

The point, of course, is that costs should be studied individually whether all or even a small per cent of other dealers in the community are interested in that subject or not.

How Elkhart Dealers Solved the Credit Problem.

Elkhart, Ind., is primarily a railroad town, an enormous transfer switch yard and repair shops of the Lake Shore Railroad are located there, and in addition it is an important terminal and transfer point of the Big Four Railroad. Its population of a little more than 20,000 people are almost entirely dependent upon the railroad, and nearly all the local businesses and merchants are in turn dependent upon the trade of the railroad employees.

Until two years ago, railroad employees were paid but once a month and not twice a month as is now required by the law. This monthly pay day was the primary cause of the disreputable credit system existing in Elkhart today, but now this condition of affairs is fast being remedied by the merchants there.

While the monthly pay day was in force, Elkhart merchants had to adjust their business to accommodate the monthly pay system. In other words, goods were sold not for cash, but, in most cases, for payment "next pay day," with the result that credit was granted everywhere regardless of the financial standing of the buyer.

This former buying on credit had become such a habit among the people, that when the twice a month pay day went into effect the people continued to buy on a credit basis, notwithstanding the fact the semi-monthly salary gave them money for their immediate needs.

Of all the businesses in Elkhart done on a credit basis, the coal business was probably hit the hardest. People would buy coal on a promise to pay next pay day, but paying for coal after it is burned is a good deal like paying for a dead horse, with the result that Elkhart dealers had and still have a surprisingly large number of uncollectible accounts upon their books. These dead accounts may still remain on the books, but there are very few new ones being added to the list, and here is how Elkhart dealers have solved the credit problem.

D. H. Herbster, manager of the Isbell Lumber & Coal Company of Elkhart, believes in system, not so much system that it burdens the business, but enough to assure a profitable and systematic execution of business.

It is he who conceived and promoted the credit system employed by Elkhart dealers today.

Here is the system: Tom Jones is a customer of Godfrey & Son, a coal company in Elkhart. His account reaches a point where Godfrey & Son will not trust him for any more coal. Eight ordinary three by five inch index cards (red) are made out. Tom Jones's name, address and the amount of the account against him is put upon these red cards and the eight cards are mailed to the eight other coal dealers in Elkhart. These cards as received are alphabetically filed in a convenient cabinet for future reference.

Now Tom Jones needs some more coal, and goes to Godfrey & Son to get it. Godfrey & Son refuse to sell Tom any more coal on credit, with the result that Tom gets sore and informs the concern that he will get it elsewhere. So he goes over to the Isbell Lumber & Coal Company, and states his desire to purchase some coal. Tom being a new customer, he is asked his name, which is then referred to the credit file, where Tom's name appears on a red card.

Mr. Jones is then informed that the Isbell Lumber & Coal Company will not sell him coal on credit, but if he will pay cash, that they will be pleased to accept his order. Tom is again sore, and makes the often heard remark: "All right, I'll get it somewhere else."

Tom Jones wanders leisurely over to the Consumers Coal Company, and again evidences a desire to purchase some coal. With a request for his name, and the bookkeeper's going over to a file and looking through a bunch of cards, Mr. Jones at once becomes suspicious. Again he is informed that this concern cannot accept his order on a charge basis, but would be glad to handle it should he desire to pay cash.

This is not at all to Tom's liking, and he makes similar trips with like results to the other dealers in town. What is the result? Just this. Some dealer in Elkhart gets a cash customer. Tom Jones cannot open any more new accounts without giving Godfrey & Son a chance to clear up the one they have against him. Nine times out of ten Tom Jones goes back to Godfrey & Son and either pays cash for the coal he gets, or cleans up his account so he can buy more on credit. He knows that he has got to stand good for what he buys if he expects to enjoy the privileges of buying coal on a credit basis.

Now these cards are not a "Dead Beat" list,

and are not against the law preventing firms from compiling or keeping such a list. These cards merely denote the fact that a certain person has an account past due with a certain company, and that this company will not trust that person for any more credit. Certainly any wise dealer would not sell that person any coal on credit in the face of such knowledge.

Now when Tom Jones settles his account, all of the eight dealers are notified to this effect, and though the notation is made upon the card, it is not removed. It is left there for future reference and as a warning should Tom Jones ever deal with any of the other concerns.

One of the objections raised by some of the Elkhart dealers when discussing the installation of this Credit System was that it gave the other man a line on a dealer's customers. Surely any dealer can see that even if it does give a line on some of the dealer's customers, that they are not of the character that any dealer would have any hope of building up his business upon.

Of course there are cases, just as Mr. Herbster told the writer, where a man has a long-standing account and where the dealer does not make out any card for him, because of circumstances around this customer, as for instance sickness, death, etc. This system is only for the hard ones, not the unfortunates—the customers a dealer would not trust with any more coal.

Though this credit system was but inaugurated in June of this year, the work it is accomplishing and the worth of the system is already demonstrated by the increased number of cash sales and settlements of old accounts.

Hocking Valley Rate Case.

COLUMBUS, OHIO, November 25.—(*Special Correspondence*).—Interest in the announcement of advance in West Virginia rates on coal shipped into Ohio, following the meeting of railroad men in New York last week, is secondary here to that felt in the coal rate hearing before the State Utilities Commission, which was resumed on the 22nd inst.

The temper of the complainant operators is to make a fight to a finish for a twenty-five cents per ton larger differential in favor of Ohio on intra-state movement. The new tariffs authorized at the New York meeting would give only a forty-cent differential. Further, they are subject to attack by the West Virginia operators, and to possible compromise at the hands of the Interstate Commerce Commission. Ohio shippers believe they will get a more equitable adjustment and more prompt relief from the state tribunal. Again, they want the differential to come through the lowering of Ohio intrastate rates and not through the advance of interstate rates.

The first witness to take the stand Monday morning, after the three weeks' recess, was W. M. Hopkins, of Chicago, rate expert retained by the Sunday Creek Company. This was on redirect examination in the matter of the exhibits he had prepared to show the alleged injustice of the present eight-five cent rate on the Hocking Valley railway from the Nelsonville assembling yards to Toledo. His testimony on these documents closed the Sunday Creek case against this defendant. The witness was continued on the stand, however, to explain exhibits he had submitted in the attack upon the rates from Corning to Toledo over the lines of the Toledo & Ohio Central, co-defendant in the case now in progress.

The greater part of the day was consumed with Mr. Hopkins in direct and cross-examination. When he got through it was felt that he had not materially strengthened the cause of the plaintiffs. His efforts had been mostly along the line of comparing the Nelsonville-Toledo haul and revenue derived therefrom with hauls of similar length in other fields, largely from Illinois points into Chicago. The defense succeeded in throwing his deductions into considerable confusion. A more forceful witness was found in W. M. Daniels, of Columbus, a former freight traffic man, but now engaged in rate expert work. His exhibits were confined to showing what the Corning-Toledo rate would be if based on the same ton-mile charge as rates from various West Virginia, Kentucky and Tennessee fields into Toledo. He had also submitted exhibits in the testimony against the Hocking Valley railroad. The contention of both Mr. Hopkins and Mr. Daniels was that the Corning-Toledo rate, including assembling and terminal expense, should be

about sixty-seven cents, instead of the \$1 rate now in force.

Monday's session brought out a number of new railroad faces. F. S. Lewis, of Toledo, made his first appearance, taking charge of the T. & O. C. defense. At the table with him was T. J. Cook, of Toledo, general freight agent of the same road. Herman Griggs, of Cleveland, representing the New York Central lines, and R. F. Kelley, general freight agent, and Auditor Holmes, both of the Wheeling & Lake Erie, were among other railroad people present.

Tuesday was taken up with the cross-examination of C. W. Hillman, rate expert, on technical explanation of his exhibits on T. & O. C. earnings, which had been introduced previous to the October adjournment, out of its order, to accommodate Mr. Hillman, who had to attend a rate hearing in Florida, in which he had been retained.

Wednesday afternoon saw the beginning of the defense by the railroads, on the strength of which hangs millions of dollars in future earnings, and the fate of existing coal tariffs on perhaps every line in Ohio. As his first witness, following Mr. Hillman's long cross-examination on the T. & O. C. exhibits, Chief Counsel Wilson of the Hocking Valley, called to the stand C. H. Session, trainmaster in the employ of that road at Nelsonville. His testimony occupied the whole of the afternoon.

Its purpose on direct examination was to show that the yard operations at Nelsonville, the assembling point for Hocking coal, involved forms of service which had either not been considered in the rate deductions of the plaintiffs or placed unreasonably low as items making up the general cost of operations on the Nelsonville-Toledo haul. It was brought out that about half the trains loaded with foreign coal received service in some form in passing through Nelsonville. Local coal was weighed at the rate of 30 cars an hour and dispatched northward in average trains of 60 cars length. An average of an hour and forty-five minutes was required to assemble a train and get it out of the yard. Five-sixths of the tonnage handled through Nelsonville is coal, although extensive brick plants are also served from this point.

At a number of points in his evidence the prosecution confronted Mr. Session with his testimony in the New York Coal Company case of 1910 against the Hocking Valley railroad, which action resulted in lowering the Toledo rate from \$1 to 85 cents, and which through the railroad's appeal to the courts brought a decision which established the right of the commission to make rates. Mr. Arnold and Mr. Boyle, for the Sunday Creek Company, sought to show by the witness that since the beginning of the present action the method of keeping yard records had been changed to help the cause of the defense. Adjournment was taken until Friday morning.

It is anticipated that the main defense of the Hocking Valley and its co-defendant, the Toledo & Ohio Central, the two roads involved in the Sunday Creek Company petition, will be that of attacking the accuracy of Mr. Hillman's exhibits, which are the chief factor in the prosecution. Instead of offering any general documents setting forth service costs, it is believed that it will present an amended Hillman exhibit showing correction of alleged errors and inconsistencies. A number of rate decisions and opinions pertaining to litigation in other parts of the country at various times will also likely play an important part in the defense.

To date the case has been one to attract interest by reason of the aggressive intelligence on both sides. A vast amount of preparation has been required to get it before the commission in its present form. Regardless of any opinions as to the merits of the issue at stake, it is believed that the evidence offered will be valuable in many ways for future reference. The services of Mr. Hillman in his exhaustive treatment of the situation, both by document and explanations made during the numerous days he was on the witness stand, stand out conspicuously as an achievement, even should it not prove conclusive with the commission.

Just previous to adjournment Wednesday, H. J. Booth of Columbus, attorney for certain other railroads which were named as defendants in petitions outside of the Sunday Creek Company intervention, asked if the commission would render decision in the Hocking Valley and Toledo & Ohio Central cases before hearing others. The commission replied that when evidence was all in with respect to these two defendants it would be time enough to consider the point raised. Thus the course which the present rate agitation will take in advance of a ruling remains in doubt.

News Local to Chicago.

The offices of the St. Paul Coal Company have been moved from Ottawa, Illinois, to 1368 Fullerton avenue.

The Madison Coal Corporation will move its main offices on December 1st from St. Louis to the Karpen building.

The second informal dinner of the Kan-tishina Club will be held at the Auditorium Hotel, Tuesday evening, December 7th.

J. B. Beardslee of the Consolidation Coal Company, announces that this last week the circular price on Miller's Creek coal was advanced from \$2.25 to \$2.40 for the four-inch block coal. Other prices were advanced accordingly, the one and one-half-inch lump going to \$2.25, the egg to \$2.00 and the nut to \$1.70. He points out as a curious fact that the increase in price increased the number of orders, rather than decreasing them as might normally be expected. As a matter of fact, he says that the company today is behind on its orders which has not been the case heretofore.

Fire destroyed a part of C. W. & F. Coal Company's Thayer surface plant at 3 a. m., Monday, November 22, but fortunately an effective company fire brigade, together with the fire companies from Thayer and Virden, saved the power house, shops and miscellaneous buildings and prevented the fire from in any way damaging the mine. No one was injured. The damage is being promptly repaired, and the mine should again be in full operation in a short time. In the meantime, the other mines of the company have been speeded up to fill in the temporary loss of tonnage from the Thayer plant.

The announcement was made this week that J. M. Hedge had died suddenly at his home No. 3509 Wilson avenue. Mr. Hedge had been connected with the Philadelphia & Reading Coal & Iron Company for the last eight or nine years. Prior to that time, he had been connected with E. L. Hedstrom & Co., for ten years. He had been traveling the Missouri river territory. On Sunday, Mr. Hedge telegraphed his wife to meet him at the train as he was not well and was coming home. He was attacked shortly after arriving in Chicago by heart failure and died Monday night. The funeral services were held at the residence on Wednesday at three o'clock, and the remains were taken, for burial, to his old home at Cape Cod, Mass. Mr. Hedge is survived by a widow and two married daughters. He was fifty eight years of age.

At the meeting of the Chicago Coal Merchants' Association on Tuesday, there was a lively discussion as to whether the information on those coal buyers who are doubtful credit risks should be sent out on typewritten lists as heretofore, or whether that matter should be kept in the office and made available to anyone who cared to call for it over the telephone. The disposition seemed to be to keep the information on file in the office, subject to telephone call, because when it is sent out in typewritten lists, the dealer is prone to disregard them as they contain too much information in which he is not interested. The matter was finally left in the hands of N. H. Kendall the commissioner of the association to get together all of the information he could as to what other associations do and as to what are the preferences of the different members. This will be made subject for discussion at a special meeting after which there will probably be a referendum vote on the question.

It was rumored for some time in coal circles that Henry Johnson of the Johnson Brothers Coal Company, had quietly slipped away about the first of last month and joined the Benedicts' Club. Henry has many friends among the coal selling fraternity and a committee was appointed to find out if Henry was or was not a bachelor. This committee consisting of Colonel L. M. Breeden, W. H. Harris, R. L. Duncombe, John Nelson, W. C. Waddell, Bob Kernohan, Albert Thomas, C. N. Eastman, H. M. Hall, Chas. Jessup, John Kiley, William Lytton and C. N. Morrison made a call on the evening of November 18, at the Johnson home at 435 E. 48th street, and found there really was a Mrs. Henry Johnson. The committee thoughtfully brought along a handsome electric lamp, which was

presented by L. M. Breeden. Colonel Breeden was in excellent form and delivered an oration that would have been a credit to Colonel Bryan. An enjoyable evening was spent by the entire party. Before leaving Mrs. Johnson remarked that she was glad she had married into the coal trade.

A short time ago Homer D. Jones of the Western Fuel Company, and chairman of the Cost and Systems Committee of the Chicago Coal Merchants' Association started a movement for the careful study of what it costs to do business. This was in connection with some other members of the association who seemed to be interested in that subject. He got together a few members of the association at a meeting two weeks ago Friday, and learned what each one was most interested in. They divided the general subject up into six departments and chose as chairman of the subcommittees a man who was particularly interested in that phase of the general question. These subcommittees are now at work getting together all the information possible on their general division of the subject and on next Friday there will be a meeting of the association chairmen of these various subcommittees. On the following Friday, there will be a general meeting of all interested. There will be short talks on cost and systems by George E. Hutchinson and one or two other expert accountants. It is rather hoped before long to get together a general cost system, which can be put up by the association to all of its members and recommended for their use.

A number of railroads centering in Chicago, have filed both with the Interstate Commerce and with the State Boards, new tariffs which carry a horizontal increase on the freight rate on coal from the mines in Indiana and Illinois to Chicago. This matter was taken up for discussion at the meeting of the Chicago Coal Merchants' Association on Tuesday afternoon, and was referred to the railroad bureau of that association with instructions to file a protest against these rates. Just whether the association will file a formal complaint later asking a definite suspension of the tariff is a matter which has not been decided. In the meantime the protest will be against the taking effect of the rates, at least until the conclusion of the contract year on the first of next April. It is expected in the meanwhile that formal complaints against these freight rates will be filed by the Illinois Manufacturers' Association, by The Chicago Association of Commerce and by the Coal Operators' Associations in Indiana and Illinois. This increase in rates is really an aftermath of the western rate advance case, tried out before the Interstate Commerce Commission some months ago and decided, it will be remembered, against the shippers in favor of the railroads. At that time the railways got a horizontal advance of ten cents a ton on all interstate traffic with the exception of to the Chicago gateway. No increase in the rates to Chicago was asked at that time, neither was there any advance asked then on intrastate rates. The railroads have now pieced out their program by asking an increase of five cents a ton to Chicago proper. The retailers are not disposed to contest this increase in rates, provided it becomes effective on the first of April instead of on the 15th of December as proposed. They say that they have made contracts for coal containing a delivered price, these contracts not expiring until the first of next April. If there is an increase in freight rates they would lose five cents a ton. This is particularly true of contracts to supply the city, county, state and federal government with coal. As a long-run proposition objections are expected to come mainly from Chicago interests, and from some of the shippers who maintain sales organizations in Chicago. That is, if the jobbers consign coal to themselves at Chicago and fail to find a market for it here, and then decided to re-assign it to some point in interstate traffic, they would have to stand an increase of fifteen cents a ton in rates as against ten cents a ton applying on the movement direct from the mines. They figure, therefore, that the jobber in Chicago would be at a disadvantage as compared with the mines, of five cents a ton. This, however, is a point which has long been very clearly brought out so far by the discussion, but it seems to be one of the objections.

Association News.

Knoxville Coal Dealer's Association.

The Knoxville Retail Coal Dealers' Association held its regular monthly meeting Friday, November 12th. Selling coal for cash was discussed by the members, as several of the local dealers are particularly anxious to put their business on a cash basis. The majority of the members are in favor of putting their business on a cash plan, providing all of the dealers are willing to conduct their business in a like manner. The matter was referred to a committee for investigation and to report at the next monthly meeting.—T. O. BUSBEE, secretary.

Northwestern Traffic and Service Bureau.

Articles of incorporation and the by-laws of the new organization, the Northwestern Traffic and Service Bureau, are now printed in book form and ready for distribution among members of this association and to anyone interested in the workings of this organization. Under the new method of this association, retail coal dealers do not become a member of the bureau, which is incorporated, but simply subscribe for the service.

A luncheon held in Minneapolis, November 4th, was attended by over 900 retail coal dealers, and a splendid meeting was had, all of those attending pledged their support to the new organization.—H. L. LAIRD, secretary and treasurer.

Cincinnati Coal Exchange.

The Cincinnati Coal Exchange at a meeting at dinner Monday launched the 1915 campaign for new members of the board of directors. The annual election of the Exchange will be held December 16 and at this election eight candidates for member of the board of directors will be submitted, four of whom receiving the larger number of votes to be declared elected. The board of directors consists of seven members and these members constitute the executive power, selecting president, secretary and treasurer. The committee on nomination, consisting of C. R. Moriarty of the Cabin Creek Coal Company; T. H. Richardson of the Consolidation Coal Company; and C. J. Magee of the Carbon Fuel Company made its report.

The committee reported the following names: James P. Riley of the Queen City Coal Company; Frank B. Stewart of the Winifrede Coal Company; R. P. Gillham of the Campbell's Creek Coal Company; C. A. Tribbey of the Pocahontas-Jellico Coal Company; A. A. Liggett of the Raleigh Coal & Coke Company; E. L. Sternberger of the E. L. Sternberger Coal Company; E. F. Bardin of the Wyatt Coal Company, and C. Delaney Martin of the Halmar Coal Mining Company. Not all were present but those who came were "put to their paces" a la gridiron style, and had to tell all their meanness and all their bad points and to give these as their reasons why they should not be placed on the ticket. None of the excuses were good enough to get the candidate off the ticket. There was one sad note, however, and that was that one of the vacancies to be filled was that of Captain Charles J. Menges, drowned at New Orleans while doing his duty by the Pittsburgh Coal Company in trying to save the coal fleet of the company during the great tropical storm which swept that city last summer.

A committee was named to formulate a letter to patrons of the members urging them to have cars promptly unloaded at destination; to refrain from specifying equipment when ordering coal; and in every way possible to aid the railroads in overcoming the present car shortage as much as possible. Guy M. Freer, traffic manager of the Cincinnati Chamber of Commerce, was a guest of honor and made a short address. About thirty-five members were present at the dinner.

Members of the Detroit Coal Exchange at their last meeting completed the organization of eight bowling teams, four each representing wholesalers and retailers. The teams will continue a tournament contest through the winter. The opening games were bowled Wednesday evening.

A company that is building a large power plant at Araw Falls, two miles south of Bicknell, Ind., has made arrangements for the extension of switches to its property by the Vandalia and the B. & O. The company has 3,000 acres of land from which it will mine coal. Plans for erecting 200 houses have been drawn.

Facts Which Determine Our Export Prospects.

The Export Situation.

The export situation has not changed during the week. Vessel tonnage is very scarce, and while Baltimore showed a slight improvement last week over the week previous by loading one more cargo, or a total of 18,000 tons, Hampton Roads shipments fell off.

The bunker trade at the latter ports has also shrunk because fewer vessels are reporting for export coal cargoes.

At the other ports, namely, Baltimore, Philadelphia and New York, the bunker business is very fair, being most active in New York, where a great many steamers are calling for grain and war munition cargoes.

There are a number of queries in the market for large tonnages of coal for France and Italy, but shippers have found it impossible to negotiate these to a successful conclusion because of their inability to secure vessel tonnage.

With one or two vessels offering at 80s to 85s to take coal to the west coast of Italy, and 75s to 80s to take coal to Spain, little business can be done at these figures.

The rate to South America is 45s to 55s.

Rates to the West Indies are in most instances two to three times normal rates. These attractive rates are drawing from the coastwise trade quite a large tonnage of schooners.

English Shipping Restrictions.

Mr. Runciman's announcement in the House of Commons as to dealing with cargo vessels is of the highest importance, and not alone in its bearing upon the coal trade. Orders in Council prohibit British ships from trading between one foreign port and another, except by license; and this should stop British ship owners carrying American coal from the United States to Brazil or the Plate, or into the Mediterranean, as they have been doing. The Admiralty has power, he states, to requisition ships abroad; and if this be done for carriage of food stuffs, etc., the vessels will reach home ports and thus be available for outward cargo—of which coal is the chief.

It should be noted, however, that the complaints against ship owners, as to their having greater concern for rates of freight than for public service, finds its expression occasionally in unreasonable form. There are complaints because the owners of vessels carrying coal cargoes from South Wales to the French coast hurry back in ballast in order that they may as soon as possible earn another high freight by taking out coal. What the complainers desire is that they should go to another port and return with ore or loading of pit wood for home use, evidently ignoring the fact that the loading of pitwood abroad is dilatory on account of lack of labor, and that to go to Bilbao, or perhaps even further afield for iron ore would mean a very serious delay. The one great need of South Wales is greater rapidity of export, and this serves national ends, because it makes foreign credit, and thus lessens British demand for exchange facilities.—*Colliery Guardian*, London.

English Coal Exports.

During October 3,771,069 tons of coal, coke, and manufactured fuel were exported from the United Kingdom, the value of same being 3,415,412 pounds. The quantity exported in October last year was 4,151,381 tons, valued at 2,754,829 pounds, whilst the figures for October, 1913, were, respectively, 7,059,928 tons and valued at 4,953,102 pounds. Exports of coal, coke and manufactured fuel aggregated 38,830,606 tons during the first ten months of the present year, the value amounting to 32,569,271 pounds. This compares with 54,523,993 tons, valued at 37,321,222 pounds, and 63,958,136 tons, valued at 44,708,993 pounds, in the corresponding periods of 1914 and 1915 respectively. The average value of coal, coke and manufactured fuel exported from the United Kingdom during October was 18s 1.3d (\$4.55) per ton, as compared with 13s 3.2d (\$3.30) in October, 1914, and 14s 0.3d (\$3.50) in October, 1913. The value during the first ten completed months of the present year is 16s 9.3d (\$4.20) per ton, as compared with 13s 8.2d (\$3.40) and 13s 11.7d (\$3.50) respectively in the corresponding periods of 1914 and 1913.

The Welsh Coal Situation.

The Welsh coal situation shows but little change, the supply being plentiful, due to a lack of ships. Some relief is anticipated from the recent order of the British government which prohibits British shipping trading between foreign

ports unless they have a license, and also gives the government authority to requisition vessels for bringing to England necessities. For the second grades of Admiralty, 19s to 19s 6d is the range, with other sorts selling at 18s to 18s 6d. There has been an improvement in bunker smalls.

Vessel rates have advanced and new records have been established. Algiers has been fixed at 48 fcs.; Lisbon at 25s 3d; Port Said, 50s; Havre, 16s 9d; Rouen, 19s; Barcelona, 38s; Genoa, 49s; Las Palmas, 27s 6d; Buenos Aires, 39s.

Recent Coal Freight Charters.

Str. Tarbina (Dutch), Baltimore to River Plata, coal, p. t.
Schr. Rebecca Palmer, Norfolk to Buenos Aires, coal, \$8.
Schr. Emily Anderson (Br.), Philadelphia to Halifax, N. S., coal, p. t.
Str. Frances Luckenbach, Philadelphia to Havana, coal, p. t.
Str. Ocland (Nor.), Philadelphia to Martinique, coal, p. t., prompt.
Str. Caterina Accamo (Ital.), Virginia to Port Mili-tor, coal, 47s 6d, December.
Schr. Marguerite, Philadelphia to Jucore, coal, private terms.
Str. Bygland (Nor.), Baltimore to Preston and Ban-es, coal, p. t.

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, report as follows, under date of November 22:

The freight situation grows more acute daily, and although we occasionally charter a steamer for export coal, it is more than difficult to secure tonnage even at the high rates now current.

We would quote freight rates on coal by steamer as follows:

West coast of Italy.....	80@85s
Marseilles, about.....	80s
Barcelona or other good Spanish port.....	75@80s
(Spanish dues for account of cargo.)	
Note—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge, 1s per net register ton per day demurrage."	
Montevideo (500 discharge), about.....	50s
Buenos Aires or La Plata (500 discharge), about.....	50s
Rosario, about.....	55s
Rio de Janeiro (500 discharge).....	45@47s 6d
Santos.....	47s 6d@50s
(Consignees paying docas dues.)	
Valparaiso or Callao.....	\$11.00@12.00
Havana.....	2.75@3.25
Cardenas or Sagua.....	3.00@3.50
Cienfuegos.....	3.25@3.75
Port of Spain, Trinidad.....	4.00@4.50
St. Lucia.....	4.00@4.50
St. Thomas.....	3.50@4.00
Barbados.....	4.00@4.50
Kingston.....	3.50@4.00
Curacao, about.....	4.00 and p. c.
Santiago.....	3.50@4.00
Guantanamo.....	3.50@4.00
Demerara.....	6.00@7.00
Bermuda.....	3.50@4.50
Vera Cruz.....	5.00@6.00
Tampico.....	5.00@6.00

Philadelphia October Exports.

Exportations of coal from the port of Philadelphia during the month of October, 1915, were as follows:

Country—	Anthracite.	Bituminous.
Italy.....	12,938	2,400
Spain.....		10,950
Sweden.....		6,653
Canada.....	1,198	48
Guatemala.....		2,243
Newfoundland.....		1,650
British West Indies.....		540
Cuba.....	4,772	42,386
French West Indies.....		10,711
Brazil.....		8,821
Dutch Guiana.....		1,373
	18,908	87,775

Export Trade Briefs.

In England the following official notice, which is being posted at coal mines, has been issued, and is signed by the House Secretary and Lord Derby, the Director-General of Recruiting: "Coal miners have already joined the army in such large numbers that the supply of coal, which is of vital national interest, is seriously affected. Miners, one and all, must remember that, upon their efforts the success of the country depends no less than upon the men who are serving with the forces. Those who offer themselves as recruits will only be accepted on the condition that they go back to work in the mine until they are called upon. They will be given armlets to show that they are willing to obey the call, and do whatever will most help their country. But, in the meantime, it is vital that they should not desist from producing the coal without which victory is impossible. This notice applies to all men who are working below ground, and the following classes of surface workers—winding enginemen, pump-

men, weighmen, electricians, fitters, and mechan-ics." Mr. Brace, Under Secretary for the Home Department, says that any attempt to evade military obligations by young men seeking work at mines will be stopped. Coal miners as a class have already responded to the call for recruits in such large numbers that no fewer than 250,000 had joined the New Armies by midsummer, and this number has since been increased.

The British Board of Trade announces that, owing to the increasing demands on merchant shipping in connection with the war, it has become necessary to take special steps to secure that an adequate supply of tonnage shall be available in case of necessity to meet pressing national needs. With this object in view, two Orders to Council were made. The first prohibits British ships from carrying cargo from one foreign port to another foreign port after December 1, unless licensed to do so. The second gives power to requisition ships for the carriage of food stuffs and other necessities. The first order lays down the principle that in this time of emergency British needs must have the first claim on British ships. It is not expected that it will be necessary to interfere with established services between foreign ports, and every effort will be made to avoid disturbing pre-existing business arrangements; but licenses must be obtained in every case in which it is desired to carry cargo in a British ship from one foreign port to another foreign port on or after December 1, and owners and charterers concerned should apply to the Secretary, Ship Licensing Committee, Board of Trade, London, S. W. The second order gives power to the Board of Trade to requisition merchant ships in case of emergency for the carriage of food stuffs and other necessary supplies to this country. This power will be exercised by a Requisitioning Committee. The Committee will be composed of gentlemen having close expert knowledge of shipping matters, and in order that the requisitions may not overlap, these gentlemen will, so far as possible, be the same as those who now advise the Transport Department of the Admiralty. The Committee's object will be to secure that tonnage shall be available in case of need for the carriage of food stuffs, etc., and to prevent freights on such commodities rising to prohibitive levels.

Virginia Coal Shipments.

The coal shipments over the Virginian railway fell far below those during the month of August, 393,055 tons being shipped in September as against 411,090 in August. Following are the individual colliery loadings:

	Tons.
K. G. J. & E. R. R. via Pax.....	37,851
E. E. White Company—	
Glen White.....	27,659
Stotesbury.....	23,828
New River Collieries Company—	
Eccles.....	26,384
Sun.....	6,739
Slab Fork.....	24,371
Winding Gulf.....	24,133
McAlpin.....	20,613
Gulf Smokeless, Tams.....	18,363
Loup Creek Col. Page.....	18,169
Raleigh.....	16,215
Pemberton Coal & Coke Company—	
Big Stick.....	14,948
Affinity.....	7,378
Pemberton.....	3,974
Woodbay.....	10,604
Wyco.....	10,545
Sullivan.....	10,360
Long Branch.....	9,350
Hot Coal.....	8,855
The New River Company—	
Carlisle.....	7,180
Summerlee.....	5,873
Lochgelly.....	5,139
Cranberry.....	4,899
Beckley.....	4,402
Mabscott.....	3,843
Sprague.....	3,091
Scarbro.....	2,652
Goodwin.....	5,640
M. P. Tipple.....	5,427
Sugar Creek.....	3,954
Trace Fork.....	3,345
Herberton.....	3,204
Tralee No. 2.....	2,553
Mt. Hope.....	2,343
Newlest No. 1.....	2,135
Woodpeck.....	1,600
Skelton.....	942
Ostego.....	900
Devil's Creek.....	819
Tralee No. 1.....	760
Algonquin.....	702
Mullens.....	413
Newlest No. 2.....	200
Total.....	393,055

The directors of the LaFayette Coal & Coke Company, Uniontown, Pa., elected the following officers: President, Harry Whyel; vice-president, George Whvel; secretary and treasurer, A. D. Williams. This company holds a 3,000 acre tract in Marshall county on the Ohio river.

General Review.

Cool Weather Improved the Tone of the Domestic Market—Better Business Helps the Steam Trade.

The national coal market, viewed from any distributing center, is in very much better position now than it has been at any time in several years. The situation is quite encouraging when viewed from the point of view of the operator. It is quite the opposite when one views it with the eyes of the consumer.

The strength of the market rests primarily on the improvement in business. In the east most factories are running to capacity because they have war orders to take up part of their output and domestic business to absorb the rest of it. The steam market in the west is strengthened mainly by an improvement in business at home.

A shortage of cars everywhere is helping the coal market by preventing an over-flooding of different centers and even though the car supply should be improved by some change in transportation conditions, the mines are prevented from turning out an oversupply of coal by a growing shortage of labor. Thus the market not only is strong now, but promises to remain firm for the rest of the winter. This gives the operator, as a rule, better conditions than he has had for some time.

The coke market, right now, is commanding a great deal of attention. The ovens in the Connellsville district have recently closed some contracts for first-quarter delivery at \$3.00 a ton and have refused to commit themselves further than the first of April. This is quite a contrast to the attitude of the same operators a short time ago when they were perfectly willing to contract at that price for delivery during the last half of next year. Right now spot coke is bringing from \$3.00 to \$3.25, and while the operators would like to increase production, they cannot conveniently do so because the supply of cars and labor is short.

Incidentally this activity in the coking district is making the demand for slack coal quite strong all through the central field. Coke ovens are taking so much of it that a very small supply remains for those who are equipped with stokers. This is advancing the price of slack in Pittsburgh, Cleveland, Columbus, and Cincinnati. Another effect of this is the increased supply of domestic coal from the coking coal belt and that explains the weakness in several markets of the price of smokeless lump and egg.

The lake season is just about at an end for this year. Shipments lately have not been moving because boats were in excellent demand for the movement of ore and grain. While quite a tonnage of coal was moved up the lakes, it is not up to that of last year. Perhaps with the stocks held over after the first of last May, the tonnage available for use up until the first of April will be about the same. However, judging by the present rate of movement from the docks to the interior, the supply is not going to be enough to go around and some are looking with concern upon the northwestern situation. Some of the western mines have a better chance to sell coal there than they have had for several years.

In the west one of the most conspicuous factors is the almost unprecedented rise in the price of screenings. The quotation, even on the low-grade product, is now sixty-five cents a ton with maximum prices ranging about eighty cents. This is fully thirty cents a ton higher than is customarily paid at this time of year and is close to fifty cents a ton above what was a common price a few years ago. This is traceable directly back to a better demand for coal for steam making, but in part is due to the increased use of stokers in manufacturing plants and on the railroads.

The Central Coal & Coke Company is trying out a new five-ton White truck and the big motor is taking care of the company's retail trade very nicely. At present the White is replacing five teams, but Manager R. C. Goddard at Omaha says that the splendid weather has thus far made an adequate test impossible. "It looks good," he smiled, "but I can't say that it is more than an experiment as yet." And, by the way—though the expression is not intended to convey an impression of casualty—the Ford one-ton truck seems to be meeting with popular favor, at least several dealers are using this type.

Chicago Market.

Buying of Screenings Is Brisk with Supply Short—Domestic Is Stronger with Prices Rising.

Office of THE BLACK DIAMOND,
Chicago, November 25.

The feature of the coal market in the western territory for this week is the strength of screenings. The market seldom has been stronger, the prices rising ten to fifteen cents a ton within the last week. This is in strong contrast with prices on the same size at this time a year ago. Then the market was far from strong at prices ranging twenty-five to thirty cents a ton lower.

The market today is quotable at a minimum of sixty-five cents a ton even on low grade screenings, while seventy-five and even eighty cents a ton is being obtained on the better grades. This is a price which usually rules in midsummer for a short time. It is seldom that it gets as high as that in the winter. The price is due to better demand for current use, rather than for any buying for storage purposes.

The railroads this week have begun to store some coal to tide them over a possible period of mine suspension. They are not quite sure that there is going to be any strike next spring in Illinois. Even so, they are sure that there is going to be a good demand for steam coal. Whether the railroads use it to tide themselves over a strike period or whether they use it to relieve themselves when the market for coal is extraordinary for other reasons does not matter much. The fact is that they are buying coal because they now think they are going to have need for it. They are taking mostly lump of some size or egg coal. This is relieving one section of the market of a surplus of prepared sizes, which might otherwise be bothersome as the domestic demand right now is not overly keen.

The Franklin county situation is brisk in every department. Most of the mines are running to capacity and are sold up on lump, egg and number one nut. The prices are firm at \$1.75. Number two stove is selling for \$1.50 strong; number three at \$1.40 and other prices proportionately high. The market is bare of any suggestion of free screenings and those who happen to have any for sale can very easily get seventy-five cents a ton for them at the mines. The minimum prices offered by buyers is seventy cents. But very few sales have been made at that figure this week. The prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.80	\$1.75
Egg	2.86	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.55	1.50
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.75@1.80	.70@.75

The Williamson county situation is quite strong with all sizes in demand. Lump, egg and number one washed are sold more generally today at \$1.75 than at any time this fall. One or two concerns are still selling at \$1.60 because they have idle productive capacity. However, such cases are rare, most operators holding for \$1.75. The domestic market was boosted by the sharp turn in the weather a few days ago. Fine coal prices are strong, screenings being seventy to seventy-five cents. The prices up to Thursday were:

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

Every department of the Saline county market is strong. Domestic sizes are now firm at \$1.75, mine run is strong at \$1.15 to \$1.20 and screenings are in demand at a minimum of seventy cents with seventy-five cents obtained on most sales. The market up to Thursday was:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15
Screenings	1.75@1.80	.70@.75
1 1/4-inch lump.....	2.35	1.30

Central Illinois mines have been able to make further sales within the week to railroads, some of the coal being for immediate use by the railroads, and some portions of it going into storage for use four or five months hence. This, with the closing down

of two mines due to fires, made the demand larger than the supply and strengthened all prices. Domestic lump is now firm at \$1.75; screenings are strong at sixty-five cents. The prices up to Thursday were:

Central Illinois—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.57	\$1.75
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.47	.65

Clinton, Indiana, screenings are strong at a minimum of eighty cents with some sales being made at eighty-five cents. The domestic coal for the number four vein is quite strong, with \$1.75 being obtained in most instances, although some sales are made at \$1.65. The prices up to Thursday were:

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.57	.80

Knox county screenings are strong at a minimum of seventy cents, and most sales are being made at seventy-five to eighty cents. Prices up to Thursday were:

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.57@1.62	.70@.75

This week brought a better demand for anthracite coal. For one thing, the cold weather of a few days ago caused better buying generally. Then, the retailers and others are beginning to realize that a strike in the anthracite field is imminent for next spring. Better current business and some precautionary buying have improved the tone radically.

The smokeless situation is none too strong. The demand for mine run has been just about fair and some sales agents have wished that the car supply might be a little tighter. Even so, the price on mine run has held firm at \$1.40. Lump and egg continues to be a trifle easy with \$1.65 as a minimum, \$1.75 as a common price, and \$2.00 as a top figure. The prices up to Thursday were:

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.45	\$1.40
Lump and egg.....	3.70@4.05	1.65@2.00

Somerset county coal has been strong because of a car shortage in the mining region and because of a big demand in the east. Mine run has been firm at \$1.40. Lump and egg has ranged between \$1.65 and \$2.00. The prices up to Thursday were:

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.45	1.40
Lump and egg.....	3.70@4.05	1.65@2.00

A better demand at home and a livelier demand here has made the Hocking market strong at \$1.60 to \$1.75. The operators are going back to their old circular figures again. The market up to Thursday was:

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.25@3.40	\$1.60@1.75

Splint coal has been in such demand in the east that no surplus coal has been shipped to the west. Consequently the market is strong at \$1.50 in open cars and \$1.60 in box cars; most sales were made on the latter basis. The prices up to Thursday were:

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1 1/4-inch lump.....	\$3.40@3.50	\$1.50@1.60

Some eastern Kentucky operators decided to advance the circular price on domestic lump to \$2.40. Others are taking \$2.25 and some sales are at \$2.00. Other prices are correspondingly high. The market up to Thursday was:

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.80@4.30	\$1.90@2.40
Egg	3.65@3.90	1.75@2.00

Connellsville coke is commanding \$5.00 to \$5.75 with emphasis on the latter price in Chicago today. The spot demand has moved the by-product price up to \$4.95, a rise of twenty cents a ton. Gas house coke is stronger because the new freight rate has already gone into effect. Prices up to Thursday were:

Coke—	F. O. B. Chicago.
Connellsville	\$5.25@5.50
By-product, foundry.....	5.25@5.50
By-product, egg and stove.....	4.95
By-product, nut.....	4.95
Gas house.....	4.00

Pittsburgh Trade.

To Avoid a Possible Shortage of Coal Later, Buyers Are Specifying to Limit of Contracts.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
Pittsburgh, Pa., November 25.

There has developed in Pittsburgh what might be called a many sided coal market or a market of mystery, because of abnormal conditions of trade in many lines, that influence the coal trade. This may or may not last for some time, opinions of various operators varying as to both the near and distant future. It is too early to conclude that the advancing tendency shown for some weeks past will weaken with the close of lake shipping, for while prices have not been adhered to all along the line, the disposition of operators is to look upward, with some entirely out of the market, so far as 1915 deliveries are concerned.

Consumers fearing non-delivery later on, are specifying to the full on contracts, and while no large individual new inquiry is heard of, considerable new business is in prospect. Conditions in one sense remain practically unchanged from reports of a week ago save in that a decided drop in the temperature has developed considerable activity in both coal, and heating coke for home consumption, and the retail fuel dealer as well as the smaller jobber are wearing a smile of contentment, if not of positive joy. As should be the case at this particular season a round among the leading operators finds them generally in a "thankful" mood—fairly well satisfied with the present, though, as stated, differing considerably as to the future. However, it is not thought the cessation of lake shipments will compel the closing down of operations at many, if any, mines because of the heavy demands of mills and factories in this district for coal—the fact being that with the existing shortage of labor and increasing car shortage, it has been hard to make deliveries on time, and it is reported that several railroads will be in the market shortly for large tonnages for stocking, against April 1st, that have been holding back on account of the car famine, until the lakes closed.

The Thanksgiving holiday will have the usual effect of curtailing this week's output of both coal and coke. The departure of many Greek laborers for their home country—following the example of their Italian co-laborers—is having some effect on the labor situation, though not to a great extent. Fayette county Italians who have responded to the call to arms will leave for their native land and the firing line November 29. The Guiseppi Derdi, an Italian steamer, will depart from New York on that date with about 3,000 reservists on board. Of that number several hundred are from Fayette county. About 500 were called from the county and few have turned a deaf ear. Those who remain here will never again be permitted to visit Italy.

Inquiry fails to develop any material change as to prices on either coal or coke from figures given here last week, though furnace coke has not recovered the strength lost, but the coke operators are still talking optimistically of \$3.00 coke.

Announcement was made last Saturday that the Republic Iron & Steel Company has authorized the erection of another blast furnace at its plant in Youngstown, Ohio. The new stack will have a daily capacity of 600 tons of iron. It will cost approximately \$500,000, and erection will be started at once. It will require about six months to complete. The new furnace will give the Republic eight blast furnaces in this district, increasing its capacity for pig iron about 200,000 tons a year, or to 1,500,000 tons.

The rivers are slowly falling and no coal is going south from this harbor, though some considerable local activity is shown in the fourth and fifth pools. A number of empty barges which have been tied at the Sligo landing, owned by the Monongahela River Consolidated Coal & Coke Company were removed to the mines in the upper Monongahela river the first of the week by pool boats. The towboat Aliquippa, of the Jones & Laughlin Company's fleet, passed through the local harbor with a tow of coal for the company's mill at Woodlawn. The A. R. Budd, owned by the Diamond Coal & Coke Company, passed through the harbor Monday with a tow of empties for the mines in the upper Monongahela.

The J. V. Thompson troubles still occupy the center of the gossip stage, and much speculative talk is heard. It develops today that President H. C. McEldowney of the Union Trust Company of Pittsburgh, has refused to become a member

of a creditors' committee to liquidate the holdings of J. V. Thompson for the benefit of Thompson's creditors. This is a disappointment to the many creditors of the former banker and coal land speculator. The creditors of Thompson are of the opinion today that the refusal of the Pittsburgh banker disposes of the last hope of settling the affairs of Thompson through a creditors' committee.

Uniontown has one banker and business man in W. A. Stone who has not given up hope of persuading prominent bankers and financiers to adjust the affairs of Thompson. It is known that Stone will make further efforts in behalf of the Thompson creditors this week. Stone is interested especially in the Thompson unsecured creditors and those creditors are hoping he will yet be successful.

Pittsburgh District News Items.

The semi-annual meeting of the West Virginia Coal Mining Institute will be held in Fairmont Thursday, December 9th. Governor Hatfield will address the meeting.

The lack of laborers is holding back the operation of about 1,500 coke ovens out of a possible 10,000 in the Brownsville region. In that region 8,500 are now in operation and the rest would be fired at once if the necessary labor to operate them could be secured.

The Cannonsburg Gas Coal Company, which sunk a shaft north of the Standard mill, is driving its entries and getting ready to mine coal on an extensive scale. The shaft is 168 feet deep, and eight entries have been driven. A tippie has been built, and some coal is being taken out.

Cleveland Market.

CLEVELAND, OHIO, November 25.—(Special Correspondence.)—Coal men are at a loss to know just what conditions will prevail after the close of navigation with respect to those coals which go especially to the lake trade. There is little doubt that producers will endeavor to replace their lake business with as much other trade as they can secure. Moreover, many cars, tied up for months in the lake business, will be released and it is believed that there will be little trouble thereafter in making deliveries to the various markets. This will probably not only affect the coals that have been going to upper lake points, but others which have been held up to some extent by the car shortage, and it is feared that there will be a drop in price on many grades.

While the weather has been slightly cooler for a few days, no material increase in the consumption of steam coal has yet been noted. At the same time reports indicate that shops and factories are all running full. The situation is undoubtedly different from other seasons in this respect, for the increase through the fall months has not been as great as was anticipated earlier in the year.

With the exception of two or three grades of coal, the domestic business has not been satisfactory for the past several days. Smokeless coals have presented an unsatisfactory aspect, due to throwing more on the market than the trade demands. Seemingly the eastern trade is not taking the amount that was going in that direction some time ago.

Vessel tonnage remains scarce and it looks now as if but few more cargoes would be loaded. It is possible that a few boats will accept storage coal, but even this is uncertain. Grain and ore have usurped the coal tonnage to a great extent.

Shippers of No. 8 coals are looking for orders with delivery to begin December 1st. This is due, of course, to the fact that navigation will close at that time. So far the prices prevailing last week have not been materially weakened, neither have they been strengthened. Quotations Tuesday were as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
No. 8 District—		
Three-quarters	\$1.05@1.10	\$1.95@2.00
Run of mine .....	.95	1.85
Slack .....	.85	1.75

Conditions as to supply and demand have not changed with regard to Coshocton coal, although prices remain firm as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Coshocton—		
Lump, 4-inch screened.....	\$1.70@1.75	\$2.40@2.45
1½-inch	1.60@1.65	2.30@2.35
Egg and nut.....	1.05@1.10	1.75@1.80

As yet the supply of Pittsburgh slack is negligible in the market, with no other sizes offered. Quotations as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Pittsburgh—		
Slack	\$0.85@.90	\$1.85@1.90

Massillon coals are stronger and the producers

are still far behind with their orders. Slack prices have advanced. Figures as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Massillon—		
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack	1.05@1.10	1.75@1.80

Smokeless coals suffered another break this week. There is a good supply in the market and trouble has been encountered in moving it. Prices quoted follow:

	F. O. B. Mines.	F. O. B. Cleveland.
Smokeless—		
Lump	\$1.90	\$3.35
Egg	1.75	3.20
Run of mine.....	1.30	2.75

No change has taken place with relation to Cambridge coal and prices are the same as quoted last week:

	F. O. B. Mines.	F. O. B. Cleveland.
Cambridge—		
Three-quarters	\$1.10	\$2.00
Run of mine.....	1.00	1.90
Slack .....	.90	1.80

Fairmont slack is still scarce with no change in the quotation from last week:

	F. O. B. Mines.	F. O. B. Cleveland.
Fairmont—		
Slack		1.90

It is possible that the close of navigation will increase the receipts of Kentucky coals in this market, but as yet the price of Kentucky block remains firm:

	F. O. B. Mines.	F. O. B. Cleveland.
Kentucky—		
4-inch block.....	\$1.90@2.00	\$3.15@3.25

Quite a little Youghiogheny coal was handled in this market the past week, with no noticeable change in the quotations:

	F. O. B. Mines.	F. O. B. Cleveland.
Youghiogheny—		
1¼-inch	\$1.40@1.50	\$2.40@2.50
Three-quarters	1.30	2.30
Run of mine.....	1.20	2.20
Slack .....	.95@1.00	1.95@2.00

Bergholtz coal has gained a good foothold in this market as a domestic coal and the supply has been taken promptly all through the season. Prices for the past week are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Bergholtz—		
6-inch lump.....	\$1.70	\$2.40
1¼-inch	1.45	2.15
Three-quarters	1.35	2.05
Egg	1.25	1.95
Run of mine.....	1.20	1.90
Slack	1.05@1.10	1.75@1.80

Wainwright slack has shown more strength than usual the past week, but other sizes are steady at the prices quoted:

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen—Wainwright Mines—		
Three-quarter, domestic.....	\$1.40	\$2.10
3-inch lump.....	1.80	2.50
Lump	1.65	2.35
Slack	1.05	1.75

Goshen slack advanced five cents a ton during the past week and there was considerable business in all sizes. Quotations as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen—		
Three-quarters	\$1.30	\$2.00
1¼-inch	1.40	2.10
Slack	1.05	1.75

Hocking egg and slack remained at \$1.70 on track here, with prepared lump quoted at \$2.20 delivered here, or \$1.50 at the mines.

Cleveland News Notes.

Department heads, with a few guests, were tendered a dinner at the Hotel Statler Saturday evening by the Cambridge Collieries Company, of which J. W. Ellsworth is the head. About fifty persons were present. This is an annual affair and is intended as a get-together meeting. The guests are usually those who are in close touch with the company's work.

Anthony Howells, formerly prominent coal operator of this state, died at the home of his daughter, Mrs. J. S. Cockburn, in this city, on Wednesday of last week. Mr. Howells held the office of state treasurer from 1878 to 1880 and served in the state senate from 1890 to 1892. He was also United States consul at Cardiff, Wales, for a number of years. His home was at Massillon.

The noteholders' committee of the J. H. Somers Company has notified holders of notes of the company that in pursuance of the power originally vested in the committee payment of interest on the collateral trust notes given to creditors, payable December 1st, has been postponed six months and that payment of the principal, due at the same time, has been postponed for one year. Business conditions have rendered it impossible to realize on the Somers holdings, as was expected when the arrangements were made, and this in turn has caused the postponement of payment of interest and principal on the notes.

Cincinnati Trade.

The Market Is Brisk, Due to a Better Demand for Both Steam and Domestic Coal.

CINCINNATI, OHIO, November 25.—(*Special Correspondence.*)—The market this week is more attractive to operators and salesmen than it has been in some months, especially in the splint operations. The car situation has eased up, especially since the lake movement has slowed down, releasing many cars that had been held at the lakes for unloading. Most of the Cincinnati operators have stopped shipping, but one or two have continued loading for the lakeside aiming to reach the waiting vessel for the last cargo up, November 30. A number of operations are out of the market for November, but are taking orders for December shipment, the prevailing price for the better West Virginia grades for shipment in that month being \$1.85 for block and proportionate prices for the other grades. Nut and slack and run of mine are very strong and approaching premium. In fact, demand for every grade is keeping up in good shape and all lines of dealers are reporting good business.

Prices are better and holding firm for the better grades of coal and, in fact, they are better for the lower grades, nearly all being in demand as stated above. Such grades as the better West Virginia Cinderella and Miller's Creek and other best grades running for four and three and one-half inch block, \$1.90, \$2 and \$2.25. Egg is in good demand now at \$1.75. Nut holds firm at \$1.40 and slack, when at all available, runs from eighty to ninety cents. In the Kentucky fields the general run of good coal is held firmly to \$1.75 and \$1.80, for four-inch block. Washed egg commands \$1.60 and nut and slack is strong and almost unobtainable, being mostly "cinched" earlier on contract. A week ago these quotations were given out, but with the statement that if an offer of from five to ten cents below were made for three to five car lots, it would be accepted, was also made privately. The situation is almost reversed now and the offer of three to five car lots is liable to be made at five to ten cents advance on the prices above quoted.

While it was reported in the last correspondence from this center that domestic lump in Pocahontas was developing a slight softness it can be stated now that that situation has been cured by the weather and domestic lump is as strong as is egg. Run of mine is still quite strong and companies are not saying now that they could take on a little more business. It is believed in all quarters that as the winter develops the situation will grow stronger until it will develop one of the worst fuel shortages the country has ever seen. Coal operators said this week that pleasant weather would be really acceptable just now to allow coal men to stock up and give the railroads a chance to get their loads to the storage yards.

The labor situation is fair but not improving. It is developing more and more toward embarrassment to the mines. The holiday this week is not expected to curtail production, for the miners and operators will scarcely take the day, the one being uneasy at the situation developing as to scarcity of cars and fuel in the country and the miners, not having been able to work continuously, are not "flush" and desire to continue to work. The consumption of the fuel will increase on that day also and unless all signs fail the full carrying capacity of the railroads will be invoked on that day as well as on others.

Cincinnati Trade News.

O. C. Ingersoll, of the Lorain Coal & Dock Company, of Columbus, Ohio, was a visitor in the city Tuesday.

General Sam Patterson, of Vivian and Cinderella, W. Va., was a guest the early part of the week of F. B. Raines, manager of Castner, Curran & Bullitt, in Cincinnati.

John J. Laing, president of the Wyatt Coal Company, and allied companies in West Virginia fields, was at the offices of the company here several days going home to Charleston Tuesday.

The death of J. L. Pierson, the well-known coal and lumber man of this city, was announced Tuesday and saddened coal men of the city. While Mr. Pierson's specialty was really real estate and building, he was well known as a retailer of coal also.

By reason of the taking over of the mines of the Hazard Coal Company, through purchase of the bonds of the company, the headquarters of

that company have been removed from Louisville to Cincinnati and have been merged with the Reliance Coal & Coke Company of this city. Mr. William Polk, secretary and general manager of the company, has been installed in the offices of the Reliance company where he will manage the sales of the specialty of the Hazard company, "Blue Jacket" coal. The new addition to the Reliance company will add some 500 to 600 tons to the daily capacity of the company.

Denver Trade.

DENVER, November 25.—(*Special Correspondence.*)—This section was visited by a touch of real winter weather for a few days last week and for a while it looked like the coal dealer would surely have his inning. Some snow fell and temperatures fell to below freezing, but the storm ceased almost as suddenly as it came, and for several days Colorado, Wyoming and New Mexico have had weather almost as warm as June. As a result the market buoyancy of the storm period has all been dissipated.

So far as production goes, however, the recent weather changes have had little effect one way or the other. There is a good demand for all grades of coal, especially lignite. Country dealers, while not placing orders to any liberal extent, are going on the theory that cold weather is already overdue, and they do not intend to be caught short-handed. It is said that the lignite production for last week reached almost 90 per cent of normal capacity.

In the Trinidad district every mine is working steadily and the output for the present week will compare very favorably with corresponding periods in previous years. The steel mills at Pueblo are now employing 5,000 men and their output is larger than for many years. All departments have been working full capacity, and during the past week 90 per cent of them have been on double time. This indicates a very healthy condition for this section during the winter months.

Walsenburg, Canon City and Routt county output has suffered no decrease in tonnage as compared with last week. There is a much better demand for Routt grades now than for several weeks.

There is no change in slack prices and the demand for all grades is good. The recent cold snap cleared the very small surplus of bituminous.

The anthracite mines are running full time with the output booked ahead for some time to come.

The following prices for lignite, f. o. b. mines, are ruling: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Duluth Trade.

DULUTH, MINN., November 25.—(*Special Correspondence.*)—The much-mooted and long talked of new coal dock for the Northwestern Fuel Company on the Duluth side of the bay is likely to materialize before very long. It is understood that matters preparatory to building are pretty well cleaned up and that figures for construction work are likely to be called on very soon. For the past two years the company's attorney has been engaged in clearing titles to land on Rice's Point, south of Pittsburgh No. 7 coal dock, that being the site decided on for the next coal dock of the company, and that this work is virtually finished.

In view of the fact that, to give itself adequate facilities on the Duluth side of the bay, Northwestern has had to hold under lease for a number of years Pittsburgh No. 6 dock, and desires to have its own equipment as far as possible, it is expected that the proposed new dock will be put off no longer than necessary.

At present the equipment of the Northwestern company is its dock at the foot of Fourth Avenue West, which is one of the best located docks in the city for general local distribution; and added to this is the dock on Rice's Point leased from the Pittsburgh Coal Company. On the Superior side of the bay the company has three fine docks, and has felt to be at rather a disadvantage on this side. Should the new docks be built it will be used for delivering incarload lots to the range roads, and for business distribution in

the western end of the city. It is likely that the new dock will be moderate as to size, for the head of the lakes is rather over-equipped in the way of coal docks as it stands.

The recent succession of storms has held up a large coal fleet at various points between here and Lake Erie, and the boats are just beginning to arrive. Tuesday was the first day that any boats have arrived with coal in several days, and at that time eleven boats arrived practically in a bunch, bringing approximately 100,000 tons of coal, the largest amount to arrive in one day this season. Still others are expected daily, for boats have been held at various points all down the line.

Mr. and Mrs. Oliver C. Wyman of 2500 Park avenue, announce the engagement of their daughter, Katherine Ristine, to James Albert Vaughan of Minneapolis. Mr. Vaughan is vice-president of the Clarkson Coal & Dock Company.

Indianapolis Trade.

INDIANAPOLIS, IND., November 24.—(*Special Correspondence.*)—The demand for steam coal is improving right along in Indiana. Dealers and operators here say they note a better demand for steam grades. The improvement that has been anticipated so long seems to have set in. The prices have not been advanced but the trade is feeling more optimistic than it has for a long time.

It appears from reports coming from many Indiana cities that industrial concerns are experiencing a revival of orders and that the outlook for business for the next year is quite satisfactory. One of the encouraging features here is that mercantile business is better than it has been for a long time and collections are satisfactory. Some of the Hoosier cities have not hit their stride yet, but the reports from all quarters show that conditions are improving. The railroads are doing a better business than they have for several months. In Indianapolis the bank clearings are increasing. Postal receipts are going up steadily. The movement of grain to and from Indianapolis exceeds the mark established for the same time a year ago. These facts are set down here merely as straws indicating a general tendency which undoubtedly will be of great value to the coal trade. There is an increasing number of inquiries for steam coal and many industrial concerns are taking more coal than they contracted for a year ago. Mine run is selling from \$1 to \$1.20 a ton at the mines.

A car shortage is imminent and it would not be surprising if mine run should be considerably higher before the end of the winter. The consumers who failed to make contracts are liable to suffer on that account as there is very little coal on the market now that is not sold before it leaves mines.

The supply of domestic is not very large. Retailers report a nice trade in all domestic grades. There has been practically no change in domestic prices here within the last month. The following prices are being quoted by the wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run, Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1½-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.70@.75	1.20@1.25
Nos. 5 and 6 screenings.....	.55@.65	1.05@1.15
2½-inch domestic No. 4.....	1.50@1.55	2.00@2.05
No. 4 domestic.....	1.60@1.65	2.10@2.15
Nos. 5 and 6 domestic.....	1.40@1.60	1.90@2.10
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Southern Indiana Field—		
Mine run.....	1.05@1.10	.....
Domestic lump.....	1.40@1.50	.....

John W. Coneys, superintendent of the Pennsylvania lines here, says that the train service on their roads is twenty-five per cent larger than it was a few months ago. He says there is a shortage of coal cars. He declares that there is a notable increase in the movement of coal, steel and logs. The Pennsylvania company has just arranged to build a new \$300,000 freight house here.

R. K. Brown of the Coal Hill Coal Company Omaha, and chairman of the Omaha Good Roads Delegation, led his crowd of highway boosters to New Orleans last week, where they attended a national gathering of good roads enthusiasts and exerted their influence toward having the proposed Jefferson Highway pass through his city.

St. Louis Trade.

ST. LOUIS, November 25.—(*Special Correspondence.*)—Owing to the continued mild weather, a number of grades of coal are suffering somewhat, but prices on the whole remain about the same. Domestic coals are, however, undeniably weaker, and prices are being shaded in order to keep coal moving. The situation has not as yet gotten to a general breaking in price, and will take only a few days of brisk weather to see all grades of coal firmly back at the list.

The Standard District has suffered badly during the last week. They were cut down to about half time. Lump and egg have been shaded somewhat. Screenings and \$2 nut on the other hand has been advancing. This is entirely natural at this time of the year, and is to be expected. From past experience, one would feel warranted in assuming that a general advance of about five cents a ton per week on screenings from now until the first of February will be what we should expect. The current prices on Standard coals are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal—		
6-inch lump.....	\$1.30	\$1.87½
6x3-inch egg.....	1.25	1.82½
2-inch lump.....	1.05	1.62½
Steam egg.....	.90	1.47½
No. 1 nut.....	1.15	1.72½
No. 2 nut.....	.80	1.37½
Mine run.....	.85	1.42½
Screenings.....	.40	.97½

The steam coal from the mines in the northern district, around Springfield and Staunton, are finding a steady demand. Domestic grades have suffered considerably, and in some instances the six-inch lump from this district has been quoted at an even less price than Standard, in the St. Louis market. A rather peculiar situation, as they generally bring a differential of twenty-five cents a ton more than Standard coal.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.....	\$1.50	\$2.07½
2-inch lump.....	1.25	1.82½
Screenings.....	.40	.97½

Williamson county mines seem to be running better than almost any other district in the state, due partly to the fact that these operators are in a good many instances making concessions to keep the coal moving. Also to the fact that a large amount of this coal is under contract.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.....	\$1.40@1.75	\$2.02½@2.47½
8x2-inch nut.....	1.20@1.75	1.92½@2.47½
Screenings.....	.50	1.22½

Franklin county operators report business fair. The prices in Franklin county are being maintained better than in any other part of the state on domestic sizes. Steam sizes are much stiffer, as they have started putting it on the ground to avoid throwing it on the market at a ruinous price.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.....	\$1.75	\$2.47½
No. 2 stove.....	1.50	2.22½
Screenings.....	.60	1.32½

The demand for anthracite continues to hold up in spite of the mild weather. Chestnut is moving freely in the country, though in the city the business is a little dull.

	F. O. B. St. Louis.
Anthracite—	
Chestnut.....	\$7.55
Stove or egg.....	7.30
Grate.....	7.05

Smokeless coal and coke are dull at the present time.

	F. O. B. Mine.	F. O. B. St. Louis.
Lump or egg.....	\$2.25	\$4.75
Gas House Coke—		
Gas house coke.....		\$4.25
By-product coke (all sizes).....		4.50

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

Louisville Trade.

LOUISVILLE, KY., November 25.—(*Special Correspondence.*)—The only noticeable change of market conditions during the past week has been due to colder weather over this territory, and this change, to the extent of slightly strengthening the market for domestic coal, has not been of a pronounced nature. It looks as if the market will be a weather proposition from now on as to all grades of domestic coal, with not very much likelihood that prices will at any time during the winter rise to abnormally higher levels, but with fairly good assurance that a market will be afforded for a large tonnage of coal at better than the cost production.

In regard to steam sizes the outlook is considerably more encouraging, though the demand for

same is not quite so keen as was the case a month or six weeks ago. In regard to fine screenings, however, the approach of winter and the outlook for a suspension of mining next spring are undoubtedly having some effect on the largest buyers, who are in the market trying to tie up coal for delivery over several months time, asking quotations on a small amount of coal from each one of numerous producers and shippers with a view thereby to protecting their requirements until the end of the winter. There is every likelihood, however, that before long the buyer who is relying on open-market purchasing will be in a more or less unfortunate position as compared with industries who are protected under contract as the open-market basis for screenings has been already above the contract basis by five or ten cents per ton and apparently will widen the gap week by week. The demand for four-inch, six-inch and straight run-of-mine coal, however, is by no means as strong as it was some time ago.

Retail conditions in Louisville are somewhat healthier since the twenty-five-cent price advance which went into effect about a week ago and dealers are more optimistic and more inclined to carry a full supply of fuel. Buying in the country points, however, has somewhat decreased in volume as the long period of dry fall weather was availed of by farmers to lay in their winter stocks.

Car supply on all railroads in the Kentucky fields, both eastern and western, has considerably relaxed, although the Southern Railway is an exception to this and is serving the mines in the Middlesborough district with not exceeding four days' car supply each week. Furthermore, the Southern Railway some days ago placed an embargo on shipments of commercial coal by any of its contract mines until its fuel contract requirements had been discharged. This condition together with a considerable shortage of labor which is reported at the mines in this district is causing the operators considerable anxiety.

In general it may be stated that labor is less plentiful but that car supply is more plentiful than at any previous time during the past several months, but with a few weeks of severe weather in December or early January the movement of cars would be considerably hampered and a shortage would speedily develop.

Prices quoted on standard eastern Kentucky-Tennessee domestic coals are about as follows:

6-inch mine run.....	.90@1.00
4-inch steam.....	.80@.90
Block.....	\$1.75@2.10
Egg.....	1.20@1.50
Steam mine run.....	1.00@1.10
High grade nut and slack.....	.65@.75
Low grade nut and slack.....	.40@.50

Omaha Trade.

OMAHA, NEB., November 25.—(*Special Correspondence.*)—While the rank and file of Nebraska citizenship is offering thanks for the prevailing lovely weather, local coal men are groaning their disgust over conditions which have kept the domestic business very quiet. Several times during the past week, the hopes of the trade were raised only to fall when a threatened "cold wave" disappeared. Thus while the trade is beseeching the atmosphere custodian for "some real weather," stocks in the hands of local dealers remain good. Jobbers, however, report a surplus of steam coal and an active demand for domestic grades.

Petroleum coke is still holding a prominent place in the Omaha fuel market and the Haven Coal Company comes forward with the prophecy that unless anthracite is maintained at a high standard, it will be replaced by coke. Nevertheless, retail dealers here expect to order freely of anthracite before the advance in price becomes effective December 15.

The following prices are quoted by local jobbers, f. o. b. mines:

Franklin County—	
Better grades lump, egg and nut.....	\$1.75
Some grades, egg and nut offered at.....	1.50
Montgomery County—	
Lump.....	1.35
Egg.....	1.35
Washed nut.....	1.50
Kansas—	
Cherokee nut.....	1.85@2.00
Cherokee slack.....	1.25

The market is very long on slack and a good deal of coal is held on demurrage.

Iowa—	
Walnut block chunks.....	2.00
Iowa nut.....	1.35@1.50
Iowa screenings.....	.40@.75
Iowa mine run.....	1.35

A little anthracite, in nut and egg sizes, is offered at from ten cents to twenty-five cents a ton off circular.

Detroit Trade.

DETROIT, MICH., November 25.—(*Special Correspondence.*)—With low temperature, accompanied by cold wind and snow flurries serving as a visible indication of the presence of winter, domestic coal users are beginning to come to the front with greater promptness and retail yards have experienced a considerable acceleration of business during the week. So far the shippers and jobbers have not benefited in any large degree, although there is said to be a slight expansion of their business, which provides basis for expectation of larger activity in the near future.

Moderate improvement also appears to be developing in the steam coal business, this being offset, however, by such drawbacks as car shortage and railroad embargoes. The change for the better in the steam coal trade is described as being not so much in the nature of an increase in sales as in the appearance of a more receptive attitude on the part of consumers. Orders, though small, are given with greater regularity and seem to reflect a more steady consumption of coal.

Interest continues most active in the small sizes, which are less plentiful than the larger coal. Some of the shippers are finding it difficult to get enough of the small sizes for their customers. Besides the condition of car-shortage reported from various mining districts, particularly along the lines of the C. & O. and the B. & O. railroads, the transportation situation has been complicated locally by the operation of the embargo, which was raised last week by the Grand Trunk railroad against freight shipments consigned to Detroit. The embargo was against shipments transferred from connecting lines, covering also shipments originating on the Grand Trunk lines after November 16. While the time tentatively set for removal of the embargo is this week, there is a suspicion among some of the coal men that the restriction is merely the first of a series of such embargoes that may be placed in effect at any time.

By its operation, not only were shipments of anthracite over the Grand Trunk from Buffalo suspended, but the movement of bituminous coal over the Shore Line route from Toledo also was cut off. While the same routes are covered by other roads, the shortened service occasioned much inconvenience. Renewed demands for anthracite are coming to retail dealers owing to the wintry weather conditions. Their stocks appear to be lasting longer than was expected and the shippers are not yet doing any considerable amount of business.

With the close of the lake navigation season, probably not more than three weeks distant, coal shippers are finding it very difficult to get boats, the delays to which carriers have been subjected because of stormy weather, causing managers to exert every effort to seek dispatch for down-bound cargoes by avoiding loading for the up-bound trip.

Prices in the local market on the mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$1.00	\$2.40
Mine run.....	.90	2.30
Slack.....	.60@.75	2.00@2.15
West Virginia Splint—		
Four-inch lump.....	1.45@1.75	2.85@3.15
Two-inch lump.....	1.20@1.40	2.60@2.80
Three-quarter.....	1.10	2.50
Mine run.....	.90	2.30
Nut, pea and slack.....	.55@.65	1.95@2.05
Smokeless—		
Lump and egg.....	2.25	3.85
Nut.....	1.75	3.35
Slack.....	Open	Open
Mine run.....	1.40	3.00
Kentucky Splint—		
Lump.....	1.75@2.00	3.15@3.40
Egg.....	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.65	2.05
Fairmount—		
Three-quarter steam lump.....	.85@.95	2.25@2.35
Mine run.....	.70@.80	2.10@2.20
Slack.....	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.75	2.90
Shaker egg and nut.....	1.15	2.30
Domestic lump.....	1.50	2.65
Three-quarter lump.....	1.35	2.40
Mine run.....	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump.....	1.05	2.20
Mine run.....	.95	2.10
Slack.....	Open	Open
Jackson Hill—		
Domestic lump.....	2.50	3.65
Cambridge—		
Three-quarter lump.....	1.20	2.35
Mine run.....	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg.....	1.35	2.50
Slack.....	Open	Open
Slack.....	.95@1.00	1.65@2.00

New York Trade.

Very Brisk Anthracite Trade—Soft Coal Is in Short Supply and Prices Soar.

Office of THE BLACK DIAMOND,
New York, November 25.

There is more activity in the anthracite trade this week than has been the case heretofore. The market has been stimulated for several reasons. One of these is the cold weather that is being felt in most of the territory that consumes anthracite. This has started domestic buying on a large scale, and many of the retail dealers find that their supplies are not as large as they would like. Hence, there are hurry calls for wholesale shipments.

Congestion of freight of all descriptions at New York, is causing considerable delay in the transshipment of coal from the Jersey ports to Long Island and New England. Also some delay is being experienced by tidewater receivers, as coal is not moving as promptly from mine to tide as is customary. Some of the side tracks of the railroads terminating at New York tidewater are glutted for miles with carloads of war material for export, this congestion due largely to the inability of shippers to secure vessels. This has brought about the use of a great many barges and scows around New York for loading these wares on until ships become available. This has brought about a shortage of harbor boats, so that those dealers who have been dependent largely upon outside boats to move their anthracite, are now experiencing great difficulty in getting coal moved promptly and also at a reasonable price. This situation does not offer much improvement for the present.

In New York city there is a great demand for red ash coals, and the companies that mine this coal are having the business offered them that they can take care of. Also, the demand for stove is beyond the present supply, while many of the shippers of chestnut are over-sold on this size. Egg is the only one of the domestic sizes that is long.

The all-rail trade is good in all directions with shipments considerably restricted because of the inability of shippers to secure a sufficient number of cars. Many shipments to the west are held up because box cars are not available. While premiums on stove and chestnut are not yet announced by any of the individuals, it is predicted a serious snow-storm or freeze up on some of the lines or roads, would bring about such a shortage that buyers would willingly pay ten or fifteen cents for prompt shipment of these sizes.

The demand for the steam sizes is excellent. This applies particularly to the high grade coals, which are practically out of the market at the upper New York harbor ports. Prices are very firm on all of these coals for good grades.

There is a good demand for pea coal, and good grades sell at the full circular. Some inferior coal was offered at the lower ports on Tuesday at \$3.25 per ton which is the bottom price.

On Tuesday the Interstate Commerce Commission announced that the application of the recent changes in anthracite freight rates to tidewater would not be made until January 1st, 1916. The first ruling of the commission was that these rates would go into effect on December 1st.

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.30 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation.

The bituminous market continues very active, with production largely curtailed because of insufficient labor and inadequate car supply. The car question appears to be growing more

serious each week. Last week it was bad throughout the entire week, some operations during the last two or three days of the week not being able to work at all, because there were not enough cars furnished them to warrant their starting up the mines.

This situation has brought about a serious shortage of bituminous coal with a great many consumers, and it is frequently the case that a shipper with some free coal is able to place it promptly and at very satisfactory prices. This week some sales of Pennsylvania coals have been made up to \$1.75 per ton, with frequent sales of \$1.65 per ton at the mines, and \$1.50 seems to be about the average price for any kind of good coal. Inferior coals are selling readily at \$1.40, the Latrobe selling for eastern shipment at \$1.35. Nearly anything in the way of coal along the Western Maryland commands \$1.35, these prices showing an advance of forty to fifty cents a ton over normal prices. Most of the shippers of the good grades of Pennsylvania coals are entirely out of the market, and they are experiencing great difficulty in mining a sufficient tonnage of these coals to take care of contract requirements. On the other hand, they find that a lot of their contractors, would willingly take just at this time, from fifty to one hundred percent more than the regular monthly quotas, were the mining company willing to furnish it.

There are some of the trade who do not believe that the coal operators appreciate just how short certain consumers are, and how large their requirements are going to be during the next two or three months.

As pointed out in this column last week, shippers of coals to New England tidewater ports are experiencing great difficulty in getting vessels, especially from Baltimore and Philadelphia. It is said that \$1.25 per ton from Philadelphia to Boston and common points would be willingly paid, and a schooner was offering this week at \$1.40 from Hampton Roads to Boston.

At the New York harbor ports there is very little free coal to be obtained, and prices are very firm at about the range named above. Slack coal has sold in the Fairmont region as high as \$1.25, and in the Reynoldsville region \$1.35 has been named.

The Vessel Situation.

Coastwise rates are advancing, though it is difficult to obtain tonnage at any price. From Philadelphia to Boston and common New England points the quotation is \$1.15 to \$1.25, but practically no boats are to be obtained at these prices. From Hampton Roads \$1.25 to \$1.40 is about the range. Off-shore rates continue to advance, but very few fixtures have been made, as present rates to the Mediterranean are prohibitive.

We quote current rates for freight as follows:

From Hampton Roads to Boston, \$1.20 to \$1.40 is about the range; to Portland and points east of Boston, from \$1.15 to \$1.35. To sound points, \$1.00 to \$1.25. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to sound points as follows: Bridgeport, thirty-five cents; New Haven, forty-five cents; Providence, fifty cents; New Bedford, fifty-five cents. To Boston, around cape, sixty to seventy cents; through canal, seventy-five to eighty cents. Harbor rates twenty to twenty-five cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$3.05	\$1.50
Ordinary	2.90	1.40
Medium grades.....	2.80	1.30
Cambria County—		
Best Miller vein.....	3.20	1.65
Medium grades.....	2.95	1.45
Cheaper grades.....	2.85	1.35
Clearfield County—		
Best grade.....	3.05	1.45
Ordinary grades.....	2.80	1.35
Indiana County—		
Best grade.....	3.00	1.45
Medium grade.....	2.80	1.35
Maryland—		
Georges Creek big vein.....	3.25	1.75
West Virginia—		
Ordinary grades.....	2.85	1.35
Best gas, ¾-inch lump.....	2.90	1.35
Best grade, run of mine.....	2.80	1.00
Gas slack.....		1.00@1.25

New York Trade Briefs.

The Boston & Maine Railroad is said to have an inquiry in the market for bituminous coal to be delivered at the rate of twenty

cars a day from the present, up to May 1st, 1916.

L. S. Evans, president of the Eastern Coal & Export Corporation, of Richmond, Va., was in New York on Monday.

Emil Kahn, president of the Haddock Coal Sales Company, No. 17 Battery place, has returned from a visit to Chicago.

A. G. Bailey of the Fuel Testing Company of Boston, was calling on members of the New York coal trade on Tuesday.

Last week at Charleston, W. Va., the Elkhorn Coal Corporation was incorporated. It has taken over the holdings of the Elkhorn Fuel Company and the Elkhorn Mining Company, with operations in eastern Kentucky. The capital stock is \$28,600,000. The incorporators are Alfred Dryer, New York; Nicholas F. Lenssen, Englewood, N. J.; Edward G. Kerr, New York; Louis F. Schwartz, Jr., New Rochelle, N. Y., and Frank C. Titus, New York. The state of West Virginia received a fee of \$4,806, the largest paid in twelve years.

An item appeared in the *New York Sun* on Tuesday to the effect that iron founders in New England and on the Atlantic seaboard are finding much difficulty in securing coke on contracts, and have been obliged to pay as high as \$3.25 to \$3.50 per ton at the ovens for foundry coke. Reports come from nine or ten different founders within the last few days that they are urgently in need of fuel. Blast furnace interests are also finding much difficulty in obtaining an ample supply of forty-eight hour coke and have paid as high as \$3 a ton at the ovens in the last few days. Shippers are glad to obtain open cars if the railroads will make deliveries on contract. In normal times box cars are insisted upon by some of them.

From some time past, there have been rumors in the trade that the New York Steam Company, one of the very largest users of the anthracite steam sizes of coal in New York for making steam, which it distributes throughout certain sections of New York City, would change from anthracite to bituminous coal. This lent interest to the statement made last week that this company will erect a service station on Burling Slip on a lot purchased about ten days ago. The property comprises Nos. 174 to 180 Water street, No. 2 to No. 10 Burling Slip and No. 232-234 Pearl street, the block front on the south side of Burling Slip between Pearl and Water street. The property fronts 174 feet on Burling Slip, ninety-seven feet on Water street and forty feet on Pearl street.

Once more the high prices of oil are causing concern with those companies like gas companies that use large quantities of this fluid. As was stated in THE BLACK DIAMOND last week, a certain ship-owner is now paying about \$60 per day additional for oil for fuel for his ships, over former prices. Last week some interesting testimony was given before the Thompson Legislative Committee, in which the Kings County Lighting Company figured. This company supplies gas to the Thirtieth ward in South Brooklyn, and there is a contention before the Public Service Commission as to whether the company should charge ninety-five cents or eighty-five cents for gas. Commissioner Williams has written an opinion that the company should be permitted to charge ninety-five cents. Commissioner Hayward upheld Commissioner Williams on virtually all of his figures except the cost of manufacturing gas. He said that the Kings County Company had made a contract for oil which he did not consider bona fide for several reasons. He explained that whereas the company had been paying 4.18 cents a gallon for oil, it suddenly made a contract by which it was to pay 4.575 cents. This made a difference of six cents a thousand feet of gas.

New Pennsylvania charters have been granted The Ideal Coal Company. Capital stock, \$5,000. Treasurer: A. W. Evans, Ebensburg, Pa. Incorporators: Charles C. Evans, Leonard S. Jones, Ebensburg, Pa. The Langloth Coal Company. Capital stock, \$5,000. Incorporators: James I. Brownson, Washington, Pa.; Alvan E. Donnan, Washington, Pa. The Burtner Coal Company. Capital stock, \$25,000. Treasurer: A. F. McCall, Punxsutawney, Pa. Incorporators: C. P. Burtner, Philadelphia; H. G. Bowers, W. A. Bowers, I. R. Bowers, all of Punxsutawney, Pa.

Philadelphia Trade.

A Turn of the Weather and an Increased Shortage of Cars Gives the Coal Market a Run-away Trend.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
Philadelphia, November 24.

Three things happened this week: It snowed; the car shortage tightened, and the bituminous market went crazy in spots. Some folk are talking two-dollar coal and some cannot see where any such flip-flop is justified. The whole situation is up in the air, and, speaking soft-coalwise, the operators are in the saddle. For this very reason all eyes are on central Pennsylvania and watching what is happening on the Western Maryland and Baltimore & Ohio railway lines.

At the tail end of last week there was a general onslaught made by western Massachusetts and Connecticut buyers in the central Pennsylvania fields. The tide water sections of these states were first to wake up to the situation and while cheap coal was obtainable at Hampton Roads, boats were sky-high on charter prices. The scramble that followed was soon felt on the trade that is served all rail from the Pennsylvania fields. Operators, who have cars to move coal and those who have free production over contract, have been holding a regular auction sale method of disposal of their coal. Prices on the day's output are made on the highest bid. Sales have been made from \$1.35 to \$1.50 in the Clearfield territory. For Quemahonings the price was a dime higher.

Western Maryland coal has been holding the center of attraction since prices started aviating. The next high-water mark was reached this week when quite a neat tonnage was sold at \$1.45 for New England delivery. A car shortage—a rare occurrence on this line—was given as the underlying cause of the further up-turn in price. Somerset county coals are hardest hit of all in the car famine that has now reached an acute stage. The supply on the Baltimore & Ohio road is tighter than has been known in years and prices have advanced slowly but surely.

The question of price is all absorbing locally. As has been pointed out in these columns, the low grade coals have had the limelight and have shown the greatest advances. However, within the past ten days there has been a steady up-turn in the better coals and there has been a gradual increase of a dime to a quarter on the ton. Some of the steel mills are storing coal right now, and if they enter the market for any great amount of stocking it is thought that there will be as great a response in the high-grade lines as the lower brethren have shown.

Business at the piers has been dropping perceptibly. The tonnage going into export has been severely cut down from this port in the past couple of weeks. Even coast-wise trade in bituminous has shown a decrease. The practice of "shipping to tide," which is overdone when there is plenty of free coal, has gone to the opposite tangent. Those who want to speculate are turning their attention to the all-rail route to New England points of consumption.

Anthracite Situation

A little flurry of snow and brisk weather that smacks of winter has worked wonders in the hard coal trade. The call from the local retail yards is now for the whole range of sizes with pea coal showing the greatest volume in the movement. Steam sizes, which have been strong, have even shown an increased demand. In fact, some of the independents who have had surplus coal of this kind have had to shut down on some of the increases in delivery which have been asked.

From the regions comes the information that the car shortage has touched that section. A mid-week dispatch from Shamokin stated that numerous collieries in that section suspended operations temporarily because of a scarcity of cars. The same holds good for the upper regions, according to the local representatives. As a reason for closing down also, Thanksgiving day and pay day the end of the week will mean a cut down in production for the next five days. This will cut quite a figure in the year's production, which is now running about three million tons shy of the output of 1915.

Retailers are still holding to the prices that have prevailed since the beginning of the month. There is an intimation that quite a change can be looked forward to with the coming of the new year. Both companies and independents who have cut prices to move certain of the sizes say that the stocks have been cut down and production curtailed to a degree that full circular will

have to be met. This means that the price-cutters here will have to readjust their prices or face a loss.

Philadelphia News Notes.

William Coale of Coale & Co., of Cumberland, Md., made a pre-holiday visit to the local offices of his company here.

Harry K. Courtright, head of the Cortright Coal Company, who has been suffering from a severe cold, spent the holiday with his family at Atlantic City.

Dr. T. R. Williams and E. E. Hewitt of the Dilltown Coal Company spent a couple of days this week visiting the local trade.

C. W. Stall, whose headquarters is in Lewistown and who is interested in various operations in the central Pennsylvania district, was in the city on Tuesday.

A. A. Zane made a trip to the Arrow mines this week to speed up production and look over the car situation. Good. Smith was also away on a short trip to New York.

William Mason of the Mason-Hefflin Coal Co. was wearing a smile a mile wide early in the week and accepting the congratulations of his fellow retailers. It was a boy.

Harry K. Stauffer, connected with B. Nicoll & Co., who has been ill and underwent an operation in a hospital at Elmira, N. Y., is able to be about again. He was in the New York offices of the company on Tuesday and left for his home upstate to spend the holiday.

Friends of Charles E. Sayre, head of the Sayre Coal Company, with offices at South Bethlehem, were shocked Wednesday morning to hear that he died suddenly in his office in that city on Tuesday. Mr. Sayre was a nephew of the late Robert H. Sayre, who, with Asa Packer, was one of the big figures in the construction and up-building of the Lehigh Valley railroad. In his younger days Mr. Sayre was connected with this road as its general eastern freight agent and in other capacities. He was fifty-six years of age and is survived by a widow.

Papers for the incorporation of the firm of Howard D. Pfeiffer & Co. were forwarded to Trenton, N. J., this week, though the organization of the company was effected a couple of weeks ago and business has been done under the new firm style. The new corporation will act as the selling agents for Chaffee Coal, a Western Maryland railway operation. The offices of the Chaffee Coal Company, on the sixteenth floor of the Real Estate Title building, have been retained. Mr. Pfeiffer has represented this company in the local market for some time.

Complete plans were made to present a plan for the continuance of the local coal association, heretofore known as the Philadelphia Breaker of the Ko-Koals at a dinner held Tuesday evening at the Manufacturers' Club. The annual meeting of the Ko-Koals will be held on December 16, when the plan will be placed before the members and the obsequies of the breaker will be said. of the Ko-Koals. Social and educational work The name of the new organization will be called the Coal Club of Philadelphia and a new constitution will be written to take the place of the ritual of the Ka-Koals. Social and educational work that has been the object of the Ko-Koals will be carried out by the new organization. No restrictions will be placed on any member who wants to become affiliated with the National Coal Association, but it is intended that the local club have no outside supervision. Various talks were made and ideas outlined by those who attended the meeting along this line. Every effort will be made to have a full and complete attendance at the annual meeting. Those who were present at the meeting were Thomas Ayers, Frank Mathers, Samuel Crowell, W. Barnard, W. H. Kneass, Norristown; W. L. Scott, Robert Magee, Robert Chalfant, Charles Heiland, Charles Fernberg, W. E. Grace, George Quigley, L. M. Haldt, Walter C. Hancock, Charles Scull, Walter Eastlake, Merchantsville, N. J.; Samuel C. Nobelette, I. C. Freise, J. W. Watson, W. J. Steen, D. F. Hill and Henry Pearson.

George P. Cronk, treasurer and general manager of the Pennsy Coal Company, died at his home at Franklin, Pa., on November 21, after an illness of several weeks with typhoid fever. He was 53 years old and leaves a wife, to whom he was married only a short time ago. He was a prominent member of the Order of Elks and was formerly its grand exalted ruler, being chosen to that office at Salt Lake City in 1902. He presided over the 1903 convention, held at Baltimore. He had a wide acquaintance in both fraternal and business circles, among whom he will be greatly missed.

Buffalo Trade.

BUFFALO, N. Y., November 25.—(*Special Correspondence*)—Lake shipments of anthracite were on a rather small scale for the past week, amounting to 101,850 tons, although this is a larger total than for the preceding week. The cargoes cleared as follows: Duluth-Superior, 42,500 tons; Chicago, 37,350; Milwaukee, 9,300; Green Bay, 7,700; Racine, 1,500. Lake freights are very stiff to all but two or three of the leading ports, as most all the vessels now clearing are in a hurry to get down cargoes of grain or ore and will not bother to take up a cargo of coal. It is probable that the season will last for several weeks yet, but the total coal shipments will not come up to those of last year, as they were 380,000 tons behind to November 1st. The present month shows no sign of any unusual activity to lessen this discrepancy.

Dealers are calling for a fair amount of anthracite, but the companies are not hard pressed to meet all the calls upon them, and do not expect to be until some old-fashioned cold weather arrives. A gradual increase in business is being shown right along and it is accompanied by a scarcity of cars, which threatens to get worse before it is better. A large share of the present coal demand is in chestnut, which is not at all plentiful.

The bituminous demand does not show any particular gain as compared with two or three weeks ago. A slightly easier tone in the market is also reported, but this is a common trend just at the close of the lake season. That period is now being discontinued to some extent and prices are not quite as strong as they have been. The best demand for coal is reported to be from the seaboard, and shippers who have the advantage of that market are getting a good many orders. Those who depend upon the Canadian market for much of their business find trade disappointing. A fair share of the Canadian plants are now busy with war orders, and these are kept well supplied with coal, but ordinary industrial lines are backward. The big war orders Canada is receiving and the abundant grain crops run into very heavy figures, so a turn for the better in coal demand is expected this winter.

The coke market holds up strong, with 72-hour Connellsville foundry selling around \$4.85 or higher. Producers are confident that prices are soon to be still higher and the ovens appear to have all the orders they can handle for the present.

Buffalo Trade Briefs.

The vessel movements through the Welland Canal, which includes some cargoes from Lake Ontario, have been unusually light of late, especially as compared with the heavy traffic earlier in the season.

In spite of the lateness of the season they are still shipping coal from Oswego, and preparations are being made to load a number of cargoes there this week. The season has been about an average one this year.

Charles B. Kinne, who has long been connected with the local coal trade, and who was formerly president of the Northeastern Coal Company, with office here, has left the coal trade to go into the manufacturing business.

Capt. William P. Henry, who for years was manager of the Lehigh Transportation Company, a lake line, died here on November 22, aged 78 years. He was an ocean captain for many years and later was one of the best known men on the lakes.

J. W. Whiteley, of the firm of Whitney & Kemmerer, was here last week from New York. The office reports that coal is now coming to this market from the Superior mine, which has been shut down for some time owing to a fire.

The will of Mrs. Josephine L. Goodyear, widow of the late Frank H. Goodyear, head of the Buffalo & Susquehanna Coal & Coke Co., and large lumber interests, leaves the family home on Delaware avenue and a cottage on Jekyll island to her son, Frank H. To several local charities \$40,000 is left.

It is expected that the New York State Steel Company plant here will soon be put into operation, following the announcement of its sale to the Cambria Steel Company. A number of changes will have to be made in equipment before work is begun. The plant has been idle most of the time since it was built, eight or ten years ago.

Baltimore Trade.

BALTIMORE, November 25.—(Special Correspondence.)—Tighter and tighter grows the fuel trade in all its aspects. Lack of care is playing more and more of a part in every way. Under the restrictions of poor movement of fuel the stocks of anthracite here are being touched upon long ahead of the usual time. Coal men are letting go of this coal gingerly, but the demand of fuel that developed with the colder weather is already considerably above the amount of delivery here. Coal that is ordinarily but six to seven days enroute from mines to tide is often on cars now from two weeks to in some extreme cases a month. As most of the coal men here are now convinced that a strike is coming in the spring and that the whole fuel situation will be trying this winter, it would not be at all surprising to see a jump in hard coal prices before winter is far advanced.

During the past week the car supply in the regions of interest here was worse than for several weeks previous. It varied anywhere from forty to seventy per cent, but a fifty-five per cent average was about struck. Hard weather in the north and west is tying up returns from foreign lines to the railroads centering here. Then there are many cars tied up at eastern terminals at tide because of lack of vessel bottoms to move fuel and other commodities as needed.

Consumers as a whole are now awakening to what may face them later in the year and are urging delivery of every pound of coal possible on existing contracts. The inclination to store when coal can be secured above immediate needs is aiding materially in making the situation more rigorous. Good coals are more and more being classed as out of the market for the time being.

Prices to the trade may be quoted as follows:

	F. O. B. Mines.	F. O. B. Mines.
Fairmont Ordinary—		
Three-quarter	\$ 1.10	\$ 2.53
Run of mine	1.00	2.43
Slack .....	.95@1.00	2.38@2.43
Somerset—		
Best	1.40	2.58
Good	1.25	2.43
W. M. R. R.—		
Freeport	1.20@1.25	2.38@2.43
B. & O. R. R.—		
Freeport	1.25	2.43
P. R. R.—		
Best South Fork	1.40@1.45	2.58@2.63
Miller vein	1.30	2.48

Some Trade Events

A petition in bankruptcy has been filed in the United States Court here by R. Lee Jones, a coal dealer, No. 601 West Pratt street.

Coal charters for foreign account are few, and at very high rates. November will certainly prove a poor month on total export movement.

The Baltimore and Ohio Railroad is receiving bids for the erection of its new steel and concrete coal pier here at Curtis Bay. The structure will be 700 by 115 feet.

The Maryland Steel Company is completing a 40,000 ton steel rail order for Russia. It is understood that the same country is again in the market for 125,000 tons of rails.

New England Trade

BOSTON, MASS., November 25.—(Special Correspondence.)—A further improvement in sentiment is noted throughout the local wholesale anthracite and bituminous trade. Some of the anthracite dealers are actually optimistic regarding the outlook, and some are so certain in their own minds that their predictions will materialize they are willing and anxious to "bet money on it."

As an illustration of the sentiment expressed by many of the trade, the head of one of the largest local wholesale firms says in regard to the future: "In past years, a big and urgent buying movement of hard coal has very often been preceded by an influx of orders from retailers and large consumers sprinkled throughout New England, whose credit is far from satisfactory. Just why the demand from poor credits is keen before the good credit buying sets in is of no moment. The fact is this demand is here and I look for a large general buying movement. Then, too, the car supply is small, especially for small cars. Water freight rates are far above normal. None of the producers have an important surplus of any size of coal at storage points, and the labor outlook is anything but encouraging. Can you beat that for a combination of bullish arguments? I'll predict that prepared sizes, at least, will be bringing a premium of 50 cents per ton within the next three weeks or month." This gentleman was

one of those who was willing to "bet money on it."

Several other concerns are equally as certain that coal will be higher before the turn of the year. Still others believe higher prices are coming, but to be conservative refuse to state when they expect the advance. Undoubtedly this belief is based to some extent on the recent action of independent shippers operating in New England. These shippers are asking \$3.85 to \$3.95 for coal at the times and will not guarantee deliveries. A month ago they offered coal freely at \$3.70 at the times.

Current business is somewhat spotty. Dealers are to be found who have done comparatively little during the past week. They admit, however, that this fact is due largely to their inability to make deliveries. The weather outside has been unfavorable for water transportation, and the congestion of cars at New York junction points seriously interferes with the movement of coal into New England. Some cargo lots booked more than a week ago remained unfilled. Those who have done a good business say the demand has run largely to nut, and stove next. Where new business in these two sizes has been taken on shippers have insisted on buyers taking a certain amount of egg. All-rail pea is in light supply; enough is coming by water to supply the demand, however. Buckwheats appear scarce as ever—just enough coming forward to supply orders. Alongside Boston Harbor prices are: Stove and egg, \$5.85; nut, \$6.10; broken, \$5.10; pea, \$4.05 per ton. No. 1 buckwheats are quoted here on a basis of \$2.80 per ton f. o. b. New York; No. 2 at \$2.30; No. 3 at \$1.60, and bird's-eye at \$2.

Old contract New River, Pocahontas, etc., are moving well, thanks to a still greater expansion of industrial business throughout New England. Supplies of coals at southern shipping points continue far in excess of requirements, yet the market appears to be on a real firm basis of \$2.85 per ton. The spot market for New River and Pocahontas at Mystic Wharf consists chiefly of buying between shippers themselves. If a shipper happens to get short of coal he is obliged to come into the spot market and usually pays \$4 per ton on cars or thereabouts. Georges Creek at Mystic Wharf is about \$4.10 to \$4.15 per ton on cars, but the supply offered is small. The all-rail Pennsylvania bituminous market is very strong and active on a basis of \$1.40 to \$1.60 per ton on cars at the times.

A sharp uprising in next season's prices is confidently expected. In fact many of the trade who a month or so ago appeared greatly alarmed over the situation are predicting that soft coal prices will be actually higher before the 1916-17 season opens. Some go so far as to predict a minimum price of \$2 per ton for bituminous at the mines within the next two months.

The marine freight rate market is very strong. For anthracite space from New York to Boston the big companies are asking fifty cents per ton, but outsiders are getting all the way from seventy-five to ninety cents per ton. Big company's rates from New York to Pawtucket are usually forty-five cents and forty to Providence. Outsiders are asking and getting fifty cents to Providence and sixty to Pawtucket. From Hampton Roads to Boston space is scarce at \$1 to \$1.30 per ton, and to Sound points about ten cents a ton less.

Birmingham Trade.

BIRMINGHAM, ALA., November 25.—(Special Correspondence.)—Coal trade conditions have been better this week. Even the smaller mining companies are now feeling the effects of improved trade. The railroad demand for steam coal is much better. Heavy traffic has caused a shortage of cars for coal delivery.

The domestic trade has shown up well. One retailer says:

"There is quite a noticeable difference in the coal trade this year as compared with last year. Not only is the trade better, but people are buying differently. Last year retailers found that by far the greatest number of people ordered coal in half-ton lots. This is not being done this year. Coal is being ordered in one, two and more ton-lots, and even in carload lots."

There is a lively demand for coke, and prices are most satisfactory. The big by-product coke ovens in this district are working full time, and there is continued strong demand for every one of the by-products.

The Paye Bend Warrior Coal Company has filed articles of incorporation with capital stock of \$10,000. This company has leased a tract of coal land belonging to Alabama State University.

It is opened on the well known Pratt coal, and shipments will be made down the river. The president of the company is W. C. Head; vice-president and general manager, C. C. Huckabee; secretary and treasurer, D. M. Lewis.

The trend of coke trade is better. Prices on foundry coke is from \$3.25 to \$3.50. By-product prices range from \$2.60 upward.

PRICES FOR OCTOBER AND THE BALANCE OF THE YEAR.

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic—		
Red ash Cahaba lump	\$3.00	\$3.30
Red ash Cahaba lump	2.75	3.10
Red ash steam size	1.20@1.35	Fr. rate 30c
Jefferson County—		
Fancy steam Pratt	1.75	2.00
Run of mine Pratt	1.20@1.25	1.45@1.50
Mary Lee lump	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump	1.75	2.05
Washed nut	1.75	2.05
Washed steam	1.35@1.60	Fr. rate 30c
Mine run	1.35@1.40	Fr. rate 30c
Jefferson Steam Coal—		
Mine run	1.15@1.25	Fr. rate 30c
Walker County Domestic Coal—		
Carbon Hill lump	1.75	2.15
Carbon Hill egg	1.65	2.05
Horse Creek mine run	1.00@1.20	Fr. rate 40c
Genuine Corona—		
Lump	2.00	2.40
Egg	1.90	2.35
Steam sizes	1.25@1.35	Fr. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump	3.00	3.30
Cahaba No. 2 lump	2.75	3.05
Montevallo domestic prices range from \$3.00 to \$3.25. Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with difference rates to various points.		

Anthracite Rates Suspended.

The Interstate Commerce Commission has further extended the effective date of its order in the anthracite coal case from December 1, 1915, to January 1, 1916.

Postponement of the effective date for the lower anthracite rate ordered by the Interstate Commerce Commission to January 1 follows a previous postponement by the commission from the original date of October 1 to December 1.

The decision by the commission reducing anthracite rates on an average above 10 per cent was handed down October 12. In this decision basic rates to tidewater and to certain western points were fixed, but as regards intermediate points, merely certain ratios were laid out and it was left to the carriers to prepare the actual schedules. This, it was shown, it was impossible to do, in the short six weeks allowed and a sixty-day extension was granted.

Since that time the independent coal operators have asked for a reopening of the case as regards the smaller sizes, charging that an advance in rates on these classes of coal, as suggested by the commission, would entirely prevent their movement in competition with the soft coal.

It is likely that various adjustments will have to be made in the rates as originally ordered by the commission, and this work is now being done by conferences between representatives of the carriers and of the commission.

John F. Wedow, member of the firm of Mitchell & Co., Cleveland, Ohio, vessel agents, and widely known in lake shipping circles, died at St. Luke's hospital Monday forenoon from injuries received by being run down by an automobile an hour before. He was born in Germany and came to this country when thirteen years of age. After serving as a clerk in a Detroit store for a time, he entered business at Marine City, where he also served four years as postmaster under President Cleveland's administration. Twenty-six years ago he came to Cleveland and, with Capt. John Mitchell and John C. Fitzgerald, formed the vessel firm of Mitchell & Company. A few years later Capt. Alfred Mitchell was taken into the firm. Then Capt. John Mitchell and Mr. Fitzgerald withdrew and since then Capt. Alfred Mitchell and Mr. Wedow have been associated in the business. Mr. Wedow at the time of his death was secretary of the Cleveland Steamship Company and owner of the barge Troy. The funeral was to take place Wednesday afternoon from the home of his daughter, Mrs. F. W. Sinram.

Fire early Saturday morning last week partially destroyed the garage of the P. Koenig Coal Company, in Detroit, inflicting considerable damage to seven motor trucks. The loss is estimated at \$8,000.

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The Ohio Rate Case and Its Effect on Coal Markets.

For several months coal men have been hearing a great deal about the Hocking Valley rate case in Ohio. From indications, they will hear more about it before they hear less. It is becoming as big as the question of unionism.

Two lines of action have been followed. The one of public record is before the Public Utilities Commission of Ohio. There the strictly technical phases of the rate question are being discussed. The other has had to do with the effect of any possible rate change upon competitive conditions as between Ohio, western Pennsylvania and West Virginia.

Because of the heated discussion of the technical phase of this question at Columbus, Ohio, public attention has been directed mostly there. The result has been that the larger aspects of the case has been lost to coal trade view to a certain extent. This does not mean that West Virginia has not spoken, but few listened carefully, considering theirs a partisan view. The purpose of this article is to disregard the questions involved at Columbus and to discuss the broader questions, namely:

How would any change in rates affect the coal mining business? How would they affect the Ohio operators? How would they affect the mining districts with which Ohio is in competition?

In order to answer those questions, it is best to treat the whole subject in a historical way; to attempt to tell a connected story of the dispute from the beginning.

Green Laws Responsible.

No one, familiar with the Ohio situation, has lost sight of the fact that this controversy sprang directly from the passage of the Green anti-sprang law in Ohio. The Ohio miners have been trying to control the mining situation. Until two years ago their favorite—and in fact their only—method was to demand of the operators a concession that the coal should be paid for on the mine run basis. When that was impossible to get by agreement, they went before the state legislature and asked the passage of a law compelling the operators to pay them on the mine run basis. It is a matter of history that they were successful.

The immediate result was a fight between the Ohio operators and the Ohio miners, first, as to whether this law should be applied to the new contract then about to be made, and, second, as to what the mine run rate should be. For a brief period, the controversy was between all operators of Ohio and the international organization of the union. The miners stood together. The operators united only for a short time, when the Hocking district broke away from its colleagues.

The reason for this break has not heretofore been made public. The forces then in control of the Sunday Creek Company had been conscious that they were losing ground in the western market, due to the competition of western coal. They attributed their loss of territory—perhaps it is better to say their failure to maintain their percentage of growth—to the fact that western coal was more elaborately sized than was Hocking coal. They believed that if the Hocking product were sized as elaborately as is the Illinois coal they would have a better chance. As a means of enforcing the proposed elaborate preparation over the entire Hocking district, they acceded to the demands of the miners; they believed that with the mine run basis established, elaborate sizing would come naturally.

This matter is gone into because it is the crux of the whole situation in Ohio and because the Hocking operators were shooting at one mark but succeeded in hitting another.

A Big Plan Miscarries.

Before the Hocking operators could possibly install the sizing equipment, they were confronted by the fact that the new scale had so increased the cost of production that they could no longer compete with the newer mines in West Virginia. Rather, therefore, than gaining business at the expense of Illinois and Indiana, as expected, they were losing business to West Virginia.

Starting as an Effort to Despoil the Railroads to Pay a Debt to the Union, It Has Developed Into a Railroad Effort to Tax Coal in the Name of a Change of Differentials.

The miners thereupon found that they had made a mistake. They had won their concession from the Ohio operators, but the latter were unable to pay the bill and stay in the market. The miners, to correct this mistake, had choice of two alternatives:

They could reduce the mining rate. This they refused to do.

They could go to the state and ask it to reduce the transportation charges on Ohio coal and thus reduce the delivered price to a point where the miners could get their increase without driving the operators out of business.

The union officials chose to go before the Public Utilities Commission of Ohio and to attack the rate fabric which had existed for thirty years. They asked a reduction in the intra-state rate on Ohio coal, knowing, of course, that this would influence the interstate rate.

In the first action, the United Mine Workers attacked the Hocking Valley Railroad. Soon thereafter, the Sunday Creek Company, the control of which had changed in the meantime, joined the petitioners and really substituted itself for them. After that the eastern Ohio operators joined the Hocking Valley operators. Thus by quick expansion it became a state-wide fight waged by the miners and operators against every carrier in Ohio.

The Defendants Solidify.

The miners' union and the operators of Ohio seemed to be attacking only the railroads of Ohio, but it was no secret that the real defendants were the major coal producing companies of West Virginia. The latter saw the point and joined forces to resist the attack. Lined up behind the West Virginia operators were, soon, the West Virginia railroads, the united banking interests of West Virginia, the state government of West Virginia, and indeed the whole body of West Virginia people. The situation was—and is—thus excessively grave. Nothing just like it has been seen in years.

When this controversy had grown to such elaborate proportions, many intricate questions had been raised. However, the whole contention can be simplified. The Ohio coal in question is, on the average, rather high in volatile matter; it runs close to thirty-five per cent. Competing West Virginia coals, therefore, are those only from West Virginia which are equally high in volatile matter. This means everything produced west of the Pocahontas field; it included Cabin Creek, Island Creek and the whole range of splint and gas coals. Low volatile coals are not included.

For the purpose of illustration, the freight rates applying on those coals to Chicago is to be used rather than those applying between points in Ohio. The Hocking rate to Chicago is \$1.65. The splint and gas rate from West Virginia to Chicago is \$1.90. The difference—the differential—is twenty-five cents in favor of Ohio and against West Virginia.

The contention of Ohio has been that its rate should be reduced twenty-five cents, making the differential fifty cents instead of twenty-five. That is, Ohio wanted a rate to Chicago of \$1.40, while the rate from West Virginia should remain \$1.90. This is merely an illustration, but it shows precisely what the contention is; in the case being heard at Columbus these points and these figures are not used. For example, in Ohio, the rate is computed on the movement from Nelsonville to Toledo, rather than from the mines to Chicago. Even so, the same differential applies, namely, twenty-five cents a ton. Also the same proposed

increased difference applies, namely, fifty cents a ton.

The first reply of the West Virginia operators was that this rate has remained unchanged for fifty years; it should not be changed now. They especially objected to a change in their rate which had for its purpose to allow the Ohio operators to make good the concessions made to the Ohio miners. The West Virginia operators failed to see in the real cause of this rate action any reason why the whole rate fabric of the eastern mining district should be changed.

The Railroad Switch.

However, the West Virginia railroads, in a sense, have overruled the West Virginia operators. They have been persuaded to consent to a certain increase in differential. They suggest, however, that it should be forty cents rather than twenty-five. They also suggest that instead of a reduction in the intrastate rates on Ohio coal, there should be an increase in the interstate rates on West Virginia coal. That is, they propose that the Ohio rate be left at \$1.65 to Chicago, while the splint and gas rate be increased from \$1.90 to \$2.05. This would increase the differential from twenty-five to forty cents a ton.

It is interesting to know that this proposal was made by George H. Stevens, president of the Chesapeake & Ohio Railroad. It may be significant that he is in control also of one of the Ohio lines which would be affected directly by the decrease in the Ohio rate.

Next to that, the most significant development is that Mr. Stevens succeeded, at a meeting in New York last week, in persuading the lines serving western Pennsylvania and particularly the Pennsylvania Company, to join him in a proposal to increase the interstate coal rate not only from West Virginia, but from western Pennsylvania. Accordingly, as per his program, the West Virginia and western Pennsylvania lines are both preparing to file new tariffs naming a rate of \$2.05 to Chicago. The Pennsylvania's attitude can be explained on the score that thereby it gets, under cover of a readjustment of differentials, an increase in rates of fifteen cents a ton on all of its coal.

In reply to this proposed rate change, the Ohio operators object to the basis on which the rate is made, primarily because it takes the matter to the Interstate Commerce Commission rather than to the Public Utilities Commission of Ohio. The Ohio operators insist that the jurisdiction of the proceeding shall not be changed. They want the Ohio commission to pass upon the matter both first and ultimately. The status of the case at the minute is that West Virginia and western Pennsylvania are adhering to their proposal that if differentials are disturbed the interstate rates shall be changed; the Ohio operators insist that the intrastate rate alone shall be changed and that that shall be lowered. The West Virginia and western Pennsylvania operators concede a differential of forty cents; the Ohio operators and miners stand firm on their demand for a differential of fifty cents.

West Virginia's Attitude.

The West Virginia operators are inclined to take a statistical view of the whole matter. They start with the fundamental proposition that Ohio, immediately before the anti-screen law was passed, produced under the old rate the largest tonnage in its history. They contend that owing to the age of its mines and the fact that some of its most important deposits are worked out, Ohio is approaching the limit of its productive capacity.

They next show that whereas Ohio, today, is producing one ton of coal, West Virginia is producing easily two. They say that by no possible change of freight rates and by no conceivable handicap placed upon West Virginia can Ohio take care of its own business and then substitute itself for the high volatile district of West Virginia. That is, even though West Virginia were

so heavily handicapped that its coal business were killed, the increase in production could not possibly be taken care of by Ohio mines. They declare that the beneficiaries would not be the Ohio operators, who are the petitioners in this case, but some other mines outside of Ohio. They suggest that Indiana and Illinois mines would do the business. Because of possible gainers by winning this contention, would not be the Ohio petitioners, but a third party not now appearing in the proceedings, West Virginia is resisting to her full strength the movement which she says is clearly intended to destroy her business.

West Virginia also takes a stand on an economic question. Those operators declare that West Virginia has gained a certain expansion of tonnage not merely because she has, what Ohio considers, a favorable freight rate, but because she has very excellent coal and exceptional mining conditions.

They declare that the present intention to increase the West Virginia rates is not especially a movement to equalize competitive conditions between Ohio and West Virginia, but a movement to give the benefit of that coal quality and of those conditions not to the operators who own the mines, but to the railroads. They say it is a clear effort to despoil the operators of their most valuable asset and turn it over to the railroads, who take none of the risk of mining and who are not allowed to invest a dollar in West Virginia mines.

Going deeper into the question, the West Virginia operators say that the railroads are making a thick-headed mistake by taking any part at all in this fight between the Ohio and West Virginia operators. They say that the railroads cannot possibly get their own fuel coal and all of the commercial coal needed from the Ohio mines. Particularly, they cannot get their fuel coal from the Ohio mines. Therefore, if the railroads increase the West Virginia rate by fifteen cents, they will at the same time increase the cost of their fuel coal.

In addition, the West Virginia operators say that if Ohio operators get the larger differential they will not put it in their own pockets. Rather all of this fight against West Virginia is being made by the operators really for the benefit of the Ohio miners. This is an adroit way of expressing their belief that any concession in freight rates made to Ohio miners will be turned over to Ohio miners in the form of a larger wage per ton.

They believe that since the miners started the rate controversy, the union will demand the reward.

Attacking this question on the broad basis of humanitarianism, the operators of West Virginia say that the proposal is to rob two West Virginia miners of possible revenue in order to increase the wages of one miner in Ohio.

Another Way Around.

Some of the West Virginia operators make a clever suggestion when they say that the rates may be changed if the operators and railroads and the miners insist upon it, but they cannot drive West Virginia wholly out of the market.

In support of this, they call attention to the fact that while the mines now depend upon the railroads for the movement of their coal, most miners can move coal by river. That is, coal can be brought down from the Guyandotte and the Kanawha rivers to the Ohio River and can be floated to Ohio ports, where it can be loaded into cars and moved at the Ohio rate to all destinations reached by Ohio coal. They say that this can be done for twenty-five cents a ton. Of course, it would cost some money to install the docks, but the operators would put up that money rather than to be driven out of business. Therefore the West Virginia operators say that if forced to such an action, the concrete result will be the loss of a great volume of business to originating West Virginia lines, but the movement of West Virginia coal to the ultimate markets at the same old differential of twenty-five cents a ton. This means to say that they believe the coal can be barged from the mines to Ohio ports—including dockage charges—at twenty-five cents a ton.

The T. B. Davis mine property, near Flemington, Taylor county, West Virginia, has been sold for the executors of the T. B. Davis estate by Howard Sutherland of Elkins, W. Va., to Clarence D. Robinson of Fairmont, W. Va., who, with associates, already operates successfully two mines in that neighborhood. Possession was given December 1st. The sale includes all the real and personal property connected with the mine.

The Hocking Valley Coal Rate Hearing.

COLUMBUS, OHIO., December 2.—(*Special Correspondence*)—Friday appeared to be Hocking Valley officials day in the big rate controversy, practically the entire time being taken up with prominent general office men. E. P. Torry, superintendent of car service, was the first witness of the morning. His figures for the cars handled in the Nelsonville district for the year ending June 30, 1914, was 76,969 loads and 63,013 empties. Ton mile statistics and various percentages dealing with the use of cars for foreign and local coal were gone into. William Michel, chief engineer, testified to certain forms of expense incident to line upkeep and structures at the same assembling center, the total amounting to \$43,499. The mileage of the Nelsonville yards and branches, inclusive of the Straitsville branch, was placed at 81.38 miles, which represented about 11 per cent of the whole trackage of the Hocking Valley railway system. The road has 351 miles of main line, the balance being double tracks and sidings.

A combination item of \$122,042 was submitted in detail by M. A. Kinney, superintendent of motive power, as having been the Nelsonville expense of his department during the year under consideration. It was shown that the Hocking Valley owns 20,000 coal cars, 2,500 all steel, 4,000 steel underframes, and 13,500 wood. Cross-examination brought out the statement that some of the cars had stood idle on sidings for from a year to two years. Mr. Kinney contended that the depreciation of a coal car, whether wood or steel, was practically as great when standing idle as when in service. The weather, he claimed, was the most injurious factor. Opposing counsel charged that the road had been buying new cars, while good rolling stock had been left unfit for service through lack of repair attention, stating that it made a better showing to the stockholders, as new cars were charged to capital account, and repairs charged to operating expenses. The witness thought the new cars though delivered during the recent period of idleness, had been bought previous to that time. His estimate placed the expense of repairs to foreign coal cars at five per cent of the total cars repaired, as the Hocking Valley made no repairs to the former, only such incidental attentions as were necessary to keep them serviceable while they were rolling over its lines.

W. W. Houston, superintendent of the Hocking Valley, was examined by the company's counsel on statistics for various yards. The year's receipts of cars at the Walbridge, or Toledo terminal was placed at 333,060. The transportation wage cost for this yards he testified was \$182,252.88, or 54.72 cents per car. The same cost for cars handled in the Fostoria yards was 11.22 cents per car, Marion, 21.97; Columbus, 40.16; Nelsonville, 29.44. The yard handling of local coal was three or four times greater than in the case of foreign coal.

M. S. Connors, general manager, who was placed on the stand for the purpose of reading into the record certain small items of expenses with which he was directly concerned, in the Nelsonville district, made a rather aggressive witness, including in more or less sarcasm at the expense of opposing counsel. He made the direct charge that Rate Expert Hillman had made misleading use of certain data in the form of personal memoranda which he had loaned him. Mr. Hillman was not present at the time Mr. Connors was on the stand. The tenor of the day's evidence was to emphasize in a special way the expensiveness of Nelsonville yard operation, and in a general way to lay the basis for the company's defense that rate expert theories, and particularly the system of cost analysis used by the investigators of the company's records, were not practical in dealing with the complicated operation of assembling yards and terminals.

Just before adjournment for the week Chief Counsel Wilson called to the stand Mr. Thomas, an employe of the commission, whom that body had made chairman of the investigating committee. He gained from Mr. Thomas the statements that his experience had been along banking lines, that he was now an investigator of securities and that he was without any practical knowledge of railroad or traffic matters. The commission announced that the hearing would be resumed Tuesday morning.

Tuesday, the first hearing day of the second week since the case was resumed, saw a change of tack by the defense. Instead of dealing further with the figures pertaining directly to its own road, the nature of the evidence was decidedly off-

line. Counsel Wilson first presented thirty statistical exhibits, which had been compiled under the direction of C. R. Wright of Cleveland, assistant coal and coke agent of the Baltimore & Ohio railroad. Mr. Wright was placed on the stand and confirmed each exhibit separately, also giving the length of hauls, rates and locations with which the exhibits dealt, and stating his sources of information. These hauls had to do with many railroads, extending over a good portion of the country. They included Pennsylvania in the east, most of the southern states, Texas and Oklahoma in the southwest, Iowa in the west and some of the states of the northwest. An interesting table of hauls and rates pertained to points into Chicago from near-by fields, ranging from eleven to fifteen miles on a forty-five cents per ton rate up to 190 miles on a \$1.08 rate.

On cross-examination it developed that a number of the defendant railroads on the original general hearing suit had appointed a joint committee soon after the case was filed last summer, to compile these comparative exhibits. The roads directly represented on the committee were the Pennsylvania, New York Central, Baltimore & Ohio and Hocking Valley. Mr. King acknowledged that his committee had made no direct investigation, but had taken its data from tariffs and other printed matter. Large assistance had been rendered by traffic men with whom the committee had communicated. It has been directed by President Wasson and Counsel Wilson as to what points of origin and destination should be used in the compilations.

J. T. Averill, general freight and passenger agent of the Chicago, Ft. Wayne & Southeastern railway, upon being sworn, made the statement that he was familiar with coal traffic conditions in Illinois and Indiana, by reason of his long service in those fields, with his present connection and former association with the Illinois Central. As announced by counsel, it was expected to refute through Mr. Averill exhibits dealing with the same fields by W. M. Hopkins, one of the rate experts for the plaintiffs. With a specially prepared map before him, submitted as an exhibit, the witness figured out long and short hauls into Chicago from various coal districts in the two states.

Much time was also spent in explaining the so-called manufacturers' rate prevailing in a certain section of Indiana, on which the plaintiffs had laid considerable stress. He said that ten years ago when the natural gas supply failed in Indiana the manufactories which had been attracted to the gas belt by prospect of abundant cheap fuel, were left in a distressed condition. The railroads decided to help them out, partly for the object of conserving the tonnage in raw materials and finished products which they had realized from these industries. A special coal rate of fifty cents from the Linton coal field to the gas belt was put in force, applying only to manufacturers. This had been gradually raised to 65 cents, as opposed to the present regular commercial rate of 75 cents. The railroads now felt that they had done their full duty toward the industries in question and were anxious to do away with this special rate altogether.

At suggestion of counsel, the witness went into a history of the Illinois and Indiana coal fields, beginning with the time when the several groups of mines in northern Illinois had supplied one-third the soft coal used in Chicago. The coal industry was then traced through its extension to other fields, the rate feature being explained as the witness proceeded. Throughout Mr. Averill's testimony, continued capital was made by counsel for the defense of the five cents per ton increase in coal rates which are to go into effect in many parts of Illinois and Indiana on December 15th next.

Forenoon of Wednesday was taken up chiefly with the testimony of J. C. Venning, of Pittsburgh, general ore and coal agent of the Pennsylvania lines west of Pittsburgh. He entered into minute explanation of a map and a blue print which he had prepared showing originating points of coal in western Pennsylvania, Ohio, West Virginia and Kentucky, also groups of destination points in Ohio, Michigan, and other states where coal from all the other producing states named were in competition with Ohio. In connection with this the witness gave a very entertaining history of the whole coal rate proposition and the development of the market groups in which the

(Concluded on page 453)

Failures in American Business, Why They Fail.*

By Edward N. Hurley.

An Astounding Statement as to the Lack of Profit in Business—Only Careful Cost Accounting and Greater Efficiency Will Help.

Leaving out of consideration the banking, railroad and public utilities corporations, and referring only to those that have to do with trade and industry, we find that there are about 250,000 business corporations in the country. *The astonishing thing is that of those, over 100,000 have no net income whatever. In addition, 90,000 make less than \$5,000 a year, while only the 60,000 remaining, the more successful ones, make \$5,000 a year and over.*

Turning now from net income to the total volume of business done by those 60,000 corporations we find that 20,000 have sales of less than \$100,000; 20,000 more sell from \$100,000 to \$250,000; 10,000 additional from \$250,000 to \$500,000; 5,000 corporations ship annually half a million to a million dollars' worth of goods; 4,500 have total sales from a million to five million dollars; while only 462 industrial and mercantile corporations in the United States do an annual business of \$5,000,000 or more.

These striking figures exhibit a condition which has existed for many years. *They show conclusively that big business, while important, constitutes but a small fraction of the trade and industry of the United States. They make clear that there is an unduly large proportion of unsuccessful business concerns.* Do they not need help? Why have we not paid more attention to small and middle-sized business? Is it not worthy of our consideration? What measures are we to take to improve these conditions?

Speaking generally, the real, constructive help must come from within. *You know, and I know, that lumping all business together the real need is for better business methods.* When we were all working on a large percentage of profit, and when it was a case of filling orders at our own price, we didn't need any help. But, gentlemen, that day is past. We now have to get down to the hard facts of business, to learn precisely what they are, where the weaknesses and losses exist, and practice the same thoroughness which characterizes trade and industry in Europe. *We need to study standard systems of bookkeeping and cost accounting.*

The fact must be admitted that in order to put a selling price on a product a manufacturer must first know exactly what it costs to manufacture and sell it.

A manufacturer who does not know with a close degree of accuracy what it costs him to produce the different articles he manufactures and what it costs him to sell them, is not in a position intelligently to meet competition and invites business disaster.

Many of the large manufacturers have thorough cost accounting systems, which they recognize as necessary in order to give them the information essential to successful management. On the other hand, the number of smaller manufacturers who have no adequate cost accounting system and who price their goods arbitrarily is amazing.

Proper accounting for the smaller manufacturer is most essential. It is necessary for his success that he know on what particular article he is making a fair profit and on what he is making only a narrow margin of profit or losing money. If he has this information he can concentrate on the manufacture and sale of the product on which the profits are satisfactory.

Whole industries, in many instances, are suffering from a general lack of intelligent knowledge of cost. How can the Federal Trade Commission help to cure these conditions?

The commission has no power and no desire to use compulsory methods. But it does hope to reach the desired end by endorsing standard systems of bookkeeping and cost accounting, and to assist in devising standard systems, either at the request of individual merchants and manufacturers or through the association that represents the industry. The commission expects to have for this work an adequate force of experienced accountants and cost experts and the service, in an advisory capacity, of public accountants of national reputation.

What may be expected for such activities of the Federal Trade Commission?

First, the individual enterprise will be helped. They will be enabled to know exactly where they stand. Their prices will be made on a solid basis of fact.

Second, the employees of these firms will be benefited. They will be trained to more thorough

and more accurate methods of work. This improved knowledge will increase their effectiveness and their individual value to their employers.

Third, the investor will be benefited. He will be able to invest his money with greater assurance that it will be used in the most advantageous manner.

Fourth, the public will benefit; it will not have to pay for inefficient methods.

To take a specific example, suppose that there are five plants making a certain line. Imagine that one of these plants is run efficiently and that the other four are managed in a slipshod manner.

Where is the sort of trouble going to appear that costs the public and the trade heavily? In the four plants run in slovenly manner, of course. It is in those four plants that the expensive strikes will occur, the dangerous dissatisfaction among workers will appear, and the demoralizing practice of selling below cost of manufacture will take root, and other unfair methods of competition as a means of making sales.

If we can raise the level of effectiveness prevailing in these four plants to the level prevailing at the ably managed plant, or even higher, benefits will accrue to every interest concerned. All five of the plants will be on a more satisfactory competitive basis. The employees in at least four of the plants will learn to do their work to better purpose. Consumers will be forced to pay for fewer inefficient methods. The jobbers and retailers will get their goods under more advantageous conditions. And the bankers will have five excellent accounts on their books instead of one excellent and four doubtful ones.

An up-to-date system of accounting will enable the banker to extend to the smaller manufacturer the credit to which he is entitled, and which he needs in order to expand his business. The small manufacturer may have just as much brains, ability, knowledge of his wares and of his customers as the larger operator; he may even put out a superior product. But he can not show the banker a balance sheet based on proper accounting methods, and the banker does not feel ready to extend credit without the knowledge that such a balance sheet would supply; thus, because busi-

ness men of this type can not give statements about their business affairs in the exact manner necessarily required by the bankers, their credit is restricted and their expansion checked.

There should be a greater degree of organization and of mutual helpfulness in all lines of trade and industry, so that American business may be welded into a commercial and industrial whole; the part of the government being to co-operate with business men, on request, to bring about the results that will benefit business and hence promote our national welfare.

Foreigners in Pennsylvania.

Only fifty-five and one-tenth per cent of the inhabitants of the state of Pennsylvania are native whites, born of native parents, according to the annual report of the secretary of internal affairs for 1913-14, just published. Compared with 1890, there is an increased proportion of two and seven-tenths per cent in the foreign population. The total state population of 7,665,111 consists at the time of the report of 6,222,737 natives and 1,442,374 foreigners.

The native whites, born of native parents, numbered 4,222,727, or fifty-five and one-tenth per cent of the population; the native whites, born of foreign or mixed parents, number 1,806,267, or twenty-three and six-tenths per cent; the foreigners (white), born abroad of foreign parents, numbered 1,438,719, or eighteen and eight-tenths per cent, and the negroes numbered 193,919, or two one-half per cent.

Classed by nationality, the 1,438,719 foreigners of white stock had birth in the following countries:

Austria	251,773
Russia	240,980
Italy	196,122
Germany	195,185
Ireland	165,091
Hungary	123,498
England	109,061
Scotland	32,042
Wales	29,250
Sweden	23,467
Canada (Eng.)	14,032
France	9,990
Roumania	7,752
Switzerland	7,454
Belgium	5,250
Turkey (Asia)	4,484
Greece	4,221
Denmark	3,033
Turkey (Europe)	2,754
Finland	2,413
Norway	2,317
Holland	1,229
Canada (French)	1,246
All other	6,042



A New Coal Mining Plant at Rock Springs, Wyoming.

The photograph reproduced herewith is that of the new power house, tipple, and rescreening plant of the Central Coal & Coke Company at Rock Springs, Wyoming. This mine is thoroughly equipped with electrical appliances. In addition to the full shaker screen equipment for the preparation of the regular sizes, the small coal is elevated into a rescreening plant where, after passing over the rubber belts and being hand-

picked to remove the impurities, it is rescreened and prepared for the western market. The company claims that the best preparation in the entire west is now being accomplished at this mine. The capacity of the plant is 1,600 tons a day. It was built under the personal direction of H. N. Taylor, the vice-president of the Central Coal & Coke Company and is operated under his management.

*An address by the vice-chairman of the Federal Trade Commission before the annual meeting of the Association of National Advertisers in New York City, December 1, 1915.

How Philadelphia Offsets Cut Price Competition.

A coal dealer in Philadelphia, who averages daily an output of more than 4,000 tons, said that the actual profit on each ton is only sixteen cents! This man does not guess at his margin; he has a cost system, and knows. During the last decade the costs around a coal yard have increased remarkably. This has pared the coal dealer's margin.

In all other businesses the cost has increased greatly, but the public has been made to share the expense. The consumer is paying more for everything else except coal.

The question is: Why have not coal prices gone up? The answer is: The coal men have not learned that the people look with suspicion on "cheap" stuff. If they can get that idea into their heads, prices will take care of themselves.

As a plain matter of fact, the public is suspicious of the price-cutter. Everybody knows, for example, that a \$15 ready-made suit of clothing is not the equal of a \$30 custom-made suit, no matter what the "cheap" fellow may claim.

Recently a coal dealer who had been "shaving" prices as an inducement to secure new customers, remarked:

"The public is a strange animal. I offer good pea coal at a real bargain, and one woman telephoned and asked: 'Are you sure it is good coal? Do you guarantee that it isn't half dirt?' Well, I'll think it over and let you know later. I don't feel quite safe in ordering.' One man wrote: 'How about your weight?' You low-price fellows are great on that short weight stunt. If you can guarantee your stuff to be as good as —, send me a ton as a trial order.' Another man called at the office and said: 'I would like to give you an order for stove, but I fear that your quality is not of the best. Last year I got stuck on cheap coal. It was full of slate, and the clinkers were awful! Really, I lost more in the end than if I had bought from an established dealer at standard prices.'

"After I had solemnly assured him that everything was all right, he finally placed the order, but as he passed out I could see that he was still dubious. One woman customer was the worst of all. After two tons of pea had been placed in her house, she claimed that it was smaller than the ordinary run of pea, and she refused to pay for it. Told us to take it out; but as that would be a losing proposition, it is still in the cellar, and I am hopeful that she will pay for it some day.

"Honest, my coal is just as good as any other dealer's, but because it is offered at bargain prices the public will not believe it. I am selling lots of coal, of course, but it is to the worse class of trade, and they add to the troubles in the business."

With this in mind, it will be of general interest to learn how Philadelphia's most progressive coal men are winning orders at fair prices, despite low price competition.

Practically all of these dealers state that advertising in the leading daily newspapers is the most effective medium for their publicity. Perhaps the newspaper advertising of the George B. Newton Coal Company, of No. 1527 Chestnut street, Philadelphia, is attracting greater attention and accomplishing more than any other matter of this class by reason of its frequency. One scarcely scans a morning or evening paper without noting one of the Newton display ads. One of the recent advertisements is reproduced herewith.

This is an effective piece of publicity on account of it being so simple, vigorous, and truthful. It is composed in a style of type that can be easily read by the average person. It is an ad that stimulates the reader's confidence in the Newton company.

Located in convenient sections of the city, the Newton company has twenty-six yards, all equipped with modern machinery to aid in handling the product rapidly and economically. The delivery service includes a "fleet" of nineteen two-ton motor trucks, equipped with the new power hoists operated by the cars' motors. Prompt service is one of this firm's "strong points," and all of the delivery men are trained in giving polite attention to patrons.

On frequent occasions the Newton employees attend a special meeting held by the company, and among other important things they are minutely instructed in the art of extending courteous treatment to all customers. When a visitor calls at any of this firm's offices he is greeted in a friendly manner.

In addition to newspaper publicity, the Newton company also spends a considerable sum each

The Plan Which Has Proved Best Is to Get an Honest Coal and a Good Service Which Will Stand the White Light of an Advertising Campaign.

year in supplementary advertising. It distributes to the factory trade large wall calendars containing the firm's name and trade-mark. At times direct advertising matter—booklets, folders, mailing cards, etc., are mailed to a large list of families. Billboard, theater program and placard advertising is also used to some extent. Its slogan is: "Newton Coal Answers the Burning Question."

Among other leading coalmen which have won the confidence of the public by giving full weight, highest quality, and excellent service at fair prices are: Charles K. Scull, Thirty-first and Chestnut streets; E. J. Cummings, No. 413 North Thirteenth street; American Ice Company, No. 600 Arch street; Crean Brothers, Eighteenth and Oregon avenue; John Williams, Twenty-fifth and Dauphin streets; William M. Lloyd Company, Twenty-ninth and Ridge avenue; Donaghy & Sons, No. 1837 Market street; Bruner & Company, No. 16 North Twenty-first street; M. Kelley's Sons, Forty-first and Pennsylvania Railroad; George W. Miller, Jr., Sedgley and Daughin, and

What do you know

about coal? What do you really know about it? You buy a yard of silk and it's measured in front of you; you buy eggs and see them counted; you buy coffee and the scales show the exact weight—but coal! ! ! You send your order in, the wagon drives up to your home and you've got to take it for granted that you are getting a round 2240 pounds in that ton. Maybe you get it—maybe you don't.

Now, common sense tells you that you ought to be sure, and there's a way that you can be: Order your next coal from the Geo. B. Newton Coal Co., a concern with a system of checking and sworn weighing that absolutely precludes the possibility of mistakes; a concern that can take your money honestly because it gives honest service in return—honest in quality and quantity; and at the lowest prices possible for

Proper Weight—Proper Quality—Proper Preparation
Chute Prices:

Egg, \$7.00; Stove, \$7.25; Nut, \$7.50; Pea, \$5.25
25c Added When Carried

Geo. B. Newton Coal Co.
1527 Chestnut Street

Spruce 6400—Phones—Race 3800

Our delivery service at these prices includes Germantown, Oak Lane, Melrose, Chestnut Hill, Kensington, Bridesburg, Overbrook, Wynnefield, Bala, Cynwold, Morion, Narberth, Fernwood, Lansdowne, Highland Park, Drexel Hill, etc.

A Typical Newton "Ad."

John W. Moore, Twenty-sixth and Susquehanna avenue.

Charles K. Scull caters exclusively to a select family trade, and he has gained a large number of steady customers of the class that are interested in only the best, and are willing to pay the right price for it. Mr. Scull's offices are attractively furnished. The plate glass windows are kept spotless, and their plain gilt lettering is effective and dignified. For the retail dealer aiming to sell to the household trade, Mr. Scull believes that well-written newspaper advertising is an excellent medium.

John W. Moore's offices are beautiful and are furnished so as to offer comfort to the visitor. There is plenty of room, and an abundance of natural light. In what may be termed a "reception room," there is a large upholstered settee of the mission style. Back of a railing one can see the new-style business equipment—desks, typewriters, etc.—and a number of stenographers busy at work. All this makes a good impression.

George W. Miller, Jr., is a young, progressive dealer who believes in going out on "the street" and creating new business when orders are slow. He employs a solicitor trained in the selling art, and this man is continually calling on householders. Instead of talking low price, he uses the quality argument.

Mr. Miller believes that *personality* is a great power in the business world, and he has made it a rule to make his personality felt. For example, he calls frequently upon customers personally. He has made it known that if at any time his service and goods are not just up to the high standard he has set, all that is necessary is for

the customer to complain to him personally.

A number of dealers have found advertising in the telephone directories to be advantageous. Instead of having their names listed in the classified section in the ordinary way, small display cards are used. A great many people now order coal as well as other things over the telephone, and not a few are willing to call up the name of a firm easiest to locate. In the Philadelphia telephone books the displayed ads of John W. Moore, Crean Brothers, Martin F. Connor, S. D. Hall, and a few others, stand out distinctively.

One dealer is using an electrical sign to great advantage. This sign faces on a prominent street along which pass thousands of people during each day and evening. The sign is painted white, inscribed with large black characters, giving the firm name and list of market prices. Of course, no electric lighting is necessary during the day, but at night it is illuminated from overhead, and one can read it from a considerable distance.

Several dealers have found form letters, and post cards to be effective publicity matter. The letters (typewritten, or imitation) call attention to the quality of so-and-so coal, quoting prices. The post cards contain the firm's name and current prices for popular sizes of householders' coal, and are distributed to the public by carriers. One dealer claimed that post cards of this class was his most effective advertising.

A number of dealers believe in street car and billboard advertising. One of the most widely known trolley ads in the city is that of E. J. Cummings, whose watchword is, "We deliver a square ton." Some of the billboard ads are exceedingly attractive.

Few of the dealers seem to believe in "good will" advertising, that is: Pencils, rulers, notebooks, desk weights, and other novelties of this variety. Some, however, are distributing such matter, containing their ads, at intervals, but they are uncertain as to its real value. Advertising like the George B. Newton Company that greets the public from every side is the right idea. One cannot keep this concern's name out of mind—they don't allow it!

About 150 of the leading coal concerns are members of the Philadelphia Coal Exchange, which is formed for the purpose of protecting the trade and business, and securing the public against short weight and other fraud in coal. This association has brought about many important reforms in the trade, and through its activity many dishonest and unscrupulous dealers have been prosecuted. It is largely due to this society that today there are scarcely any coalmen in Philadelphia who give short weight to patrons.

The further breathing spell to January 1 given the railways by the Interstate Commerce Commission on the readjustment of the freight tariffs on anthracite coal caused little or no flutter among the anthracite companies with headquarters in Philadelphia. "Where the rate was lowered to western points," said one hard coal man, "and where these might have gone into effect a couple of months ago, might have been an inducement to curtail buying. But when it comes the first of January, the buyer has to have coal moving and a slight difference in the freight rate means nothing to him. He has to have coal no matter what the freight is. We are more concerned in the consideration that commission may give to the request for a rehearing on the tariffs on smaller sizes. To the independents this means more than the setting of the time for the application of the general freight rates."

Orders for two new colliers to be built by the New York Shipbuilding Company were awarded on Tuesday. Both of the boats are to be duplicates of vessels they have recently turned out of their yards. One is to be a counterpart of the collier Virginia, launched Oct. 23 for the Pocahontas Navigation Company of Boston. Concerning this boat there is a rumor current that while it cost between \$400,000 and \$500,000, its owners have disposed of it at a profit of \$200,000. The other new vessel is for the Coastwise Transportation Company of Boston and is to be a duplicate of the collier Franklin, recently launched. This is to be 395 feet long, 55 feet beam and 34.6 depth, with a carrying capacity of 9,400 long tons. She will cost about \$700,000. These contracts, with two new orders for tankers built by another company, raises the total to eighty-two ships now being built on the Delaware river.



Mount Olive, and Divernon—are just as efficient as the others, and I can't speak too highly of any of them.

Very truly,
A. J. MOORHEAD, President and General Manager, Madison Coal Corporation.

Illinois Mining Institute.

(Special Correspondence.)

The third annual meeting of the Illinois Mining Institute was held in the city hall, Springfield, Saturday, November 20, the first session opening at 9:30 a. m. The address of welcome was given by Mayor Baumann, to which a fitting response was given by the president of the association, J. W. Stark, state mine inspector of Georgetown.

The first paper upon the topic "The Mine Manager," which was read by a state mining inspector, David Z. Thrash of Farmington. The paper elicited considerable discussion and was so interesting that by request it was read again at the afternoon session when more members had come in. A very animated discussion took place, the principal participants being Messrs. John P. Reese of the Superior Coal Company, Gillespie, Illinois; Thomas Moses, general superintendent, Bunsen Coal Company; Mr. Burton of Herrin, Illinois, the newly elected president of the Institute, and Mr. Patrick Hogan of Canton. Mr. Burton called attention to the necessity for securing a greater efficiency from the men at the face and urged paying more attention to them rather than concentrating so much of the attention upon company men and surface men. In the discussion the fact was brought out that the present day miners seem to be satisfied with a certain wage per day and it is difficult to increase the output and hence the general efficiency of the mine by increasing the output per man. It was stated that although men loading behind different kinds of machines, such as the puncher, chain or shortwall might be able to make better wages under certain conditions, they seem satisfied to make about the same average wage. The argument was also brought forward that men working three days per week produced more per day than those working six days, and it was argued that there would be greater efficiency if the daily average for the six days could be increased. In opposition to this it was argued that a man naturally works harder working part time than he will if working steadily every day.

F. W. DeWolf, director of the State Geological Survey, rendered a paper upon the "Relation of Oil and Gas Wells to Coal Properties." Mr. DeWolf showed by a drawing different methods proposed for plugging oil and gas wells, particularly those that penetrate coal measures. In the discussion Mr. John P. Reese gave an interesting description of the controversy now in progress in central Illinois in the Staunton district where oil and gas wells have been discovered within the past year in territory where mining is being actively prosecuted.

At the afternoon session in addition to the rereading of the paper by Mr. Thrash, a paper by Mr. G. E. Lyman, mining engineer of the Madison Coal Corporation, was read entitled "Cleanliness and Order at Coal Mines." This paper pointed out the great waste that takes place at the many mines due to disorder and argued for the economy of greater order and the cleaning up of the large amount of scrap that usually is found about mine works. The idea advanced by Mr. Lyman seemed to be heartily endorsed by a number of speakers.

In the annual election the following were elected for the ensuing year:

President, Mr. Burton of Herrin.
First vice-president, Mr. Fehler of Belleville.
Second vice-president, Mr. Patrick Hogan of Canton.

Secretary and treasurer, Mr. Martin Bolt, Springfield.

Executive committee: Messrs. McClintock, Stark, Reese, Simpson and Bolander.

Herrin was chosen as the place for the next meeting. The president appointed as an auditing committee, Messrs. Fehler, Hogan and Stoek. At 6:30 a banquet was held at the St. Nicholas Hotel, at which John P. Reese acted as toastmaster and the program of toasts included David Ross, Mr. Bolander and Mr. Stark, with songs by Mr. Hogan.

Sealed proposals will be received at the United States Engineer's Office, Customhouse, Norfolk, Va., until December 20, 1915, for furnishing about 3,000 tons of bituminous coal. Information on application to the United States Engineer's Office.

Editor, THE BLACK DIAMOND:

St. Louis, Mo., November 23, 1915. I have your letter of November 19th relative to the subject of first aid, rescue, and sociological work at the mines of this company, and note you wish to know whether it is voluntary on the part of the employees, whether they contribute financially toward its maintenance, and whether any wages or other payment or perquisites are given them for taking part in such work.

We think we have a very complete organization—both in the matter of rescue crews, who are specially trained in that work, and first aid crews. We have at each of our mines rescue and first aid stations, as per blue print attached. Each of the stations is so constructed that they can be used for every kind of service in connection with such duties. For instance, there is a large sulphur room, where the men go and exercise in the gas; and when called upon to do rescue work, the helmet men—or those wearing the breathing apparatus—go in there and test the helmets to see that they are air tight and gas proof.

There is a room for clothes and one for shower bath and two rooms for the breathing apparatus and all supplies necessary to equip them properly. A full supply of oxygen, caustic soda, etc., is always on hand. The large central room is used to take care of the injured when the rescue work is going on and is so fitted that it makes a comfortable gathering place for the rescue and first aid men to discuss matters together.

The buildings are all steam heated and fire-proof.

Our men practice once every two weeks, and in some cases oftener, and that is quite as true of the fire-fighting above and below ground, as of the first aid and rescue work. It is purely voluntary on their part, and they receive no wages; neither do they contribute financially toward its maintenance in any manner. I am pleased to say that the men generally join in the first aid and rescue duties very heartily, and we feel that we have very good organizations at our mines in this respect.

We have two mines close together in the south-

ern field near Carterville—one at Dewmaine and the other near Cambria. At these two mines, they compete for two silver cups which the company offers as prizes—one for rescue work and the other for first aid.

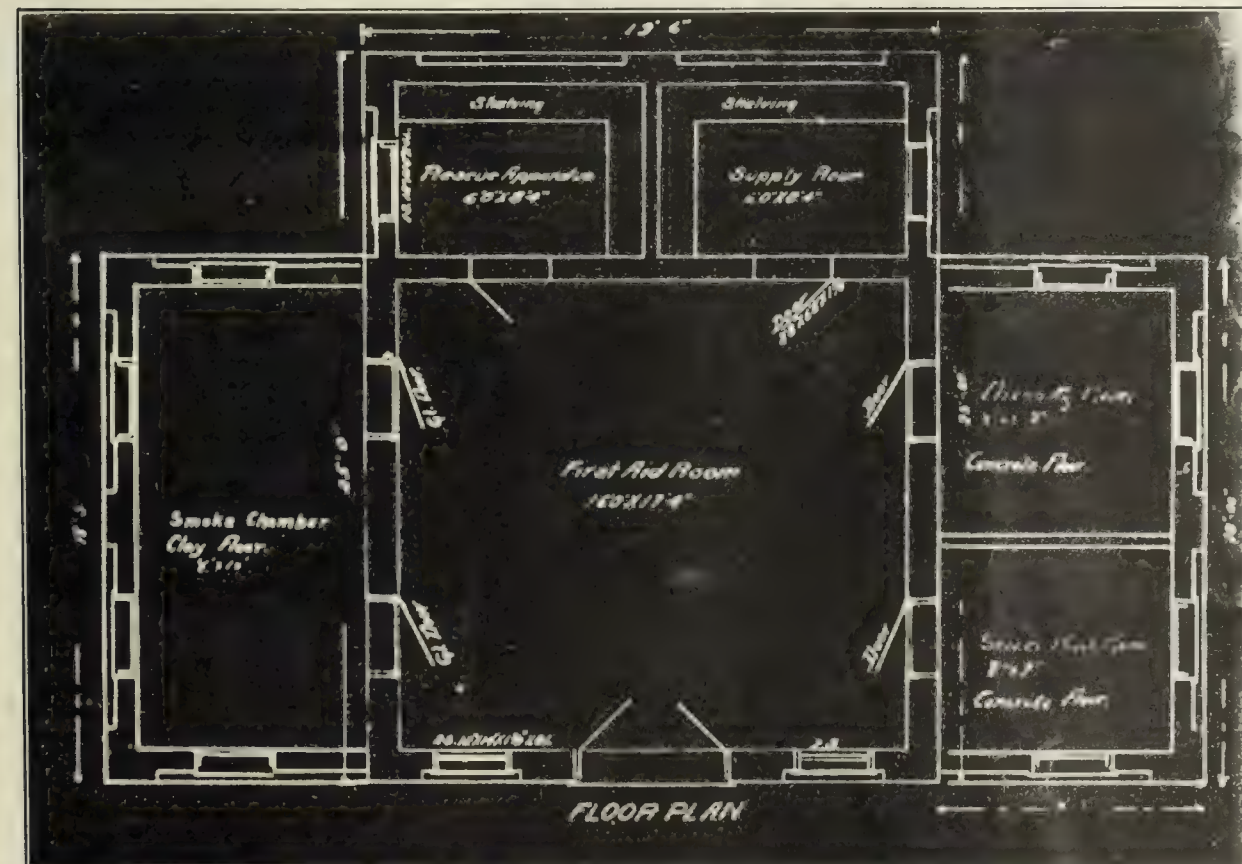
We have specially fitted up rescue cars always ready to move, which contain every appliance necessary for the men to do their work expeditiously and safely. These cars are specially constructed so that the injured may be placed on stretchers on top of them, and the seats form lockers which contain crowbars, axes, augers, lifelines, electric lamps, wire cutters, rubber gloves, complete Red Cross outfit, splints, and everything necessary for the men to cope with any situation that might arise.

Our particular reason for being so equipped at each of our mines is because we realize that many lives might be lost while waiting for rescue parties to come to us from outside stations, and we believe that by being able to make a survey immediately after an explosion or fire, we could prevent many deaths or perhaps loss of large territory underground; and that if we can get at it within twenty or thirty minutes after it occurs instead of having to wait an hour or two, we may be able to reduce the loss of life and property very materially from what it would likely be if we had to wait for some other organization to reach us and give us help.

In the southern field, we have two outfits (of three sets each) with everything complete, for the colored teams, and one outfit of three sets for the white team, making nine sets for those two plants; and I can't speak too highly of the interest those men take in their work and of their wonderful efficiency, as well as courage, which they have demonstrated several times, not only at our own plants, but at the mines of other companies.

Our other plants are fitted up with complete breathing outfits of three sets each, and it is a source of great relief to the management of the company to know that we are so well provided and prepared to cope with the results of fire or explosion.

The crews at the other mines—Glen Carbon,



Floor Plan of First Aid Headquarters of the Madison Coal Corporation.

Life and Work of William P. Rend, Coal Producer.

The record will be content with the recital that William P. Rend was born in County Leitrim, Ireland, in 1840, and died in Chicago on the last day of November, 1915. It may, because he was an unusual man, add that he made a business of producing and selling coal at the time when the nation was but developing that resource in an extravagant fashion. It may add, if the recorder is interested in such things, that he made far more than a comfortable fortune from his undertakings.

But the record, no matter how prolix in details and dates, cannot, without extending itself unduly, tell what this brilliant, eccentric and, sometimes, quarrelsome man meant to his trade, nor how he stamped a striking personality upon great sections of this country. Such things do not fall out of a mere recital of dates and facts, but only by a close comparison of the man and the time in which he lived.

His life covered a long span of years—seventy-five, to be exact. His work covered more than a half century. Within his working time he opened and operated coal mines in four states. He owned and operated ships on the Great Lakes. He owned docks and distributing plants in the west. He sold his product in a district where live more than half the population of the nation. In that great selling zone his flashes of brilliant merchandising and his keenness in production changed, more than once, the methods of doing the coal business and also the taste, as to fuel supply of the people.

To understand Col. Rend and all the episodes which make up his life history, it is necessary first to understand the times in which he lived, and the nature of the country where he worked. So, the first fact of importance is that he entered the coal business in Chicago the latter part of 1868 or the forepart of 1869. At that time, Chicago was a village and the present business district was a swamp. In the entire city, no street was paved.

At that time, the nation was flattened out financially as a result of the Civil War. It had not even begun to hope again—much less to plan for the great future in store for it—because it had no banking system worthy the name and no currency that was dependable. In a word, it had no program, and it had not yet brought forward the men who were to master it and make it grow.

At that time, the wealth was still beneath the soil, and seemingly locked there by forces which defied the ingenuity of a bankrupt people. But the wealth was there, and a few men knew that it could be dug up and used if only they had courage and worked. Still, the prospective manufacturer had no large assortment of raw material upon which to depend and the owner of natural resources had no market, because the manufacturing and the mining districts were not yet bound together by a chain of reliable carriers. Even the east was then served only by straggling and disconnected lines of inefficient railways. America was in those days a nation of great possibilities but no realization. It was a time which called for strong men who could be as ruthless as the obstacles they had to overcome.

William P. Rend, who was to take a truly great part in the dramatic program of his country, had been brought from Ireland at the age of seven and had been to school at Lowell, Mass. He had taught school in Maryland; had fought in some of the greatest battles of the Civil War; had moved to Chicago to become a surveyor or something of that sort for a new railroad about to be built; had, being disappointed there, gone to the Panhandle railroad as an assistant freight agent; and then, had become assistant freight manager for the Chicago & Northwestern Railway. That part of his life shows nothing except the natural bent of his mind. He was eager and venturesome but unsettled. He had not yet struck his gait. Still, he displayed even then a constructive bent and a willingness to undertake things which while hazardous and arduous, made for the solidification of our democratic empire.

He did not parley long over the pre-

The Pioneer of Ohio and West Virginia Passes Away in Chicago, Where He Had Done Business For More Than a Half Century.

liminaries of his career, for, in less than three years from the time he was discharged from the Federal army, he, with Edwin C. Walker, had formed the Rend Transportation Company, which was to do a teaming business in Chicago. He made, so it is said, a fortune out of that, because his teaming business tied together the eastern and western railways which had not yet joined their rails. As an outgrowth of this enterprise, he went into coal. He owned a coal dock, in those days, in Chicago, to which he shipped coal by boat on both the lake and the old canal. He distributed it from there by railroad to all points in the interior. Also, he sold it to Chicago people, as he continued to do through fifty years.

An incident which occurred in connection with that early dock property helps to explain what a length of time has passed since then and how conditions have changed. When this dock had been in operation for some time, James J. Hill decided to enter the coal business. Col. Rend sold him his first lot of coal—on credit.

In 1870, he branched out and became a producer of coal by opening a mine at Straitsville, Ohio. In recounting the methods then in vogue and later, he used to tell in his merry way what he did to introduce a new coal to Chicago when the Straitsville field could no longer meet the demand. His dock was on the Chicago river, a little above the center of the city. When a consignment of a new coal was due to arrive, he would invite all of the coal men and all the newspaper reporters to come to his place. When they had assembled, they would make an inspection of the coal while he, perched in a conspicuous place, would deliver a lecture telling them about its merits. The formalities ended, a luncheon would be served and champagne would flow like water.

"We could do such things in those days," he used to say, "because we had a margin of more than a nickel a ton."

After that, he opened the mine at Rendville, Ohio, and then the famous Number Six mine

at Gloucester, Ohio. It was the coal from the Rend Number Six mine which started the movement of Hocking coal into the west. No doubt it was the introduction of this coal which was responsible for the sprightly reminiscences just related. Before that time, other Ohio coals had commanded the western market; Hocking was an unknown quantity. It was Col. Rend who introduced it to the west where it remained an important, if not a predominant, factor until the day of his death. Incidentally, this Number Six mine was, at that time, the biggest in the United States. It was known and frequently referred to as the most remarkable coal property opened up to that time.

Shortly after exploiting this coal, he opened the Number Four mine at Jackson Hill and the Number Two mine at Gloucester.

All of these properties were sold to the Sunday Creek Coal Company when the late Judge Stevenson Burke got a long list of valuable coal mines together and tied them into a common ownership with the Columbus, Hocking Valley & Toledo Railway.

To open mines and to sell them out to a railroad combination at a profit seems in these days, when so much of coal history is an open book, a simple and natural thing to do. But the precedents had not, then, been established. Nor does the recital of the mere incident even so much as hint at the romantic story which is just beneath the surface. Judge Burke and his associates had, by one of the most brilliant feats of American finance, bought three railroads and vast coal properties with practically no capital but their courage. As a matter of fact, they started with about \$35,000 in cash and in a few brief months had financed their holdings for \$14,000,000. Such things could be done in those days of pioneering because the financial tricks, now old, were new and attractive.

Col. Rend and Judge Burke, both brilliant fighting Irishmen, were then the strongest of opponents, and had many a quarrel. They came to an open rupture when this coal combination was in its advanced stages, and their dispute was due to be settled in court. Burke stated his case to court and jury and Rend replied; after that lively preliminary when the quality of both minds was developed, the court took a recess for luncheon. In that short half hour, the two men came together. In the end, it was agreed that two such men should be working together instead of opposed to each other. After that, the Sunday Creek Coal Company took over the Rend properties and they made a part of the famous Hocking Valley collection.

Col. Rend next went to McDonald, W. Va., and opened the Laurel Hill mines—the No. One, Two, Three and Four. These he developed until they had a capacity of 1,800 tons per day each. While he was running these mines, he still owned a dock on the upper lakes over which he supplied coal to the warring tugboat lines. At that time the fight for towing business was so keen that the fastest tug got the "tow." The tug captains, who used to race for miles to get a short "tow," knowing that their business depended on their speed, bought the best coal they could get. The Laurel Hill was the product which seemed to suit them best, and Col. Rend prospered. He also sold his coal to the lake ships.

In the end, he sold these mines to the Pittsburgh Coal Company when that was forced about 1901.

These matters show the business shrewdness of the man, but they do not begin to hint at the difficulties which attended the opening of a coal mine in the mountain districts of West Virginia. The mining camps were isolated and it was only the roughest sort of men who could be induced to go there to work. At one time, these men went on a strike and the mining camp was in an uproar. To protect his property, Col. Rend caused to be shipped in a machine gun and some men to man it. He himself was on duty. They heard one morning that the mine was going to be attacked by a mob that night. Accordingly, the defenders of the property took a position in a commanding ravine and mounted



William P. Rend, Coal Merchant.

the machine gun ready for action. The miners, expecting to take the camp by surprise, were surprised in return, and the strike was broken.

After these mines with their interesting history had been sold to the Pittsburgh Coal Company, Col. Rend went farther back into West Virginia and opened five mines on Arbuckle Creek at Thurmond. There he was working the Fire Creek and the Sewell seams, both known now as the real New River coals. When he had developed these properties to full capacity, he sold them to the Berwind White Coal Mining Company.

While these mines were still in operation, he opened the Dugger mine in Indiana, from which he produced the Peacock coal that was made famous by his selling methods.

In 1907, he opened the mines in Franklin county, where he had, at the time of his death, the Number One and the Number Two. It was one of his great dreams, when he opened that coal, that one day he would find a method for coking this western coal. He hoped that he would be first to offer a domestic fuel that would satisfy the western trade as to smokelessness and also a by-product of gas to meet the growing needs of the western cities. He never realized that ambition, but he came as near to it as any man can. He was at the office for the last time on Saturday of last week. On that day, the news went round Chicago that a contract had just been signed for the building of a battery of ovens of a new style at St. Louis. These ovens are to make coke of Franklin county coal.

At the time of his death, Col. Rend was also operating a mine near New Lexington, Ohio, on the Cincinnati & Muskingum Valley Railroad.

When the last wage conference between the miners and operators was held, almost two years ago, Col. Rend attended some of the meetings held at the Great Northern Hotel. He was speak-

ing then of an incident concerning which very few knew. His reminiscences revealed the fact that he arranged for the first joint conference ever held between miners and operators. This first meeting was held in Chicago. Prior to that time, the individual operators had made contracts with their own men. These expired at different times and were not lived up to. The situation was semi-organized chaos. Mike Ratchford was then the head of what there was of the miners' union. He traveled to Chicago to talk over the situation and suggested that the miners and operators should get together and put an end to mining irregularities. He appealed to Col. Rend, who undertook to arrange a meeting of the mine owners, calling in Col. Sweet, Major Lemmon, Walter S. Bogle and a few others. Out of this meeting grew the joint conference which has become such a factor in coal trade affairs.

This, then, was the record of his life. He saw Chicago develop from a village into the second city of the nation. He saw the coal trade develop from an industry where the best handling equipment was a wheelbarrow to a point where a western coal is to be coked as a domestic fuel while the by-products will go to support a larger industry for the nation. He saw the railroads grow from practically nothing to the greatest system of transportation in the world. Of all this he was a part and with it he had as much to do as any other man.

And all the while he was not merely a "grinding business man." He made money, to be sure, but at home he was a cultured gentleman, spending his evenings with his violin, which he played exquisitely, or reading the classic literature in the original Greek and Latin. At other times he was a philanthropist, doing his charities modestly. He was a faithful churchman of the Catholic persuasion. His funeral was from Mount Carmel Church on Thursday morning.

as is evidenced by the fact that all of the men in their employ are union members.

The case was heard by Judge J. H. Evans of Booneville, Ark. Among other things, he says:

"There is nothing in the testimony which suggests that the refusal to employ Mike Broshears was on account of any personal prejudice against him, and it remains to be determined whether the proof satisfactorily establishes that the refusal to employ Mike Broshears was because of his affiliation with the U. M. W. of A.

"The proof is short and simple, and there is no witness who declares, and there is no direct proof in the record, that Broshears was active in matters affecting the organization."

Thus having declared that there was no evidence in support of the claim, Judge Evans proceeds to say that he doesn't consider direct and positive proof absolutely essential. He merely says that he got "an impression" from the argument and otherwise that the section in question was violated. On that "impression," he grants Broshears reinstatement and also compensation of \$3.34 a day "from November 27, 1914, until the final decision in this case and until Broshears is again employed."

Colorado Coal Merger.

DENVER, December 2.—A merger of nearly all the coal mines in Colorado excepting those owned by the Colorado Fuel & Iron Company, with a capitalization of \$25,000,000, has been arranged through the efforts of Charles T. Brown of the New York banking house of Henry L. Doherty & Co.

A tentative plan was submitted to all the operators by Mr. Brown several weeks ago, and he says the merger is practically assured. He told the operators that the annual business of the merged company would approximate 6,000,000 tons and that the earnings, exclusive of interest on the bonds of the underlying companies, but including all other charges, would be at least fifty cents a ton. Lost territory for sales in Kansas and Nebraska, it is believed, can be recovered and another 1,000,000 tons sold.

Forty-one companies, with a total issued capital of \$28,238,000 and a total bonded indebtedness of \$17,000,000, are included in the merger. These companies own 92,000 acres of land, lease 24,000 more and operate seventy-three mines. They have machinery and equipment valued at \$9,600,000. The annual production, as in 1914, is 5,085,008 tons.

Bituminous Prices Soar.

NEW YORK, December 3.—(*Special Telegram.*)—Bituminous coal is selling in the Pennsylvania regions at two dollars a ton at the mines. Sales were numerous at this price today and predictions are that next week will see prices much higher. New England buyers are in the fields and this has given quite a stimulus to trade.

While southern coals are easy at Hampton Roads, transportation cannot be secured for them to New England points. Practically every schooner that can stand insurance tests is going off shore. Rates from New York to Sound points have advanced radically, one dollar being paid to Providence from the southern ports; one dollar and fifty cents was paid to Boston.

Coastwise Coal Rates Soar.

As indicating the shortage of vessels for coastwise coal carrying, a charter was fixed on Tuesday for several barges from Hampton Roads to Boston at \$1.50. Practically no large schooners are now available, those offering for charter being mostly from 300 to 700 tons.

Sound rates have also taken a rapid advance, as witness the fixing of a boat from New York to Providence at \$1.

Coal Trade in Spain.

The American consul at Jerez de la Frontera, Spain, under date of October 5th, writes THE BLACK DIAMOND of the coal situation there as follows:

"Jerez de la Frontera is not a wholesale point in this commodity, receiving its supplies from Cadiz and Seville, and, there being no manufacturing industries, aside from the making of wine, the consumption is small. The annual consumption of the Province of Cadiz is 65,000 long tons of English and 35,000 of domestic, of which Jerez takes 6,000 tons of the imported stock. The gas plant, which is the largest local consumer, is a branch of the Compania Madrilenia de Alumbrado y Calefaccion por Gas, of Madrid, where all contracts for supplies are made."

The Illinois Rate Situation in a Nutshell.

While the eastern states are embroiled in a triangular rate dispute, Illinois and Indiana are confronted by a situation which may drive them to take action at any minute. Their situation may be condensed as follows:

"The Twin Cities (with a population grown from 366,350 in 1900 to 580,232 in 1914) offers the largest market for coal west of Chicago, while the recent extensive development of the cement, brick, tile, gas, public utilities, and other manufacturing enterprises, all substantial users of coal, has brought about intense competition directly with eastern coal moving from the docks at the head of the lakes.

"After various periods of rate war (from 1896 to 1904), between the lines serving the docks at the head of the lakes and the carriers handling northern Illinois coal, a basic adjustment was finally reached (August, 1904), naming a ninety-cent rate from Duluth and \$1.40 from Illinois mines and all south lake ports to the Twin Cities—all intermediate rates being predicated on such arrangement. This rate status prevailed uninterruptedly and with apparent satisfaction to all parties at interest for ten years, when in December, 1914, the northern Illinois and lower lake port rates were advanced to \$1.50, while the Duluth-Twin Cities rate was advanced only to ninety-six cents.

"The present effective tariffs (since October 1st, 1915) carry still an additional ten-cent advance from northern Illinois mines and lower lake port—with no change whatever in the Duluth-Twin Cities rate, which remains ninety-six cents, regardless of the thoroughly understood assurance of the carriers that no discrimination against Illinois coal was contemplated or would be permitted in their effort to secure additional revenue on coal.

"The maximum concession suggested for the new tariffs, now being prepared presumably in response to the insistent demand of the Illinois operators for fair treatment—contemplates the re-establishment on *fine coal only* of rates equaling those (on all sizes of coal) moving from the docks at Duluth and Superior to common northwest destination. The volume of the so-called major (Lump, Egg, and No. 1 Nut) sizes of Illinois coal, shipped to these same Northwest points, is from five to eight times the volume of fine coal that it is proposed to protect with the lower rate. The size coal from Illinois must bear the full burden of two discriminatory advances in rate within less than five years. It would seem apparent, therefore, that the Illinois Coal Operators cannot permit such neglect of their rights

to go unchallenged nor omit demand that they be fairly and fully protected in their equal enjoyment of the markets in territory that logically are their own.

"That the Duluth-Twin Cities rate is purely local and under the sole domain of the Minnesota Railroad Commission and cannot by order of the Interstate Commerce Commission, after full investigation, be made a proportional rate—predicated on a three party movement from eastern mines, via rail, boat and again rail (all interstate) to destination—is a matter that must be promptly—once and for all—determined, if Illinois is not supinely to acknowledge the perennial domination of the most attractive markets of the Northwest by eastern coal, moving, wholly illogically from a conservation of proper economic standpoint, over a 1,500 mile route at almost an equal transportation cost as compared with Illinois coal originating within 400-700 miles and moving all rail.

"The recent striking growth of coal production in these eastern coal fields (a substantial portion of which coal is produced by non-union labor) and this early repetition of discriminatory freight rate advance on Illinois coal indicates the peril of the industry in Illinois and makes its operators naturally apprehensive of this competition from the docks, which now pours thirteen to fifteen million tons of coal into this northwestern section each year via the lakes, all rail and car ferry. To see a territory in which Illinois mine owners have, after years of effort and at great cost, built up a market, ruthlessly closed to their product is a warrantable occasion for anxiety and concern."

Cross-Eyed Arbitration.

In the southwest, the question has been raised as to what sort of evidence is required to prove a violation of section four of the wage agreement. This is the clause which says that an operator may not discharge a man because of his affiliation with the union or his activity in union affairs.

The case in question arose because, on November 25, 1914, Mike Broshears, member of the miners' union, applied to the Deimer Coal Company for a position as shot firer or in some other capacity. He was refused employment. The miners' union declares that it was because he was a member of that organization and active in its affairs. The coal operator gave no reason. They contend they were not discriminating because they have no objection to any member of the union,



Window Displays in Dull Seasons.

In a middle western city is a coal retailer who has an exceptionally good show window. It is most effectively decorated at this time, with layouts of the various coals handled, price tags, and a little literature—of the right kind, etc., while on the other side of the entrance is a rousing electric-fan-red-tissue-paper fire. The window pleases those who pass. It is attractive and suggestive and as it ought to be.

But during the long warm weeks of the early fall those windows were sorry looking places. Of course the dealer was selling very little coal. Nobody was thinking about coal. The very time to call attention to coal by an appropriate window display. Instead these windows with the remains of former displays, bedraggled streamers of red crepe paper, and forlorn, dust covered heaps of coal in the middle of the floors, reminded passers-by of nothing so much as an almost empty summertime coal shed. They exerted no pulling power at all. But when the cold weather came and forced customers to the office or to their telephones, then the window man summoned the courage and enterprise to dress up his window—at a time when he did not need a window display.

He neglected an obvious and an available asset at the time when whatever help it gave the salesman would have been very much appreciated. Anything would have been better than the feeble showing he made. A window washer and a janitor with a broom and mop would have recommended the business more than the lamentable windows which were permitted to remain. Even a placard with some punk pun like "It's hot now but you won't need to sweat as hard if you see to it that you are coaled against the winter." The time to boost sales by window displays is when sales need boosting.

Why Not Do Your Coal Buying Early?

For the last few weeks, a great deal of space has been used up by the newspapers in advocating the merits of the movement, "Do your Christmas shopping early." There are many grounds put forth as reasons for provident purchasing and one on which a considerable part of the stress is laid is that belated shopping is awfully hard on the sales forces in the stores. Nobody knows better than the retail coal dealer that belated purchasers of coal work severe hardships on his mules and horses and his drivers. Let a sudden blizzard develop anywhere in the country. The next morning about all the traffic you see on the streets is composed of coal wagons, drivers bundled in lots of old clothes, mules or horses sweating but with icicles hanging from the long hairs about their nostrils. Each of these drivers is out in response to insistent demands on the part of some consumer. His alternate exertion in unloading and the drive to the yards again with clothing freezing on him is real cruelty. And the S. P. C. A. enthusiasts are busy at their windows, ready to jump on the miserable driver and his "abused" team at the slightest opportunity. Why not cite this set of circumstances as a good enough reason to "Do your coal buying early?" A suggestion to the effect that the various humane society organizations get behind some such movement ought to get their support and through them get inexpensive publicity. The coal trade man likes to send his teams and his men out in severe weather no better than they like to go. Yet procrastinating coal purchasers make it necessary to do so and there are a lot of people who do not reason but who see an

outfit with the dealer's name on the wagon and a horse with balls of snow and ice under his hoofs floundering about in the drifts and conclude that this dealer is "mean to his horses." Then they go and call out some other dealer's horses on the same kind of a day.

Grate Fires as Schools for Consumers.

Coal is coal to the average householder, one kind merely more expensive than another, except to those householders who have open fireplaces in their homes and who see the coal burn. Intelligent buyers, those who can be convinced of the superior merits of superior coal, are usually those who have seen it burn. Talk to a man or a woman, whose only knowledge of coal is that it is shoveled into a furnace, about the combustion of one kind of coal compared with that of another and you make no impression. Talk to those who have all their lives lifted lumps of coal from the scuttles beside their open fires and dropped them on the coals and you are going to get somewhere.

In a certain town where the smoke evil has been getting a lot of attention a greater degree of co-operation was obtained, it was noted, from those householders who heated their cottage homes with open fires than from the people who depended upon furnaces. The open fire is a good thing from the coal man's point of view and deserves his support. Whatever the future of the means by which homes are heated—and the trend is certainly in the direction of the central heating plants—the home maker will want an open fire on his hearth. The fireplace is continually doing the coal man a good turn and he can well afford to do what he can to encourage it.

Lift the Shadow From Your Coal.

Most of the people who are buying coal today read in their geographies, when they were in the grade schools, of the deplorable conditions under which coal is mined. They were bound to take for granted what they read about the poor, ignorant, miserable miner, the unfortunate and ground-down breaker boys who simply did not have a chance, and lurking back in their minds is such a thought whenever they give the subject of coal any special consideration. People who are up with the times at all know in a general way that conditions have improved, that machinery is lifting a good deal of the onus, that the child labor laws are freeing the children from serfdom, etc., but there is always a more or less distinct impression of misery which has been undergone before that coal was put on the market.

Now the coal man knows that such circumstances are exceedingly rare; that conditions under which the coal miners work are as good or better than those prevailing in many other industries. Pictures are usually available of the mining operations and mining towns where the coal handled is produced. These would serve to dispell this lurking delusion and would certainly be an influence in favor of the dealer who made use of them, together with a story of the mine and surroundings. At least they would go a long ways toward establishing good will and this is a matter which every business man wants for his business.

Mining Law Convention.

It is announced by the United States Bureau of Mines that:

"A convention that will act on recommenda-

tions regarding a general revision of the Federal mining laws will meet in Washington, D. C., on Dec. 16. All the known mining societies in the United States have been invited to send delegates, and it is hoped that the mining industry will be so well represented that the action of the convention will be regarded as expressing the wishes of the industry.

"Some of the resolutions that will come before the convention will recommend the fixing of a reasonable term of years beyond which placer claims shall be immune from attack on the ground of fraud, full privilege of appeal in all cases of contests over locations, recording of notices of mining locations so as to insure public notice, the abolishment of the law of the apex, and the appointment of a government commission, under an act of Congress, to investigate and to make recommendations as a basis for the revision of the mining law."

An Ad Criticism.

A certain retail coal company sends the advertisement shown herewith to the Ad Critic, but asks that the name be omitted for reasons known to them.

From a layout or type arrangement standpoint the advertisement seems to be a trifle crowded and is confusing to the reader. The general appearance of the advertisement catches the eye without making any one impression upon the reader. The Ad Critic suggests leaving out the illustration in the left hand corner and putting the catch line, "Don't Let Old Crimp Catch You Napping," in the center.

We have never heard of winter being called "Old Crimp," however it may be a common name



Don't Let "OLD CRIMP"

CATCH YOU NAPPING

THE COLD WINTER DAYS WILL SOON BE HERE.



NOW

**Is the Time to Order Your
Winter
COAL SUPPLY**

—when DELIVERIES ARE PROMPT. Don't wait until the last minute, until the real winter weather sets in, when the streets are filled with snow, when deliveries are uncertain.

Place your orders NOW and with us—you will be safe. OUR COAL NEVER DISAPPOINTS—that's because it's THOROUGHLY SCREENED, free from slate and dirt. It's all coal—get the best—

Phone Us Your Order Today

*ADVERTISER'S NAME OMITTED AS PER REQUEST.

Don't Take a Chance on Coal You Know Nothing About.

For Furnaces Our Coal positively cannot be excelled by any one—for it is apt for more heat and less clinkers. So what more do you want?—Then, too, our guarantee stands back of every load of Coal we sell.

The "Old Crimp" Advertisement.

in the section of the country in which this company is located, and if so the use of the name in connection with the advertisement is good.

With the catch line in the center, we would not suggest any change in the arrangement of the rest of the type matter or the illustration to the right of it. We like the idea of the helpful hint to users of coal for furnaces given in the illustration, and were we writing the advertisements we would give such a hint in every one of the ads—say a hint to housewives on cooking coal; to users of coal for heating stoves, and others with appropriate illustrations.

The argument presented is good. It is right from the shoulder and is stated in a business-like manner. It is logical and in logical order.

Joseph J. Kean, president of the Freesport Coal Company, has organized the West Side Coal Company in Detroit to operate retail coal yards. The former yard of the Contractors' Supply Company, on Woodland avenue and the Grand Trunk railroad, has been taken over and is being operated under the name of the Contractors' Fuel & Supply Company. A second yard has been opened on Dragoon avenue and the Wabash railroad, and a third is being prepared on Ferdinand avenue and the Wabash. Mr. Kean is president of the West Side Coal Company; R. H. Dewey, vice-president; M. L. Kean, secretary and treasurer, and C. A. Slater, a member of the board of directors.

Avoiding Mine Suspensions.

At the San Francisco meeting of the American Mining Congress a resolution was passed to the effect that the congress should use its influence to try, in some way, to avoid a suspension of the mines as a result of negotiations on the wage question this coming spring. The belief among coal mine operators is that this is a prolific source of trouble to the coal mines.

As Carl Scholz, president of the congress, put it, the present situation results in the spasmodic operations with driving of the output to the maximum one month, only to allow the mines to lie idle the next month. He considers this as distinctly to the detriment of both the operator and the miner. It makes hard work for the miner one month and causes him to lie idle the next. It raises a small percentage of coal prices one month only to have a small volume of coal or none at all sold the next month. This causes a user of coal to create storage facilities and storage piles perhaps at an increased price and thus influences the average price that is paid for coal during the year. The system, it is generally believed, does no one any good, but all concerned a lot of harm.

The matter has been discussed by the officials of the mining congress with officials of the various coal operating associations. They all think the aim is good. Every coal operator wants to get away from these periodical suspensions.

As to whether the mining congress should interfere in matters of this kind, opinion differs. The better class of coal operators do not believe this comes within the province of the congress.

Most all of the operators, while endorsing the plan, raise the question: How can it be made possible? Secretary Callbreath, who, perhaps, is responsible for the movement, suggests about the only practical way right now. He suggested that negotiations should be started early. That is, he believes, the miners and operators should get together about the first week in January. He thinks that between that time and the first of April there is plenty of opportunity for the two sides to discuss all the questions involved in an ordinary labor dispute. He believes that if the issue were clearly drawn before the middle of January the machinery of the government, of the coal operating associations, and the miners union could be used to straighten out any tangles before the first of April and thus get an agreement without a strike.

To this plan there is raised this one objection. The forehanded consumers of coal usually begin to create their storage piles about the middle of December. Some few begin as early as the first of December. By that time they have arranged for storage space and have set aside the money to pay for the coal. Therefore they have mapped out their program. To begin discussing the labor question after that does not prevent storage of coal which is the main purpose of the movement.

It is getting to be, for various reason, too late this year to handle this matter in such a way as to avoid the storage of coal. The miners union is committed to the plan of continuing work during negotiations, but this is clearly a palliative and no solution of the question. If the consumer went ahead on the general assumption that the miners were going to continue work there would be no assurance that a strike would not be called if the two sides could not agree. Thus the consumer might be lulled into a sense of security only to have the mines shut down and his supply cut off when his bins were bare. Plainly, then, the consumer cannot rely upon an amiable policy on the part of the union.

That the larger consumers take this view of the matter is indicated by the fact that some of the railroads already are beginning to store coal and the other railroads say that they will within a very short time.

In fact, the storage movement will be in full swing within the next few weeks. Following that will come the public utilities company and other large concerns which will start storing their coal by the middle of December and will continue during January, February and March.

It has been suggested, and the suggestion seems sound and good, that at the forthcoming conference between the operators and miners definite agreement should be reached that, six months before the expiration of the scale now agreed upon, the first meeting between the operators and the miners to negotiate a new scale shall be held. That is, it has been suggested that the first meeting be held in the first week of October preceding the expiration of the agreement. That will give six months in which to negotiate. Discussion will start fully three months ahead of the time when

the storage movement begins. If this is done, it will be possible for buyers to determine whether or not there is a serious likelihood of a strike. If there is no danger of a strike, the storage movement, of course, would be killed. If there is danger, then the storing of coal could be done with confidence and according to a more or less definite program.

Wabash-Pittsburgh Change.

A new interest has been created in the Wabash-Pittsburgh Terminal Railroad reorganization, which is of interest to the coal trade, due to the large coal land holdings of these interests in the Pittsburgh region.

Steps have recently been taken by Sutro Brothers & Co., H. P. Goldschmidt & Co., and other New York bankers to form a syndicate to underwrite the assessments on the first mortgage bonds of the company. The general situation is now much more favorable and the earnings of the property are increasing rapidly.

The general manager of the company says that the company's coal business could not be more satisfactory, both as to prices and as to output, which last month reached 300,000 tons. The company further is in a fortunate position in not having tied itself up with contracts at former low prices, but is now getting the benefit of current high prices, which are around \$1.50 a ton. Cost of production has reached a figure as low as the lowest cost operations of other similarly situated properties, and this, together with the high prices being obtained, will produce satisfactory earnings in the immediate future.

Several new coal operations have been started along the Terminal railway lines. The ore movement is showing a heavy improvement and the Carnegie Steel Company, which has always had a contract with the Terminal for delivery of traffic, and was always allowed to lie dormant, is again turning considerable business over to the Terminal railway.

Hocking Valley Rate Hearing.

(Concluded from page 446.)

coal prosperity of the states in question are so largely interested.

Some twenty years ago, he stated, Pittsburgh, as a basing point with a \$1.25 rate to Toledo, conceded the justice of a twenty-five cents per ton in favor of Ohio coal to the same destination over the western Pennsylvania field. A similar spirit of justice had prompted the railroads to extend the Pittsburgh \$1.25 rate to the Fairmount, Kanawha and other West Virginia fields. Comparative length of haul was not considered so much as the natural outlet for the coal, although a higher rate was afterwards established for West Virginia coal coming from more remote sections. Mr. Venning also urged the fairness of the Ohio rate into Chicago, as compared with \$1.90 for the Pittsburgh district and \$2.05 for certain West Virginia points. The force of his testimony was that further reduction in the Hocking Valley rate into Toledo would disturb the present rate relationship in all four of the states considered. The Pittsburgh and Fairmount districts might be expected to enter prompt protest should Hocking coal be given no additional advantages that were sought through this hearing. He claimed, further, that the several groups of destination points would lose the proper relative adjustment which they now enjoyed in the matter of coal rates, and injustice would be done to certain industrial centers. In the witness' opinion, the ton-mile basis of fixing coal rates was neither fair nor logical.

H. K. Wasson, general freight agent of the Hocking Valley Railway, submitted from the stand some figures having to do with the road's local and foreign coal revenues. The total tonnage for the year ending June 30, 1914, was 2,546,119 tons, representing 1,180,479,831 ton miles. The earnings on this coal, at the \$1 Nelsonville-Toledo rate then in force, for the Ohio portion of the tonnage, was \$3,653,122.41. Had all this coal been handled at the rate which the road is forced to accept foreign coal at Armitage, the K. & M. junction near Nelsonville, the year's revenue would have been reduced to \$1,106,922.83, bringing receipts down to something like \$100,000 below operating expenses. The rate on foreign coal, amounting to two and one-half mills per ton mile, the witness stated, while not compensatory if applied to the total tonnage of the road, yielded a small revenue, taking in connection with the earnings from Ohio coal. The former had to be taken on a low competitive basis, in order to get the business. Practically all of the foreign coal

originated on the Chesapeake & Ohio, which road fixed the through rate. The division rates were agreed upon by the traffic departments of the three participating lines—the C. & O., K. & M., and Hocking. Mr. Boyle, of counsel for the plaintiffs, drew out the admission that Mr. Stevens, president, and Mr. Capels, vice-president, of the C. & O., also filled the same offices in the Hocking Valley organization, and commented on the apparent inconsistency of their coercing the Hocking Valley into a competitive status with other carriers. Mr. Wasson insisted that the Hocking was not played a favorite, and that it was receiving only about half the tonnage that might be given to it by the C. & O.

F. V. Davis, statistician for the Ohio Bureau of Coal Statistics, was examined on his exhibit which gave the movement of coal originating on the Hocking Valley during the year ending June 1, 1914. The tonnage for on-line destination points was 507,330 tons, and for off-line consignment 1,355,228, making a total of 2,868,191 tons from mines located on the Hocking Valley lines. Of this 597,189 tons were railroad fuel and 398,444 lake coal.

It is understood that but one important witness in the Hocking Valley Railway defense remains yet to be heard, and that is Auditor Hodgson. He is regarded as the star witness, as it is believed that he has given elaborate preparation to a correction, from the railroad standpoint, of the exhibit of Mr. Hillman, chief rate expert for the plaintiff, on whose compilations the whole proceedings are mainly based, showing up alleged errors and false deductions.

Counsel Lewis, of the Toledo & Ohio Central, announced Wednesday evening, that in view of the thoroughness with which the Hocking had gone over the general ground, his defense would not require possibly more than one day. From present viewpoint it looks as though the arguments on the rate case would be reached by the middle of next week.

Coal Mining Institute.

The Coal Mining Institute of America will hold its winter meeting at the Fort Pitt Hotel, Pittsburgh, on December 21 to 23. The following is the program:

FIRST DAY, TUESDAY, DECEMBER 21.

10 A. M.—Business session.

1:30 P. M.—Question box.

"To What Extent Has a Machine Been Developed for Mining and Loading Coal?" Leader, S. A. Taylor, W. A. Weldin.

"What Part Should the Gasoline Locomotive Take in Mine Haulage?" Leader to be provided.

"Is the Purchase of Electric Power Advisable for Coal Mining Operations?" Leader, J. F. Jenks, general manager W. Penn Electric Company.

6:30 P. M.—Institute dinner.

SPEAKERS.

Sion B. Smith, "The Bearing of the New Compensation Act on the Coal Mining Industry of Pennsylvania." H. B. Mellor, "Mining Extension Work of the University of Pittsburgh."

SECOND DAY, WEDNESDAY, DECEMBER 22.

10 A. M.—"Concentrating Methods of Mining in the Lower Connellsville District," W. H. Howarth.

"The Use of Storage Battery Locomotives in Mines," S. B. Belden.

1:30 P. M.—"Permissible Explosives; Their Advantages," Joseph Williams.

"Their Disadvantages," Joseph Knapper.

"Mine Gases," Edwin M. Chance.

"A New Methane Detector," G. A. Burrell.

THIRD DAY, THURSDAY, DECEMBER 23.

10 A. M.—"Welfare Work and Its Relation to Workmen's Compensation," J. H. White, Bureau of Mines.

"Workmen's Compensation and Mine Safety With Reference to Cost of Coal Production," H. M. Wilson, director American Mine Safety Association.

General discussion.

Adjournment.

The Lehigh and Wilkes-Barre Coal Company with offices at No. 143 Liberty street, New York, has issued the following circular: "The Supreme Court of Pennsylvania, on October 28, 1915, declared unconstitutional the act of June 27, 1913, imposing a tax of two and one-half per cent on the value of anthracite coal prepared for market. When assured by the commonwealth of Pennsylvania that no further proceedings will be undertaken to enforce payment of this tax, the amount of tax collected by this company, under this act, will be refunded. The tax now being added to the price of anthracite coal sold by this company is imposed by a later act of the legislature of Pennsylvania, approved June 1, 1915, which supersedes, as of that date, the act recently declared unconstitutional. The validity of the later act has not been determined."

It is announced that the Jeffrey Manufacturing Company has opened a new branch office in the M. & M. building at Milwaukee, Wisconsin. The office will be in charge of A. Q. Dufour, who is qualified by long experience and training to solve elevating, conveying and transmission problems.



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Saturday, December 4, 1915.

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Avoiding Suspensions.

We are approaching another period when a contract between the operators' associations and the miners' union will have to be made. With that comes the possibility, and, indeed, the probability that we shall have a suspension of the mines. With that comes the suggestion that we shall have either to store coal to tide over the period of suspension or business will have to stop until the miners and operators compose their differences. Today we are, in consequence, hearing the same old suggestion that some way ought to be found to reach an agreement without these costly suspensions.

The reasons advanced in favor of no suspension are quite sound and can be expressed tersely:

First, the storage coal is put in by those who have no contracts at an increased price of fifty cents to \$1.00 a ton. This increased price is not paid to the operators, as a rule, but to some jobber or scalper. The profits do not go to the mining business but to the middle-man. Still, the operator pays the price because the consumer, having appropriated so much money for fuel, and having paid an excess amount for his storage coal, wants to and does cut down the price of his regular supply.

Second, those who get coal on contract take it at the time when production costs are highest and when transportation is most difficult. This results in imposing on the operator at one period and in robbing the mining company at another. In a word, the mines are compelled to do—and to be equipped to do—in January, February, and March, the business which ordinarily they would do in the first five months of the year.

Third, coal put into storage is not satisfactory, as a rule, for the reason that extra handling makes extra degradation.

Fourth, the need to create storage piles in the first few months of a strike year compels the operators to over-develop their productive capacity.

Fifth, the high prices paid prior to the strike, give a false impression of the profitableness of the coal business and invite new competition for the mines.

Sixth, abnormally high prices in February and March are always followed by abnormally low prices in April and May, if the anticipated strike does not occur.

Thus everything is against and nothing is in favor of a suspension of the mines every time the wage contract is to be renewed. The all important question is: How are we going to avoid the suspension? It will not do for the consumers to refuse to store any coal because that endangers them without changing the situation. It will not do for the operators to fail to develop their mines to take care of this storage demand, because that would simply invite competition to come in and supply it. It will not do to rely upon the miners to be decent, and, therefore, not to strike because that is an effort to control an uneducated element in human nature which is a hopeless proposition.

It occurs to us that the thing to do is to change the character of the contracts. To change the time in which contracts are made would serve no purpose because we would have the same old proposition over again except at a different period of the year. But we can change the character of the contracts and the length of time that they are supposed to run.

In this connection we recommend to the operators and to the miners' the adoption of some such a system as is employed by the railroads in dealing with the locomotive engineers. To do this we must get away from the theory that the coal miner can automatically get an increase in wages every two years or every year. We must adopt the other theory, namely, that since the preliminaries have been worked out by these frequent conferences, coal mining is worth so much money and it continues to be worth that much money until the general coal trade conditions are radically changed.

In a word we believe that coal labor contracts should be indeterminate.

The World Opens.

American coal buyers are facing an interesting and a puzzling situation in the increasing demand for coal abroad. There is at the minute, enough data on the foreign demand to indicate this much: France, up to the opening of the war, had a consumption of 60,000,000 tons of coal per year, and a production of only 40,000,000 tons. There has been a deficit,

therefore, of something like 20,000,000 tons yearly, which has been made good to the extent of 10,000,000 tons by shipments from England and to the extent of another 10,000,000 tons from Belgium and Germany. America did a fragmentary business only along the southern border.

The war, with its prospect of changed relations hereafter, changes the situation completely. It will be quite a while before Belgium can produce any coal. It will be impossible for Germany to sell any coal to France for years to come. It is a grave question whether England is going to be able to produce the amount of coal which France is going to require. The only available other market is in the United States.

France, however, is in no mood to take miscellaneous offerings from America. It has a somewhat spoiled notion of what coal quality is. It has been buying the best of the English product and its own coal has been by no means of an inferior quality. Because its supply has been of a high order, France has never studied combustion very much, and is not disposed to do so now. Therefore, France will make a demand upon us for the very best grades of our coal, and preferably those which run below twenty-five per cent in volatile matter.

But, the French situation is not the only one which commands the attention of our coal producers. Spain is in the market for something like 3,000,000 tons of coal per year, and is looking in this direction to get its supply. Spain, therefore, is a very likely customer for the American product and may even provide the ships to carry it. However, Spain is going also to want our coal of best quality, which means our coal running less than twenty-five per cent in volatile matter.

It is possible to expand this situation, but only to find the same thing pertaining to the demand along the Mediterranean and in Central and South America. The world market as a matter of fact is open for our coal, but that same market is very much inclined to take not a miscellaneous assortment of coals but the best we have.

The situation at home is about as follows. This low volatile coal has, for various and obvious reasons, been the one which American buyers wanted. Cities, for example, insist upon smokeless combustion. Furnace owners are inclined to follow the line of least resistance and therefore to buy a coal which burns smokelessly. America as a consequence, has been hanging fervently upon the mines which supply this low volatile and high grade coal.

However resourceful the mines which produce this coal may be, they are not by any means omnipotent. They cannot, in a word, supply all the rest of the world and take care of a steadily growing demand at home. That can't be done, first, because the section is limited and, second, because the transportation developments are limited. Therefore, America must make choice of two things. It must abandon, in a sense, its foreign trade, which the operators will not do, or the consumers at home must learn to use a coal higher in volatile matter, or learn to manufacture a fuel product which is lower in volatile matter.

Making Coal History.

Those of us who are so intimately associated with it every day may not realize the fact but it is true that we are passing through one of the most interesting epochs in the coal business. We are making coal history perhaps far faster than most of us realize.

The present epoch finds expression in two things. The first one is a tremendous effort to simplify the selling mechanism. First there is the effort to extend our sales abroad and therefore to lengthen and broaden our market zone. Second, we are trying to reduce the number of times coal must be sold between the time it leaves the mine and the time it gets to the ultimate consumer. Efforts in that direction are particularly worth studying.

However, the biggest expression of this era is the formation of various kinds of coal associations. There never was a time when so many organized efforts in the coal trade were under way at one time. This is the most interesting movement that has ever been undertaken by business as a whole or by any one industry. This can be called, in the last analyses, nothing more nor less than an effort to control the human nature in business. We may give the effort itself a great many high sounding names such as a co-operative movement, a live and let live proposition, a movement for the "good of the order," or an association movement. But, whatever the title, it all resolves itself back to an effort to control the human nature in business.

That, if any one inquires and seems anxious to know, is quite a sizeable undertaking. It is an endeavor not only to control self-interest and to educate it to be enlightened self-interest, but it is an effort to bring under common control also the primary instinct of human nature which is self-preservation.

We are right in the middle of this interesting epoch now and it is no time to write the conclusions of the whole thing nor is it time to draw any lessons from the success or failure of the effort. It will, however, prove interesting to the coal men to look around and observe the actions of human nature under the circumstances. In the end, we may know whether it is going to be possible to make such a Utopian thing an abiding force in such a perfectly selfish undertaking as a business movement.

Just a Suggestion.

Labor in the coal mines is scarce. Before the winter is over it will be much more so. The demand for labor will next spring be in excess of the supply. That will make the working man independent, in a sense. Consider that fact alongside two others.

First, we cannot get a new supply of mine workers from abroad as we have done in other years.

Second, for the first time in six years the agreements of the anthracite and the bituminous workers expire at once. The unions therefore have a tremendous leverage.

Will the miners next spring force the advantage given first by a shortage of labor and second by the fact of two agreements expiring at one time? Will we,

therefore, have a big labor dispute on our hands?

Under the circumstances, what is the part of wisdom for the coal buyer—to let his need for coal run until the last minute and hope to get enough to carry him through or to satisfy that need now when coal is to be had?

Causes of Business Distress.

The Bureau of Business Research of Harvard University has just issued a report on its investigation into the cost of doing business in retail groceries and meat markets. It shows that the gross profit ranges between a minimum of fourteen and six-tenths per cent and a maximum of twenty-seven and nine-tenths per cent. The report says:

"Within this range the bulk of the figures are between eighteen and twenty-three per cent. The most common or typical figure is twenty-one per cent."

That is, according to this report, the average "mark-up" of the retail grocery business is about twenty-one per cent. This, it must be remembered, is twenty-one per cent on the business done and not so much on the capital invested.

By way of contrast, it is frequently shown by retail coal men that the average "mark-up" on retail coal is three and one-half to four per cent on the volume of business done.

The Harvard report goes on to say that regardless of the large "mark-up" the average retailer does business at practically no profit or at a net loss to him when his salary and interest on the money invested in his business are considered. In the retail coal business, a similar report would show that almost precisely the same thing is true. That is, regardless of the "mark-up" the retailer is doing business without profit or at an actual net loss.

A great many articles and editorials are almost sure to be written on this subject, and from a great many points of view. Perhaps the preponderance of opinion will be that this showing condemns the competitive system under which business is laboring. There is no doubt that the competitive system, when carried to the extreme, is economically unsound and in a sense vicious. At the same time this, in our opinion, is not the point particularly in this report of the Harvard Bureau. The real point is that regardless of our elaborate experience, we have not profited by learning to distribute more cheaply. In a word, we are still tyros on the subject of distribution and selling. We are doing things today because we are accustomed to doing them that way rather than because they are the right things to do.

The point, as we have said before, is that we are a producing and not a merchandising people. If it cost us as much to produce as it does to sell, the whole nation would be scandalized because that would go against our producing sense. We are not following precedent in production; we are constantly making new precedent. That is why we cut production costs.

However, we continue to sell in the same old way, because we have not made a cult of cheap selling. Therefore, in selling, we are doing things not because they are right, but because that is the way they have been done from the be-

ginning. A new era is dawning and with it will come careful and close study of better ways to sell and distribute. The first requisite is to destroy the notion that there is any divinity in our selling methods.

Tariff Commission League.

We endorse, unequivocally, the movement for the revision of the tariff by a commission, rather than by the dominant party in Congress. We endorse, as necessary to the success of that movement, the Tariff Commission League.

There are four reasons why we endorse the idea of tariff revision by commission:

First, the tariff is an intricate economic subject. It is designed, first, as a fiscal instrument of the Government because it is depended upon to give the nation a good part of its revenue. It is an economic subject because duties imposed on imports almost automatically fix the possible minimum selling price of commodities behind the tariff wall. Flowing from that is a whole social and economic system which, in the end, influences every phase of our life. The subject is entirely too intricate to be understood by the laity; it is entirely too complex to be understood even by the majority of members of Congress. In a word, it is a subject which requires expert treatment.

Second, we have lived under a protective tariff system for more than fifty years. The country has become acclimated to it. We cannot change over from a high tariff to a low tariff, and become acclimated to the new condition in such a short period as four years.

Third, sober thinking people of America have come to believe in neither a very high tariff nor in free trade. They want the medium somewhere between. However, under partisan political control, we must have either a very high tariff, or free trade. Therefore the wish of the people is defeated when the subject is in politics.

Fourth, to leave this question to the decision of the electorate presupposes not only a very high order of intelligence on the part of the people generally, but an educational system and a public press capable of giving the people information without bias. We have neither a good educational system nor an unbiased press. Therefore the people have no fair information, and, therefore, they cannot be intelligent on this question.

For these reasons we endorse the efforts of the Tariff Commission League. Some persons connected with that league are not the kind of men and women who command universal respect. Others are of a high order and are respected because their views are sound. Regardless of personnel, we endorse the league on the theory that every movement must have a head. When a thing has to be done, even a bad head is better than none at all. By this we do not say that the league is made up of those who cannot decide properly. On the contrary, we believe it is as good a board as could be gotten together in America. Seeing the need for a head for this movement and seeing that the majority of its members are sound and command respect, we endorse the league as the leader of the movement even as we endorse the movement on account of its inherent merit.

News Local to Chicago.

Henry E. Patrick visited St. Paul and Minneapolis this week.

W. W. Chapman, president of the North West Coal & Supply Company, Minneapolis, passed through Chicago this week on his way home after visiting the Kentucky coal fields.

A. R. Stone of Albia, Iowa, while in Chicago this week said the consumption of Illinois coal in the Hawkeye state was growing rapidly and 1915 figures should show a substantial increase over the previous year.

James P. Danson of Great Falls, Montana, was in Chicago for a few days this week. He is meeting with great success putting Great Falls coal on the market and expects his operation will run to capacity all winter.

Barney Cavanaugh, father of the late Joseph Cavanaugh, died December 2d in a Milwaukee hospital. Mr. Cavanaugh was a conductor on the Northwestern Railroad for a score of years and was known personally by a great many of the Chicago coal trade.

It is estimated that the failure of boats to take the smokeless lump and egg coal to the northwest from the lower lake ports diverted to the Chicago market something upwards of 25,000 tons of this free coal. Some students of the market estimate that it will take about three weeks to clean up this accumulation.

The Kantishna Club will hold its second informal dinner Tuesday evening, December 7th at the Auditorium Hotel. Charles M. Moderwell, president of the Illinois Coal Operators' Association, principal speaker of the evening, will address on "Friendship in Business." Arthur G. Taylor, sales efficiency expert, is also on the program.

A meeting of the coal operators of Indiana was held at the Auditorium Annex on Monday of this week. The principal matter up for discussion was the freight rate situation and especially the recent proposal of the various lines to the Interstate Commerce Commission that the rate to Chicago shall be advanced five cents a ton. It is altogether likely that a formal protest against this increase in rates will be made by those operators.

A sidelight on the Chicago market within the last week came out of the effort of two or three sales agencies who had anthracite up to demurrage and tried to find a place for it. All told, the demurrage coal was upwards of 200 cars according to various reports. In order to stop the payment of demurrage and therefore to find a lodgement for this coal the selling agent allowed the retailer to take it in if he would pay the freight and then pay the operating company for the coal after it had been sold.

Two reports have been around Chicago within the last week concerning the new Roberts oven. One is that the experiment with this oven at Chattanooga has convinced the coke people that this device cannot only coke coal in fourteen hours, but it can handle some of the western product. Accordingly, so the report runs, a battery of ovens has been ordered erected at Granite City near St. Louis, the intention being to carbonize Franklin county coal. Another battery of the same ovens will be erected at Canal Dover, Ohio.

The announcement was made on Friday of this week by some of the operators in the Smokeless coal field that the new schedule of prices on lump, egg and nut will hereafter be as follows: Lump and egg in hopper cars, \$1.85; lump and egg in flat bottom cars, \$2.00; nut in hopper cars, \$1.60; nut in flat bottom cars, \$1.75. This is the first time that any coal company has ever named a differential in the price on the same size to cover the kind of equipment in which the coal is moved. The shortage of flat bottom cars has induced some of the operators to suggest that if the retailer specifies that sort of equipment, he should pay a higher figure for the coal.

The Interstate Commerce Commission has just decided the Chicago switching reparation case. In this, Thos. W. Gilmore & Co., et al., were plaintiffs and the Chicago & Northwestern Railway, et al., were defendants. The commission thus summarizes its decision: "Upon presentation of the issue whether or not complainants have been damaged and are entitled to reparation because of the payment of charges on carload shipments of coal, Held: 1. That complainants in Gilmore & Co. v. C. & N. W. Ry. Co. and in Hiners

Co. v. N. & W. Ry. Co. have not proven that they were damaged by the payment of charges which were found to be unjustly discriminatory. In a discrimination case the measure of damage is not the difference between the two rates, but is a fact that must be proven with the same definiteness as would warrant a judgment in a court of law. 2. That complainants in Lill & Co. v. C. & N. W. Ry. Co. have been damaged and are entitled to reparation to the extent of ten cents per ton on certain shipments and five cents per ton on others because of charges which were found to be unreasonable. No damage proven on that part of the charges which was found to be unjustly discriminatory."

Col. T. N. Mordue of Castner, Curran & Bullitt says that times such as these develop the morality or the lack of it among the Chicago retailers. As proof of it he recited a conversation which recently took place between one salesman who tries to dispose of smokeless coal and one retailer. They had a contract calling for the delivery of five cars of smokeless mine run a week. He notified the salesman to discontinue shipments. He said in doing so "I want to be very candid with you. I am not shutting off shipments because I don't need the coal, but because I can now get plenty of lump and egg at mine run prices. I want that lump and egg to improve the size in my mine-rune pile." The salesman inquired casually "What becomes of your contract?" "Oh," said the retailer, "a contract is worth nothing and means nothing except that I commit myself to buy coal from you so long as I please to do so and so long as the price is right. A contract in fact is not worth the paper on which it is written." The point of this anecdote is that the retailer in question was one of the so-called substantial concerns doing a retail business in Chicago.

Some of the Chicago operators who are working to avoid a suspension of the mines on the first of April next have recently been in touch with John P. White, president of the United Mine Workers of America. Mr. White has replied in general terms. He says that it is the policy of the Miners' Union to have the men work during the continuance of negotiations for a new wage scale. He believes that the same policy will prevail this next spring. He believes also that the miners will follow the union program. This seemed quite encouraging until the fact was brought out that while Mr. White was president of the union he cannot commit it to any such policy without a referendum of the union and no such proposal has been put up for a referendum vote. Therefore what he says is merely a meaningless statement of what amounts to an amiable intention. There is nothing concrete about it and therefore the consumers of coal are not warranted in accepting that as the last word on the subject. Therefore some railroads are already storing coal and others, so their officials say, are getting ready to buy coal for storage purposes.

N. H. Kendall, commissioner of the Chicago Coal Merchants Association, made the following announcement on Tuesday: "A very interesting meeting, in connection with the work being done by the cost and system committee, will take place in this office, 1004, No. 417 South Dearborn street, Friday, December 3d, at 2 o'clock p. m. The subject, at this meeting, will be the consideration of a report to be made by the committee on retail sales and accounting. The committee finds that it is impossible to confine its report strictly to the cost of selling. In their meeting held the 26th inst., it was demonstrated that all of the items going to make up the entire cost of doing business must be considered. They have a large amount of very interesting data, and have secured Mr. Shepard, of the accounting firm of Shepard & Hutchison, who will be present to assist in the discussion and answer any questions put to him pertaining to accounting. The costs and systems committee is endeavoring to secure all data possible on the subject, and they are very anxious that members reply to the following questions: 1. Do you take a trial balance monthly? 2. Is your bookkeeper a man or a woman? 3. Are you interested in a uniform method of figuring costs? 4. Do you handle material other than fuel? 5. Have you any cost system which you are willing to give the committee? 6. Please give us a list of expense items you include when figuring your cost of doing business."

Anthracite Developments.

The Madeira-Hill Company will strip a large vein of coal west of Mahanoy Plane. At that place there is a large mass of coal which was not heretofore accessible until a recent ruling of the court in the injunction proceeding of the P. & R. vs. Lawrence Company. The court has decided that the coal can be removed under a certain guarantee. The C. K. Shipp Co. of Wilkes-Barre have several locomotives, steam shovels and dump wagons on the grounds and work will be started immediately.

The Lehigh & Wilkes-Barre Coal Company will strip about 1,200,000 cubic yards near their operation at Audenried. The contract has been awarded to Arthur E. Dick, a well known contractor of Hazleton. Mr. Dick is at the present time stripping the No. 1 East Extension stripping between Audenried and McAdoo.

Control of the Diamond Water Company of Hazleton has been secured by the Lehigh Valley Coal Company, according to the *Hazleton Sentinel*. The sale is stated to have been prompted by the desire to have the Diamond Addition adequately supplied with water. Under existing conditions, there are but five or six feet of water remaining in its main dams, despite a particularly rainy season this year.

Small Activities.

The Maryland Coal & Coke Company, with headquarters at Philadelphia, announce that its New England business, which has heretofore been handled through the Boston office, will, in the future, be taken care of through the New York office. Also, effective November 1st, Mr. George E. Dunn, formerly New England agent at Boston, was appointed manager of the New York office, at No. 17 Battery place. Mr. William S. Johnson will be his assistant, and will be given the title of assistant manager of New York office. On or about March 1st, 1916, this company's office at Boston will be discontinued.

The eastern bituminous market had struck an active gait on Tuesday, buyers, it appearing, becoming more eager for coal than they have been in some time. Prices for most any grade of coal in Central Pennsylvania were not lower than \$1.50 per ton at mines, with good and choice grades selling up to \$1.65 and \$1.75. Western Maryland coals were selling in some instances up to \$1.50. Not only were buyers seeking New York dealers for coal, local offices being plentifully supplied with out-of-town visitors, which gave a tinge of optimism to the local trade. Operators in the regions are said to be very bullish on prices, due largely to the fact that middlemen are visiting them daily now trying to secure coal, and that their advances as to values advance as buyers become more eager for prompt tonnage.

The harbor boat situation is a trying one these days, especially for the transportation company that has contracts at a low price, and has to go into the market to get bottoms. The heavy demand for boats of any kind for handling munitions and merchandise from the railway piers to vessels in stream or at docks that can only be reached by water transfer, is so very heavy that prices that some months ago would have been declared to be beyond all reason, are now being paid for almost anything that will float. Where in the good old summer time a 300-ton boat could be secured for \$3 per day, four times that amount will not secure one today. In fact, it is hard to find a free boat now at any price, and the retail coal dealer who has not protected himself, either by ownership or control of harbor boats or by time charters, is having his troubles.

Some of the coal men who find coal cars on demurrage after a certain number of days, if they are not unloaded when they arrive at destination, were very much astonished during the past week to learn, due to the congestion of loaded freight cars in the territory of New York City, that no demurrage was being charged shippers on a lot of munitions, steel and other products that was shipped to New York for export. Some cars are said to have been held for six weeks or two months, according to reports, and as a result, the railroads announced that the free time for unloading would be cut from thirty to fifteen days. Coal goes on demurrage on some lines in twelve days, and fifteen days is the maximum on any of the eastern lines. On Saturday of last week it was estimated that there were 16,000 loaded freight cars in the vicinity of New York containing products for export. So great was the congestion that several of the lines declared embargoes until the congestion is cleared up.

Facts Which Determine Our Export Prospects.

The Export Situation.

Shortage of vessels has brought about a very material decline in exports from all the seaboard ports. For instance, last week Baltimore only exported two cargoes, both of these aggregating just a little over 1,100 tons. One went to Cuba and the other to Honduras.

Hampton Roads is showing up better, but the shortage of vessels there is more serious than at any time since last spring. Coal is plentiful there, but prices are firm.

Bunker business is good at all of the upper ports. The decline in demand has been most heavy at the Hampton Roads ports, due to the shortage of vessels calling for cargo lots.

That steamers heading for the United States are starting out from originating ports with very little coal in their bunkers, is indicated by the fact that early in the week the following vessels have put into Bermuda for bunker coal: British steamer Indrawadi, from China and Japan for Boston; Spanish steamer Mar Caspio, from Palmas for Baltimore; British steamer Eriner, from Genoa for Hampton Roads; British steamer Strathard, from Havre for New York; British steamer Silvercedar, from Bordeaux for New York; Norwegian steamer Loch Tay, from Rotterdam for New York.

The Swedish railways are said to be in the market for 300,000 tons of "doubled screened" coal, transportation to be arranged later.

Coastwise schooners are being diverted from domestic trade by fancy rates for export. There were several fixtures this week of large schooners for South America.

A new collier of 5,500 tons capacity, recently launched for a coal company, has been placed under charter for a trip to Archangel at \$30,000 per month. She will take a general cargo.

Other coastwise coal carrying steamers are being diverted to the off-shore trade due to fancy rates, being paid for grain and merchandise.

Conditions in Ecuador.

The American consul general at Guayaquil, Ecuador, writes THE BLACK DIAMOND under date of October 14, on the coal situation there as follows:

"The war has had no appreciable effect on the consumption of coal in Ecuador, as its use is limited to the Guayaquil & Quito Railway, and Compania de Alumbrado, the coal used in the government war vessels being purchased from the above.

"The price paid for the last shipment of coal received by G. & Q. Ry. Co., was \$2.75 per ton in Philadelphia.

"Welsh coal is not imported into Ecuador.

"Conditions for discharging have not been altered, the gas company coal being discharged at their own wharf, and that of the railway company on lighters.

"All coal is imported from Australia or the United States, the quantity remaining about the same year after year."

September Exports and Nine Months.

Exports of coal from the United States for September and comparisons for nine months, is shown by the Department of Commerce and Labor to be as follows:

	September		1915		1914		Nine Months Ending September—		1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Coal—										
Exported to—										
Canada	369,213	2,063,947	276,583	1,448,383	3,119,522	16,501,586	3,017,158	15,807,511	2,538,305	13,201,555
Argentina			134	955					2,469	15,153
Brazil	6	46					6	46	2,415	9,518
Uruguay									605	3,367
Other countries	5,869	27,303	13,073	63,235	53,480	255,045	44,893	223,740	50,960	233,915
* Bituminous	1,857,520	\$4,570,005	1,832,977	\$4,674,423	13,793,963	\$34,777,105	10,902,780	\$26,779,590	12,421,560	\$32,317,936
Exported to—										
Italy			324,925	980,033					2,348,870	6,972,044
Canada	1,202,930	2,581,801	944,800	2,025,305	10,283,998	24,826,230	7,241,856	15,815,947	5,682,455	12,104,488
Panama	23,166	62,549	59,969	165,622	387,582	1,048,753	214,131	576,185	389,419	1,069,138
Mexico	42,312	163,529	21,787	93,052	397,753	1,142,285	257,380	930,522	238,033	1,083,173
Cuba	97,787	277,418	109,269	315,796	983,322	2,657,947	793,898	2,216,630	848,805	2,349,370
Other West Indies and Bermuda										
Argentina	64,099	193,201	44,835	139,528	461,645	1,342,747	479,923	1,428,666	353,440	1,093,344
Brazil	55,567	174,377	56,305	167,080	55,877	156,393	193,786	583,737	719,019	2,169,014
Mexico	45,846	145,092	61,223	178,483	211,045	674,786	201,071	647,800	544,194	1,631,382
Uruguay	4,929	14,787	4,275	12,184	5,163	14,992	61,443	182,213	135,065	395,492
Other countries	320,884	957,251	205,589	597,335	1,004,508	2,912,969	1,459,292	4,347,890	1,167,260	3,450,791
Total coal	2,252,603	\$6,661,301	2,122,767	\$6,186,996	16,966,965	\$51,533,735	13,964,837	\$42,810,887	15,016,314	\$45,781,444
Coke	28,510	109,490	59,395	232,229	662,863	2,479,281	485,171	1,810,507	573,084	2,205,057

*The above figures do not include fuel or bunker coal laden on vessels engaged in the foreign trade, which aggregated during the month and nine months ending September as follows: September, 1914, 673,372 tons, valued at \$2,221,615; September, 1915, 651,788 tons, valued at \$2,174,705; nine months ending September, 1913, 5,763,584 tons, valued at \$18,709,694; 1914, 5,711,948 tons, valued at \$18,911,185; 1915, 5,678,815 tons, valued at \$19,100,942.

English Coal Exports.

Exports of coal, coke and manufactured fuel from the United Kingdom during October and the first first ten completed months of 1913, 1914 and 1915:

Country—	1913.	1914.	1915.
Russia	756,112	19,107	2,890
Sweden	503,863	525,357	183,147
Norway	200,079	197,813	195,514
Denmark	281,369	313,873	185,511
Germany	835,839		
Netherlands	167,299	108,351	171,094
Belgium	181,591	82,148	
France	1,077,519	1,006,066	1,602,306
Spain and Canaries	328,971	200,708	167,923
Portugal, Azores & Madeira	94,748	65,434	84,069
Italy	910,513	705,346	559,534
Austria-Hungary	103,433		
Greece	84,033	20,632	16,864
Roumania	47,864		
Turkey	61,728	12,069	
Algeria	108,422	31,896	66,889
Portuguese West Africa	10,903	4,166	6,114
Chile	35,310	10,382	385
Brazil	147,943	71,596	22,274
Uruguay	33,162	46,043	18,173
Argentine Republic	297,148	173,068	36,553
Channel Islands	14,726	12,317	8,924
Gibraltar	25,311	15,116	26,744
Malta	42,068	13,193	12,806
Egypt (including Anglo-Egyptian Sudan)	229,100	167,770	74,353
Aden and dependencies	20,881	16,967	1,476
British India	14,216	12,523	715
Ceylon	23,764	16,834	
Other countries	101,103	95,122	53,656

Total anthracite	281,443	154,855	313,259
Total steam	4,952,643	2,939,525	2,376,391
Total gas	1,026,497	638,971	621,767
Total household	159,373	136,297	63,451
Total other sorts	319,517	74,849	155,178

Coke	6,739,473	3,944,497	3,530,546
Manufactured fuel	150,955	150,879	113,499
	169,500	56,005	127,024
	7,059,928	4,151,381	3,771,069

TOTALS FIRST TEN MONTHS.

	1913.	1914.	1915.
Anthracite	2,470,034	1,990,021	1,834,116
Steam	44,708,116	37,588,990	26,371,294
Gas	9,610,209	8,964,721	6,275,672
Household	1,495,206	1,244,893	927,486
Other sorts	2,972,796	2,272,221	1,536,190

Coke	61,257,261	52,060,846	36,944,758
Manufactured fuel	989,010	975,204	798,188
	1,711,865	1,487,953	1,087,660

Grand total

NOTE.—The figures in the above table do not include admiralty and certain other shipments.

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, report as follows under date of November 29: Nineteen shillings per quarter (which is about eighty-nine shillings per ton) has been paid on grain to the west coast of Italy and Mediterranean rates are firm and advancing.

South American rates are practically the same as a week ago while rates to the West Indies are firmer.

We have chartered a few steamers for export coal since our last report but none of these fixtures have been reported.

The only way in which coal chartering can be arranged is by shippers getting orders firm in hand, so that they are in position to make firm offers, and although tonnage is more than scarce, occasionally steamers can be obtained if shippers can pay market rates. In some instances we have been obliged to charter steamers

on time charters, as we could not arrange charters for shippers on a satisfactory rate basis.

We would quote freight rates on coal by steamer as follows:

West coast of Italy, about 90s; Marseilles, 85s to 90s; Barcelona or other good Spanish ports, 80s to 85s (Spanish dues for account of cargo).

Note—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge; 1s per net register ton per day demurrage."

Montevideo about 50s, 500 discharge; Buenos Aires or La Plata, about 50s, 500 discharge; Rosario, about 55s; Rio de Janeiro, 45s to 47s 6d, 500 discharge; Santos, 47s 6d to 50s. (Consignees paying docas dues.)

Valparaiso or Callao, \$11.00 to \$12.00; Havana, \$2.75 to \$3.25; Cardenas or Sagua, \$3.00 to \$3.50; Cienfuegos, \$3.25 to \$3.75; Port of Spain, Trinidad, \$4.25 to \$4.50; St. Lucia, \$4.00 to \$4.50; St. Thomas, \$3.75 to \$4.00; Barbados, \$4.25 to \$4.50; Kingston, \$3.75 to \$4.00; Curaao, about \$4.00 and p. c.; Santiago, \$3.50 to \$4.00; Guantanamo, \$3.50 to \$4.00; Demerara, \$6.00 to \$7.00; Bermuda, \$3.50 to \$4.00; Vera Cruz, \$5.00 to \$6.00; Tampico, \$5.00 to \$6.00.

Recent Coal Freight Charters.

Str. Eurasis (Ital.), Philadelphia to west coast of Italy, private terms.

Schr. R. B. White, Newport News to Cardenas, private terms.

Barç Joseph (Ital.), Philadelphia to west coast of Italy, owners' account.

Str. New Orleans, Philadelphia to Cienfuegos, private terms.

Ship Edward Sewall, Virginia port to Rio Janeiro, coal, \$8.50. "December-January."

Bark Snowden, Virginia port to Buenos Aires, coal, \$9.

Schr. Waltham, Baltimore to Cay Francis, coal, private terms.

Schrs. E. R. Winslow, Ruth E. Merrill and Singleton Palmer, Hampton Roads to Rio Janeiro, coal, \$8.25. Previously.

Str. George E. Warren, Philadelphia to Cienfuegos, 3,700 tons coal; back to north of Hatteras, sugar, private terms. "Prompt."

Str. Thelma (Nor.), Philadelphia to Sagua, coal; thence north of Hatteras, sugar, and back to Cienfuegos, coal, private terms. "Prompt."

Schr. Eleanor F. Bartram, Philadelphia to Buenos Aires, 1,600 tons coal, \$9.

Greek Coal Trade.

The American consul general at Athens, Greece, writes THE BLACK DIAMOND under date of October 22, as follows:

"Coal consumption has fallen off from thirty per cent to forty per cent on account of the practical stoppage of much of the normal traffic.

"From one viewpoint, business has improved for the immediate vicinity, as an enormous amount of supplies of all kinds have gone into Serbia and other Balkan states through Greece, much of this being transshipped at Piraeus—the Port of Athens—on its way into the Balkans via Saloniki. For the last month, however, business has been to a larger extent practically at a stand, owing to the Grecian mobilization and the uncertainty of what will be the country's role in the conflict.

"Very little American coal has been disposed of in the Grecian market, largely on account of almost prohibitive freight rates; some American coal of the Pocahontas type was brought into Greece last April and sold at fifty-four shillings (\$13.50) per ton. The buyers, however, seem to prefer the larger lump Welsh coal and are willing to pay as a rule as much as four shillings more for it than for a similar grade American coal.

"On October 1st, of this year, Welsh coal No. 2 Admiralty was quoted at sixty shillings (\$15) c. i. f. Piraeus, I am informed, however, that the price has within the last few days risen to seventy-two shillings (\$18) and more.

"English companies allow, so local buyers state, a credit of from two to three months, so when the existing preference for Welsh coal is taken into consideration together with the almost prohibitive freight rates which obtain between the United States and Greece, it will be seen that the obstacles to be overcome before American coal can be profitably sold in Greece, are many and serious. At present English coal ships unload at the rate of 500 tons per day, the normal rate is 750 tons daily, but as a number of lighters have been borrowed by the Allies, for service elsewhere, the local facilities are somewhat impaired. In normal times eighty-five per cent of coal sold in Greece comes from British mines, perhaps ten per cent is from Westphalian mines, while the remainder comes from miscellaneous sources."

The imports of coal and coke into Italy during the first six months of this year showed the heavy decline of 1,285,360 tons, being 4,119,110 tons, as against 5,404,470 tons in the first half of 1914, and 5,295,147 tons in the first half of 1913. The total value declined to nearly as great an extent, this year's imports being valued at 5,684,360 pounds, as against 7,458,160 pounds in the 1914 period and 7,307,320 pounds, in the first half of 1913.

General Review.

The Scarcity of Ships and Cars Interferes With the Coal Movement and Prices Are a Little Easier.

It seems difficult, if not almost impossible, for the coal trade to get away from a reaction in the coal business in the early part of December. In other years this reaction has been easy to explain on the score that retailers and others had bought so much coal in the preceding three months, they did not have any need for coal or any storage space left in which to put it.

This year there is a customary lull in December without any such apparent explanation. The record shows for example that the movement to retailers has been below normal every month since the first of last April.

The fact of the matter seems to be that three things are combining to make the trade a little soft just now regardless of heavy demands in other directions. The most important one of these is of course the ending of the season of navigation on the great lakes the first of December. It is true that hull and cargo insurance does not expire until midnight of December 12th this year and therefore coal shipments could continue until that time. However, there is such a demand for boats in the down bound grain trade that coal men cannot get boats without paying a premium. This they are not disposed to do in view of the publication of lake figures recently, which show that to Duluth and Superior there was an increase in tonnage of about one-half million with the assumption that shipments to other directions have also increased.

The two other instances are of a similar character. That is to say, the movement of coal to New England could be much heavier than it is now if the operators and New England jobbers could get ships for coastwise trade. A third, which is a distinct disappointment is the inability of the operators to get ships to engage in what would be a much larger volume of export trade if transportation could be provided.

With large shipments thus shut off in three important directions the all-rail trade has been asked to absorb a very much larger supply of coal than was anticipated. In the east this is not particularly bothersome because the car supply continues to be tight there. On the west bound movement of eastern coal and on all the movement of western coal the car supply is easy. This fact in the western trade has been responsible for some disturbance in the market. For example, a free car supply released from the lake trade has allowed the reconsignment into the western territory of quite a lot of coal destined to move by the lakes but not finding boats. This softened the market on smokeless. In finding a market for this surplus the operators disturbed western conditions materially.

The general business situation may be said to be improving steadily. For a time the steel mills were quoting billets at \$65 a ton. This is fully 100 per cent above the price customarily prevailing when the steel trade is in a boom period. It was feared for a while that this would serve as an embargo on improvement in general business because it would make the price of finished steel entirely too high for anyone to use it in ordinary business. However it developed that fancy prices were being quoted mainly on the speculative phases of the steel business and the mills are holding in reserve a certain portion of their productive capacity to satisfy legitimate home demands. Assurances of this kind which have a most encouraging effect on business. On these various accounts the demand for steam coal everywhere is much stronger than it has been for several years. An indication of this is the price of slack in the eastern territory and the price of screenings in the west. In the eastern districts slack is bringing in anywhere from sixty-five to ninety cents a ton according to quality and in the west screenings are quoted all the way from seventy to eighty-five cents a ton.

In some places, particularly in the Pittsburgh district and in portions of West Virginia the mines are sold up on mine run coal and have withdrawn from the market.

It is a little too early yet to begin to measure the storage movement of coal which is expected to take place as a result of threatened suspension of the mines at the wage contract period on the first of April. Even so, the first storage movement is under way; some of the larger railroads are beginning to store coal in modest amounts and the public utilities companies are doing the same things.

Chicago Market.

The Volume of Business Is Fair, But Production Is Too Heavy for Stable Prices.

Office of THE BLACK DIAMOND,
CHICAGO, December 2.

One or two incidents gave the Chicago market an impression of weakness not altogether warranted by the status of demand. At the same time it is apparent that the available productive capacity is being worked harder than even the rather lively demand warrants.

The first of the incidents in question was a flooding of this market with smokeless lump and egg coal. It seems that three or four companies had attempted to ship coal by the lakes. There were some temporary interruptions, of no great importance, in the transportation movement. However the interruptions were long enough to decide the boat owners that they would not wait for the low-freight coal cargo, but would hurry back to the head of the lakes to take advantage of the high freight rates in grain. Thus several cargoes of smokeless lump and egg were left marooned on the lower lake docks and had to be disposed of in some way. It was impossible to get other boats and so this coal was diverted by all-rail to Chicago which is notorious as the dumping ground for such stray lots of coal.

The second incident arose from the fact that one selling agent was a little too sanguine about the immediate future of the Chicago market. He not only permitted his supply of anthracite to come on uninterruptedly but speculated a little and brought into this market upwards of 150 cars of various sizes which for quite a while were up to demurrage and had to be moved at some concession in price.

These two things, coupled with the fact that the car supply remains annoyingly free, gave rather an easy tone to prices all week although the careful observers of the market realize that conditions fundamentally are sound.

The Franklin county situation seemed to be both strong and weak. The point of view of the commentator determines which is the case. For example, the operators, on shipments direct from the mines, especially into the country districts, are holding firmly for circular price of \$1.75 on lump, egg, and number one nut. On the other hand, there has been a considerable accumulation of unsold and unbilled coal at the mines. And, it has been a known fact for the last two weeks that three producing companies have been filtering coal through Chicago wholesale concerns at such prices that the Chicago jobber can make a handsome profit and still undersell the producers of coal in the outlying districts. Indeed where the operator has been holding for \$1.75, some Chicago jobbers have been offering their product to their customers at \$1.50. The latter part of the week presented indications that this situation is being cleaned up. Meanwhile screenings prices are somewhat stronger than heretofore quoted. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.80	\$1.75
Egg	2.86	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.55	1.50
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings	1.80@1.85	.75@.80

Williamson county operators have been conducting their affairs well, within the last week, with the result that there is not much of a spread in price between top and bottom figures. For example the circular price has been variable on lump, egg, and number one washed at \$1.75 from the larger companies, and \$1.60 from the smaller ones. The latter in places have cut prices to \$1.50, but the market has not been very badly demoralized.

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

Saline county coal has not been as strong as it might be because the operators have been persuaded to increase production ahead of the time when there was a clear demand for the output. In the effort to market the coal thus produced, prices in places have broken to \$1.50, although the screenings remain firm.

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.65@2.80	\$1.60@1.75
Mine run.....	2.20	1.15
Screenings	1.80@1.85	.75@.80
1½-inch lump.....	2.35	1.30

Central Illinois coal has shown a degree of firmness due to the fact that a couple of good sized producers are out of the market and due to the further fact that the railroads are taking on some coal for storage purposes.

	F. O. B. Chicago.	F. O. B. Mines.
Central Illinois—		
Lump	\$2.57	\$1.75
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.47@1.52	.65@.70

Clinton, Indiana, coal shows very little change in either demand or prices within the last week. The best demand, of course, is for steam sizes produced from the mines in the number five and six veins. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.12	1.35
Nut	2.12	1.85
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.57	.80

The strengthening of Knox county screenings has been the feature of that market within the last week. Prices on domestic sizes are nominal. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.62@1.72	.75@.85

The anthracite situation has been up in spots and down in other places. Cold weather has brought a better demand for anthracite coal because the retailers have been making small sales and hence have needed more coal. At the same time some few of the selling agencies allowed shipments to come forward too freely with the result that prices have been shaded in order to avoid the payment of demurrage charges.

The congestion of the smokeless market by the unwarranted shipments of lump and egg coal has disturbed both the market on prepared sizes and that on mine run. For a good part of the week, lump and egg have been sold at mine run prices of \$1.40 and dealers who had contracts for mine run coal have cancelled them in order to get the lump and egg to improve the quality of their mine run. This threw a lot of mine run coal back into the market which had to be disposed of at a cut in price. Sales were made freely at \$1.25 and some few instances are reported where sales as low as \$1.15 were accepted. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run	\$3.30@3.45	\$1.25@1.40
Lump and egg.....	3.45@3.95	1.40@1.90

Somerset county operators are having a good demand in the east and having to shade prices if they wish to make sales in Chicago have refused to ship their coal here in any quantity and thus the market has been firm at the following prices:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run	\$3.30@3.45	\$1.25@1.40
Lump and egg.....	3.70@3.80	1.65@1.75

Hocking coal has been only fair in demand and the operators have prevented a break in price by keeping the coal off the market. The situation for that reason is fairly firm.

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
Domestic lump.....	\$3.25@3.40	\$1.60@1.75

Splint coal continues to be a fairly strong factor in the market largely because shipments have been curtailed owing to a shortage of cars at the mines and a better demand in the east. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1½-inch lump.....	\$3.40@3.50	\$1.50@1.60

At few times has eastern Kentucky coal been sold at a greater spread in prices. Lump and block combined of average quality has been selling all the way from \$1.65 to \$2.00, while the better known coal has been selling at \$2.40. The market up to Thursday was:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump	\$3.55@4.30	\$1.65@2.40
Egg	3.40@3.90	1.50@2.00

The coke market is practically unchanged in every department except that the demand for the domestic sizes is not quite so keen. By-product coke is having to meet in the retail trade the competition of cheap coals of other sorts and the price has eased. The prices up to Thursday were:

	F. O. B. Chicago.
Coke—	
Connellsville	\$5.25@5.50
By-product, foundry.....	5.25@5.50
By-product, egg and stove.....	4.75@4.95
By-product, nut	4.75@4.95
Gas house	4.00

Pittsburgh Trade.

Prices Vary According to the Condition of the Individual Order Book—Cars and Labor Are Scarce.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., December 1, 1915.

Conditions in the Pittsburgh coal market continue to become more and more complex—some operators claim prices to be hardening, all along the line, while others see soft spots. Quotations representing the general range of prices for standard grades of coal, under the circumstances, are difficult to name, some producers quoting much higher figures than others, for relatively the same deliveries. These differences probably are largely due to the condition of individual order books or capacity for deliveries at the time. Many are practically out of the market.

The car and labor situation does not seem to improve—and this has a tendency to keep prices hard. And, while no large tonnage inquiry is reported, contract deliveries continue at the maximum, and colder weather has increased domestic demand to the extent that operators seem to have about all they can do to meet it.

Higher prices, and over-sold conditions at the iron and steel mills in this district, with continued advances in sight, seem to indicate a further hardening of price for not only pig iron, as shown by the market, but also of coal and coke, and the general belief is that these conditions are going to maintain for months to come. Many plants in this district that have long been idle have been put into operation, and mills going at top capacity, are increasing the same to meet the situation.

Slack seems in stronger demand than ever, prices ranging from eighty-five cents to ninety-five cents, and we hear of one order placed for December deliveries at \$1.00. Report has it that Bethlehem Steel is making inquiry this week for 200 tons mine run coal per day, and though several are quoting on this, quotations are being carefully guarded, and no figures are obtainable. Mine run coal is quoted for spot delivery all the way from \$1.20 to \$1.35—mines, by various parties—three-quarter at from \$1.35 to \$1.40, and five-quarter coal at \$1.50 to \$1.60—the closing of lake shipping apparently showing no bad effect as yet.

The general situation can be said to be very quiet and devoid of event of note. Purchasing agents from out of the district, as well as prospectors, have been scarce in the market for some weeks past, and probably will be until after April 1st conditions develop, and the time for the renewal of coal contracts arrives. There has been little activity in coal lands for some months—investors awaiting the outcome of both foreign and domestic matters of moment.

The coke market while still a little soft, is strong, the Connellsville region doing just about all it can do, to-wit, about 430,000 tons. This might be considered normal capacity though under perfect working conditions it would turn out 450,000 but this condition is seldom maintained. Prices hold fairly firm at \$2.25 to \$2.35 for prompt furnace coke, with ten cents to fifteen cents advance on these figures for the first half, while foundry maintains its stand at \$3.00 to \$3.25.

The Youngstown Sheet and Tube Company has closed a contract for sufficient coke to operate its blast furnaces from January 1st to March 31 of next year, when the new by-product plant is expected to be placed in operation. The tonnage bought at this time is 225,000. The price was not announced.

The Corrigan-McKinney Company are also reported covered until spring, expecting their new by-product ovens to be in operation by that time. Many think that by-product production will seriously effect the Connellsville coke trade, but it is also said that numbers of plants in that district have exhausted their coal resources, and that it will take the by-product output to make good this exhaustion, and will in nowise hurt the interests that are producing. Heating coke demand is increasing with the colder weather, and is bringing \$2.15 to \$2.25, with higher prices quoted for late December deliveries.

Pittsburgh News Items.

The best coal shipments for any one month since October, 1913, are reported for October of this year by Lockmaster George W. Paxton at Lock No. 4. The shipments during October of this year totaled 19,819,000. The record of October, 1913, was 19,933,000 bushels. This in turn was the best record of any one month since June of 1910.

The Bird Hill Coal Company will make extensive improvements to its mines at Kelso, Pa. The improvements, on which work was started this week, will increase the daily output from 500 tons to between 1,000 and 1,500 tons. The present force of 160 men will be increased to 400. Instead of only operating one seam, the C Prine, the Bird Coal Company intends taking out the B seam of coal. To do this, a new opening is necessary. Ground was broken this week for a new slope and a shaft.

The following delegates were appointed yesterday by the Pittsburgh Coal Exchange to attend the twelfth annual convention of the National Rivers and Harbors Congress to be held at the New Willard Hotel in Washington, D. C., December 8th and 9th and 10: William B. Rodgers, W. K. Field, J. A. Donaldson, S. C. Gailey, W. Harry Brown, A. B. Shepherd, C. C. Bunton, A. H. Stolzenbach, Arthur Moren, James Moren, James G. Gegan, J. H. Rodgers, P. M. Pfeil, George McDavison, W. P. Fieger, W. T. Smoot, John W. Hubbard, Warren Elsey, John C. Neff, George W. Thomas, J. Frank Tilley, T. M. Rees and C. C. Ramsey.

West Virginia bituminous coal will cost fifteen cents more a ton in Michigan, Illinois, Wisconsin, Minnesota, and nearby states, than in Chicago, or points in Ohio if the Interstate Commerce Commission approves an application of the Kanawha & Michigan and associated railroads. Manufacturers and others using bunker coal in the southeastern states likewise will pay ten cents more a ton, should the proposed rates contained in the application become effective. The roads have applied to be allowed these increases to the territories named, as a means of ending the controversy that has become acute between the West Virginia coal operators and railroads on the one hand, and the Western Pennsylvania coal operators and railroads serving that territory on the other. Tariffs on the Baltimore & Ohio have been filed, effective December 15, providing for a fifteen cent increase in rates and by the Pennsylvania railroad, effective December 20, making similar advances.

Indianapolis Trade.

INDIANAPOLIS, IND., December 2.—(*Special Correspondence*).—The coal trade in Indiana is better than it has been for a long time. In fact, the operators and dealers agree for once that it is quite satisfactory. The pessimism marking the situation for the past year has vanished. The reason, of course, is the very good demand for steam grades. The mines are being operated right up to the limit, except in a few instances.

The demand for domestic coal has not increased much over what it was a few weeks ago, as the weather has favored the consumers, but the demand for steam coal is booming. One operator said today that the railroads are stocking coal. They are taking a great deal of inch and a quarter steam lump and are putting it away for winter use. The railroads have not been heavy buyers in Indiana until within the last few days. One of the interesting features of the situation is that the trade between the Indiana mines and Chicago is not very brisk. The big demand for steam coal is coming from the Indiana cities, where there are plenty of factories, and from the railroads.

The general trend of business throughout Indiana is for the better. This is especially true of the industrial concerns. The wheels are beginning to turn in every city, with the result that the demand for steam coal finally has picked up to a point that is pleasing to the members of the trade. There has been no serious car shortage as yet, but the operators are being warned right along by the railroad men to load their cars as rapidly as possible. The consumers are being hurried by the railroads, so that a car shortage may be avoided. The indications are that prices will be advanced within a short time. A car shortage and cold weather, making the movement of coal difficult, would boost the prices immediately, as the supply of coal on hand is not very large.

Screenings are scarce. Dealers have been offering as high as ninety cents this week in the open market. Best four-inch domestic coal has advanced to \$1.65 and \$1.70 at the mines. Two and a half-inch is selling around \$1.50. The retailers report a very good business in hard coal, with prices about the same as they have been for the last month. The following prices are being quoted by the wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run, Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1¼-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.80@ .90	1.30@1.40
Nos. 5 and 6 screenings.....	.65@ .75	1.15@1.25
2½-inch domestic No. 4.....	1.50@1.55	2.00@2.05
4-inch domestic, Nos. 4 and 6...	1.65@1.70	2.15@2.20
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Southern Indiana Field—		
Mine run.....	1.05@1.10	.....
Domestic lump.....	1.40@1.50	.....

Twin Cities Trade.

MINNEAPOLIS-ST. PAUL, MINN., December 2.—(*Special Correspondence*).—While the temperatures are ranging from ten to thirty degrees above, there has been practically an entire absence of snow and wind, the result from the coal man's standpoint being three-fold—first, ideal weather for railroading enabling the carriers to move the immense tonnage thrust upon them with little delay and comparatively no congestion; second, as long as the farmers can work at home they will not haul much coal, and, third, the city dweller will not buy coal until he has to have it.

The demand for all grades of coal has kept up remarkably well, and there is but little free coal being offered. The dock companies report large shipments to interior points, and this may account for the weakness of dock screenings in the Twin Cities. All grades of dock steam coal are being offered at from twenty to thirty cents off circular, and it does not seem likely that the various interests will be able to get together on a sane and reasonable basis.

Buyers of Illinois steam coals are holding off as long as possible in order to obtain the reduction in freight rates which become effective the 15th instant. By that time the Illinois operators will probably want fancy prices, with the result that the rate reduction will not prove an unmixed blessing, at least not at present.

Current market prices at wholesale on leading grades of coal sold in the Twin Cities are as follows:

ANTHRACITE.		
	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate	\$6.60	\$7.80
Egg	6.85	8.05
Stove	6.85	8.05
Nut	7.10	8.30
Pea	5.50	6.70
Buckwheat	4.00	5.20
BITUMINOUS.		
Splint, screened lump and stove.	\$3.30@3.40	\$4.26@4.36
Splint, dock run.....	3.10	4.06
Hocking, screened lump and stove	3.30@3.40	4.26@4.36
Hocking, dock run.....	3.00	3.96
Youghiogheny, gas, lump and stove	3.30@3.40	4.26@4.36
Youghiogheny, gas, dock run....	3.10	4.06
Pittsburgh vein, lump.....	3.30@3.40	4.26@4.36
Pittsburgh vein, dock run.....	3.00	3.96
Pocahontas, screened lump or egg	4.75	5.71
Pocahontas, screened lump and egg mixed.....	4.50	5.46
Pocahontas, mine run.....	3.25	4.21
Cannel, lump.....	5.25	6.21
Smithing, bulk.....	4.25	5.21
Smithing, in 100 lb. sacks.....	6.00	6.96
Briquets, anthracite.....	5.00	5.96
Briquets, smokeless.....	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Southern Illinois chunks.....	\$1.65@1.75	\$3.95@4.05
Southern Illinois egg.....	1.65@1.75	3.95@4.05
Southern Illinois No. 1 nut.....	1.65@1.75	3.95@4.05
Southern Illinois No. 2 nut.....	1.40@1.50	3.70@3.80
Southern Illinois run of mine....	1.15@1.25	3.45@3.55
Southern Illinois run of mine....	1.15@1.25	3.45@3.55
Southern Illinois 2-in. screenings.	.70	4.00

Southern Illinois includes Franklin county, Harrisburg and Williamson county.

Mark E. Wentworth, long identified with the coal business in the northwest, has resigned his position with W. P. Rend & Co. and will soon leave for Hankinson, N. D., where he will enter business for himself. Mr. Wentworth has long enjoyed the friendship of buyers of Illinois coal, who will all wish him well in his new undertaking.

Cincinnati Trade.

CINCINNATI, OHIO, December 2.—(*Special Correspondence.*)—The wintry conditions around the first of the month did not, at first, stimulate the retail demand, except in small cities and towns. But all dealers awakened to a realization of what is likely and they began at once the usual campaign to get in their supplies. They ran up against what they had been warned of—prior contracts and orders, car shortage, and labor handicap. In consequence they have been making life miserable for the operators, generally.

The domestic situation is but little better, from the viewpoint of the operator, than it was last week, but the price problem is adjusting itself. The steam demand has become very strong and is steadily strengthening, until it has not only gone beyond the nut and slack supply, but it has taken out of the market a large amount of run of mine. About all the Kentucky operations, and a large number of West Virginia splint operations have withdrawn run of mine as a consequence.

The domestic sizes of the smokeless product are in that dull period generally characterized as "between seasons", and this means that those who use this product, principally, have stored their needs and the market must wait until much of this is consumed.

In one field of the Kanawha district, four-inch block commands \$1.75, two-inch lump \$1.35 to \$1.50, mine run (gas) \$1 to \$1.10, nut and slack (splint) seventy-five to eighty-five cents, nut and slack (gas) \$1, mine run out of the market with nut and slack held for contract. In another district gas run of mine commands ninety-five cents to \$1.10, the run from No. 2 seam bringing ninety-five cents. In the Mingo white ash district one section quotes four-inch block at \$2, egg at \$1.50, nut, \$1.25, run of mine out of the market and nut and slack seventy-five to eighty-five cents per ton. In another section of the same white ash district, a big company quotes four-inch block at \$1.85, egg \$1.35 to \$1.45, nut \$1.25, run of mine out of the market, and nut and slack seventy-five cents, straight, when available. These are early December quotations.

The Kentucky splint operators have had rather a good time of it, most of the last two months, and they are in good shape now, for car service, orders and price. The only thing bothering these operations, especially along the L. & N. Railway, is labor. That is scarce. Prices of four-inch block in the L. & N. region of high grade splint are \$2.10 to \$2.25. Egg is in good demand at \$1.75 to \$2. Nut commands \$1.75; nut and slack runs eighty to ninety cents and run of mine is generally out of the market. Nine-tenths of the production of the Kentucky districts tributary to this city are under contract or ordered up to December 15, with orders pouring in for the period after that and into January. The general run of Kentucky coals is from five to ten cents under the prices quoted.

Since the middle of October furnace and family coke has advanced from \$2 to \$2.25; foundry coke is priced at \$3 and \$3.50 with a tendency to tack on another dollar early in the present month. Furnace coke is scarce and foundry is becoming tight.

Cincinnati Trade News.

E. H. Doyle, of the Middle West Coal Company, returned this week from an extended visit to Detroit and the northwest.

F. P. Forester of the Crozer-Pocahontas Company, Chicago, was a visitor in Cincinnati a day or two the latter part of last week.

Charles F. Dunn, formerly coal salesman for the Matthew Addy Company, but now in business for himself in Detroit, was a visitor in the city and called on old friends last week.

Harry Heywood, representing the firm of W. A. Gosline & Co., Toledo, was in the city a few days ago. He reported all lines of the coal industry improving in his territory, especially smokeless.

"Bob" Field, formerly well known in coal, coke, iron and steel circles, has taken a position with the Matthew Addy Company of this city to sell iron and steel. Mr. Field has been ill for over two years but is recovering rapidly.

F. B. Stewart of the Winifrede Coal Company spent the week in Philadelphia and New York on business for the company, attending a meeting of the board of directors of the company in Philadelphia early in the week.

He will be at the mines early the coming week.

It is learned here that Homer Fay, well known in this territory, who has been traveling salesman for the Toledo Coal Sales Company, has resigned from connection with that company and will make a new connection in the future. The company will place a new man in the territory by the first of the year.

St. Louis Trade.

ST. LOUIS, Mo., December 2.—(*Special Correspondence.*)—Colder weather has helped the market considerably. All grades of domestic coal are moving more freely than last week. Screenings have also braced up a great deal and are very stiff at the present time, both in demand and price. The price on screenings has advanced about fifteen cents during the past week, and it would not be at all surprising to have them advance ten cents more during the coming week. No. 2 nut is also in strong demand. All of the industries are running full time, and a number are running overtime. This, with the railroad movement improving, will probably cause a heavy demand on all steam sizes for the balance of the year. Prices on standard coal are as follows:

Standard Coal—	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump	\$1.25	\$1.82½
6x2-inch egg	1.25	1.82½
2-inch lump	1.05	1.62½
Steam egg .....	.90	1.47½
No. 1 nut	1.15	1.72½
No. 2 nut .....	.80	1.37½
Mine run .....	.85	1.42½
Screenings .....	.60	1.17½

There is a better movement of lump coal from the Staunton and Springfield district to the north, and screenings are in heavy demand. Prices on the whole remain about the same:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump	\$1.50	\$2.07½
2-inch lump	1.25	1.82½
Screenings .....	.60	1.17½

The demand for Williamson county coal is fair to the north, and also in St. Louis, but to the south the demand has slackened off to some extent. Screenings and fine coal are, of course, in heavy demand at the present time:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg	\$1.40@1.75	\$2.02½@2.47½
3x2-inch nut	1.20@1.75	1.92½@2.47½
Screenings .....	.65	1.37½

The first of the month brought quite a large volume of orders to the Franklin county operators for domestic sizes. Domestic sizes have been in plentiful demand, consequently business is good with the Franklin county operators:

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut	\$1.75	\$2.47½
No. 2 stove	1.50	2.22½
Screenings .....	.70	1.42½

The demand for anthracite is fair, though there seems to be no great rush at the present time:

Anthracite—	F. O. B. St. Louis.
Chestnut	\$7.55
Stove or egg	7.30
Grate	7.05

Smokeless coal and coke are dull at the present time:

	F. O. B. Mine.	F. O. B. St. Louis.
Lump or egg	\$2.25	\$4.75
Gas House Coke—	F. O. B. St. Louis.	
Gas house coke	\$4.25	
By-product coke (all sizes)	5.00	

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

Detroit Trade.

DETROIT, MICH., December 2.—(*Special Correspondence.*)—Except for handicaps in the matter of transportation facilities, due to continuance of the embargo raised November 16 by the Grand Trunk railroad, the Detroit coal market shows encouraging activity.

Buying of steam coal continues in good volume, though the tonnage handled is not materially increased. The fact that orders are being booked with a gratifying degree of regularity is one of the satisfactory features. Small sizes are still sought after more eagerly than the larger ones, and some of the shippers are finding the task of supplying such coal is not altogether easy.

There is a more active demand for domestic coal, although shippers assert there is still room for much improvement in the market. Retail yards are handling a large proportion of the business, but are expected to come into the mar-

ket in greater numbers for additional stock in the near future.

The inconvenience that results from the embargo enforced by the Grand Trunk recalls to some of the shippers the efforts that were made early in the fall to induce consumers who had storage space to make provision for just such an emergency. With the second week of the embargo ending November 30, word went out that the restriction on shipments will be continued a few days longer. Representatives of the railroad say the congested conditions which caused the embargo are being relieved rapidly and that normal movement of freight will be resumed very soon. Some of the shippers, however, are inclined to fear the restrictions will not be lifted for some time to come.

Refusal of the Grand Trunk to accept cars from other roads for delivery over its tracks has produced an accumulation of cars on other railway tracks in Detroit. It was estimated a few days ago that more than 600 coal cars were awaiting delivery to the Grand Trunk and that something like 900 cars of coal were being held back on that company's tracks between Buffalo and Detroit.

While no serious shortage of supply in the section of Detroit served by the Grand Trunk was reported, a number of retail dealers and some of the consumers were saved from running short of supply only by the delivery of cars that were standing on the Grand Trunk tracks when the embargo became effective.

With the supply somewhat curtailed by the transportation conditions, there is a more active demand for anthracite. Shipments are not coming into the city in very large volume and the complaints about shortage of cars on eastern lines continue.

Prices in the local market on direct shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump	\$1.00	\$2.40
Mine run .....	.90	2.30
Slack .....	.75@.90	3.15@3.40
West Virginia Splint—		
Four-inch lump	1.50@1.75	2.90@3.15
Two-inch lump	1.25@1.40	2.65@2.80
Three-quarter	1.10	2.50
Mine-run .....	.90	2.30
Nut, pea and slack .....	.75@.90	3.15@3.40
Smokeless—		
Lump and egg	2.25	3.85
Nut	1.75	3.35
Slack	Open	Open
Mine run	1.40	3.00
Kentucky Splint—		
Lump	1.75@2.00	3.15@3.40
Egg	1.25@1.40	2.65@2.80
Nut, pea and slack .....	.75@.90	2.15@2.30
Fairmont—		
Three-quarter steam lump .....	.85@.95	2.25@2.35
Mine run .....	.70@.80	2.10@2.20
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump	1.75	2.90
Shaker egg and nut	1.15	2.30
Domestic lump	1.50	2.65
Three-quarter lump	1.35	2.50
Mine run	1.00@1.10	2.15@2.25
Nut, pea and slack	Open	Open
Pittsburgh No. 8—		
Three-quarter lump	1.05	2.20
Mine run .....	.95	2.10
Slack	Open	Open
Jackson Hill—		
Domestic lump	2.50	3.65
Cambridge—		
Three-quarter lump	1.20	2.35
Mine run	1.10	2.25
Pomeroy—		
Two and three-inch lump	1.60	2.75
Egg	1.35	2.50
Slack .....	.75@.90	1.90@2.65

Detroit Local News.

Four lake freighters have been purchased within the last few days by James Paisley for the Valley Camp Coal Company. The E. L. Wallace, a steel ship of 7,200 tons capacity, was bought from the Dearborn Transit Company, Dearborn, Mich., for \$240,000. The steamers Thomas Adams, George L. Craig and Eugene Zimmerman were bought from John Craig, former Toledo shipbuilder, at a price reported as about \$530,000. The Craig and Adams have capacity of about 5,000 tons and the Zimmerman capacity of about 8,700 tons.

Funeral services took place in Bay City, Mich., Monday for Edgar B. Foss, one of the pioneer coal mine operators of the Saginaw valley, who was owner of the What Cheer mine near Bay City, and of a mine of the same name near Flint, Mich. Mr. Foss and Joseph Miksak, president of the Pilsen Lumber Company, Chicago, were killed November 26, when a Michigan Central train backed into the automobile in which they were riding at the Woodside avenue crossing, Bay City, Mich. Mr. Foss was sixty-two years old and had become a millionaire in the lumber industry, operating a large mill in Bay City and having extensive timber holdings in Michigan and Canada.

Cleveland Market.

CLEVELAND, OHIO, December 2.—(*Special Correspondence.*)—With the exception of a few storage cargoes that may be loaded later the lake business practically closed at the end of the month. Although the Canadian embargo on wheat may possibly make some difference in the tonnage supply, it is believed now that it is too late to make any difference in the lake situation so far as it relates to coal. The aggregate shipments of coal would have been larger, without doubt, had not the tonnage grown scarce through the demand made by grain and ore shippers, but at the same time the situation at upper lake points is regarded as fairly satisfactory. The amount of coal taken up is perhaps larger than expected, as has been the case almost every season. Unless there should be a continued period of exceedingly cold weather the supply will perhaps prove sufficient.

Retailers are asking for spot shipment of anthracite since the weather has grown somewhat colder, but the producers are unable to meet this demand. Egg and stove sizes are fairly plentiful, but deliveries on chestnut are about two weeks behind.

The situation with regard to steam coals remains very much the same as it has been. There has been some change in prices of slack, but on the average the demand has not increased to any extent. The colder weather, however, is expected to result in somewhat more favorable conditions within a short time.

Owing to the close of navigation No. 8 slack has become somewhat scarce in the market, but on the other hand run of mine is more plentiful. Producers are seeking a market for the larger sizes and until results are reached in this direction, it is believed that slack will remain rather stiff.

No. 8 District—	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$1.05@1.10	\$1.95@2.00
Run of mine	.90	1.80
Slack	.90	1.80

Producers of Coshocton coal state that there has been no change in the market the past week and that quotations for some weeks back hold good at the present time:

Coshocton—	F. O. B. Mines.	F. O. B. Cleveland.
Lump, 4-inch screened	\$1.70@1.75	\$2.40@2.45
1½-inch	1.60@1.65	2.30@2.35
Egg and nut	1.05@1.10	1.75@1.80

The lake trade took quite a little Pittsburgh slack, but with the end of the shipping season it has become more plentiful in this market and the price has weakened perceptibly:

Pittsburgh—	F. O. B. Mines.	F. O. B. Cleveland.
Slack	\$0.75@ .80	\$1.75@1.80

Massillon operators are still behind in their deliveries, but prices remain as they have been:

Massillon—	F. O. B. Mines.	F. O. B. Cleveland.
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack	1.05@1.10	1.75@1.80

The movement of smokeless coals has not been especially active the past week in any of the sizes, while run of mine has dropped five cents. Prices quoted are as follows:

Smokeless—	F. O. B. Mines.	F. O. B. Cleveland.
Lump	\$1.90	\$3.25
Egg	1.75	3.20
Run of mine	1.25	2.70

The supply of Cambridge coal in the market this week exceeded the demand, with a consequent weakness in the prices, although no actual change is noted in the quotations:

Cambridge—	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$1.10	\$2.00
Run of mine	1.00	1.90
Slack	.90	1.80

Fairmont slack remains strong, with but little in the market. Inquiries for it are frequent and considerable could be handled if it were to be had. It is still quoted as follows:

Fairmont—	Mines.	Cleveland.
Slack		\$1.90

While there has been quite a little Kentucky coal on the market during the past week, it has moved at a fairly satisfactory rate:

Kentucky—	Mines.	Cleveland.
4-inch block	\$1.90@2.00	\$3.15@3.25

The supply of Youghiogeny coal increased the past week, but the increased receipts are not sufficient to affect the prices, which are as follows:

Youghiogeny—	F. O. B. Mines.	F. O. B. Cleveland.
1½-inch	\$1.40@1.50	\$2.40@2.50
Three-quarters	1.30	2.30
Run of mine	1.20	2.20
Slack	.95@1.00	1.95@2.00

The movement of Bergholtz coal has shown

no change. Some of the offices are behind in deliveries. Quotations are the same as last week:

Bergholtz—	F. O. B. Mines.	F. O. B. Cleveland.
6-inch lump	\$1.70	\$2.40
1½-inch	1.45	2.15
Three-quarters	1.35	2.05
Egg	1.25	1.95
Run of mine	1.20	1.90
Slack	1.05@1.10	1.75@1.80

The movement of Wainwright coal remains steady without change of price:

Goshen-Wainwright Mines—	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarter domestic	\$1.40	\$2.10
3-inch lump	1.80	2.50
Lump	1.65	2.35
Slack	1.05	1.75

There was a fair supply of Goshen coal in the market through the week, but no change from last week's quotations:

Goshen—	F. O. B. Mines.	F. O. B. Cleveland.
Three-quarters	\$1.30	\$2.00
1½-inch	1.40	2.10
Run of mine	1.15	1.85
Slack	1.05	1.75

It is reported that Richland three-quarter coal is coming into the market in plentiful lots and is being quoted at \$1.80 to \$1.85 per ton.

Mr. Flannigan of the J. H. Hillman Coal Company, Pittsburgh, was in the city Monday.

Duluth Trade.

DULUTH, MINN., December 2.—(*Special Correspondence.*)—That in the matter of both receipts and shipments of coal, the seasons of 1915, up to the close of navigation, will be far ahead of last year, is now patent; and as to shipments, R. H. Salter, manager of the Western Weighing Association, having in charge the checking of the outgo, says that this year will smash all records. In fact it is ahead of totals of former years now.

The close of the coal receiving season will probably not end until along about December 15, unless the present fine sailing weather suddenly changes. The marine insurance rates continue until midnight of December 12, and boats will likely leave lower lake ports up to that time. That every effort is being made to have a surplus stock of coal on hand here in case of a strike next spring in the coal mines is certain, for during the last month a much greater spurt than usual has been made in getting coal to this point. Boats have been held up at different points along the lake by storms, but up to today cargoes have been coming in as fast as possible. With the close of business on November 30, 135 coal cargoes arrived during the month. The actual figures of the amount received have not yet become available, but it is considered that an average of 8,000 tons per boat is conservative. That would make the receipts during November 1,080,000 tons. The month a year ago brought in 967,046 tons.

The total receipts up to the close of navigation last year amounted to 9,488,297 tons, all kinds. The receipts to November 30, with November estimated as mentioned, amount to 9,702,600, 214,403 tons more than last season, with December still to hear from.

Business is exceptionally good, according to superintendents of the various coal companies. Despite the fact that coal is coming in fast these days, the piles on the various docks are full of caverns and canyons, and serious holes are being made in some grades. Out-going cars of coal are helping the influx of grain to double and treble the crews on most of the railroads here. When the totals are all in, Mr. Salter says, the biggest figures of output in the history of this place as a distribution point, will be shown.

Much has been printed about the failure of the Northwestern dealers to grasp the significance of the probability of a coal strike next spring; but coal men here say that so far as anthracite coal is concerned, there is a better supply than usual. The situation is easy, they claim, except in the event of a strike of long duration, which would, of course, be embarrassing. It may be that the indifference and apathy charged generally against the Northwestern dealers has infected the coal men, but they do not seem to be much stirred over the prospects.

It is claimed by some that a large part of the excess coal receipts here is due to the fact that the United States Steel corporation has been bringing a large amount of coal up the lakes all summer for use in its steel plant, just opened here, and that the commercial

coal receipts are about the same as those of last year. The Steel corporation's boats now on their way up, are expected to carry coal for storage.

To Purchase Dock.

Negotiations are said to be going on which may result in the transfer of the C. Reiss Coal Company's No. 4 dock at the foot of Thompson avenue in Superior, East end, to the Pittsburgh & Ashland Coal Company, which is desirous of getting located at the head of the lakes. The latter company now has docks at Ashland.

The Reiss Company has No. 4 dock well stocked now, and, it is said, the transfer will not take place even if the negotiations are successful, until after May 1, 1916, so that the company may have time to dispose of the fuel now stored there.

Dock No. 4 is owned by the Northern Pacific Railway Company, which built it many years ago, soon after the road itself was built into Superior. It has been operated under leases for the greater part of the time since then, and was controlled by the Pittsburgh Coal Company before the Reiss Company leased it. The latter company has spent a large amount of money, in the neighborhood of \$250,000, it is said, in extensions and improvements to the dock and has greatly increased its capacity.

Birmingham Trade.

BIRMINGHAM, ALA., December 2.—(*Special Correspondence.*)—There is a larger production of coal than has been noted for some time. Most of the larger mines, especially those of the iron-making companies, have been running on full time, and many others are now running six days per week.

Steam coal trade is holding up with good tonnage, as railroads are now calling for delivery upon contracts. A good movement is still in progress down the Warrior river. Most of this coal goes to New Orleans, where a large tonnage was lost during the recent hurricane. A fairly good tonnage is going to Mobile and Pensacola. At the latter place the Gulf, Florida, Alabama railroad is building a coal pier.

The cool weather prevailing over the south has caused good business in domestic coal. The business with retailer is more satisfactory than it has been in quite a while.

With nearly every iron furnace in the district running at fullest capacity, the demand for coking coal continues to be large. Orders for blacksmith coal are scarce.

There is no end to the demand for coke. The by-products coke ovens are working day and night. The New Castle coke ovens belonging to Ramsay & McCormack are producing coke right along with Banner coal, and the Sloss-Sheffield Steel & Iron Company is getting a fairly good supply. Coke ovens of the Tennessee Coal, Iron & Railroad Company and the Yolande Coal & Coke Company in the Blue Creek region and along the southern end of the Birmingham Mineral railroad (Louisville & Nashville) are producing a goodly quantity of coke also. The by-products coke oven plants of the Woodward, the Tennessee and the Semet-Solvay companies at Woodward, Fairfield and Ensley are getting out a large quantity of coke.

Bee-hive coke has advanced to \$3.75 per ton. There is no large stock on hand. By-product coke ranges from \$2.60 per ton.

Prices are quoted as follows:

Bibb County Domestic—	F. O. B. Mines.	F. O. B. Birmingham.
Red ash Cahaba lump	\$3.00	\$3.30
Red ash Cahaba lump	2.75	3.10
Red ash steam size	1.20@1.35	Frts. rate 30c

Jefferson County—

Fancy steam Pratt	1.75	2.00
Run of mine Pratt	1.20@1.25	1.45@1.50
Mary Lee lump	1.40@1.50	1.80@1.90

Black Creek—

Fancy steam lump	1.75	2.05
Washed nut	1.75	2.05
Washed steam	1.35@1.60	Frts. rate 30c
Mine run	1.25@1.25	Frts. rate 30c

Jefferson Steam Coal—

Mine run	1.15@1.25	Frts. rate 30c
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Walker County Domestic Coal—

Carbon Hill lump	1.75	2.15
Carbon Hill egg	1.65	2.05
Horse Creek mine run	1.00@1.20	Frts. rate 40c

Genuine Corona—

Lump	2.00	2.40
Egg	1.90	2.35
Steam sizes	1.25@1.35	Frts. rate 40c

Shelby County Domestic Coal—

Cahaba fancy lump	3.00	3.30
Cahaba No. 2 lump	2.75	3.05

Montevallo domestic prices range from \$3.00 to \$3.25. Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.

New York Trade.

The Anthracite Demand Is Brisk But the Movement Is Very Slow—Strength of Bituminous Coal Increases Daily.

Office of THE BLACK DIAMOND,
NEW YORK, December 2d.

The anthracite trade is very active in all directions. This week finds weather more seasonable and consumption growing very rapidly. While consumption is expanding, distribution in every direction is being delayed due to the lack of cars, shortage and delay in schedules of water transportation and congestion of railroads with miscellaneous freight, which brings about a very material delay in most cases of anthracite cars.

The trade are now beginning to appreciate that the early statements that were made to dealers and to consumers to take on supplies during the summer and fall months in anticipation of unusual conditions, at this time, were most timely. It is unfortunate that these appeals met with such little response. We have now reached the real winter season, with production of anthracite coal nearly 3,000,000 tons behind the production of last year for the same period, and with the consuming power greatly increased, due to the better financial conditions now obtaining.

Last week, very serious car shortages were felt at many of the anthracite operations, and when the tonnage statements are made up showing shipments for the past week the lack of cars will unquestionably show a very material decrease in shipments. Conditions as to production and prompt delivery of anthracite from this time on are now so very bad that shippers cannot with any certainty make any definite promises for shipments over a considerable period. The railroads on Tuesday estimated that there were 30,000 carloads of freight held within 200 miles of New York City awaiting discharge at the local ports, and this spells "delay" for all classes of freight and no one believes that coal is going to receive any special precedence unless a famine should ensue.

Prices are well held around the circular, with steam coals at tidewater very active. Good grades are very scarce, and there is very little of the cheap coals obtainable at prices that are considered low.

New York anthracite prices are:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.30 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation.

The bituminous situation continues tense. It is tightening up in most every direction, with the possible exception of the New River and Pocahontas coals, where there has been some let up due to the lack of vessels reporting at the tidewater ports for cargoes for export. This also brings something of a lull in the demand for bunker supplies at the lower ports, as the steamers that take cargoes for export usually take about fifteen to twenty per cent of their cargo tonnage for bunkers. Steamers for export loading have also been very scarce for the past week at Baltimore, and this has enabled some of the large exporters through this port to devote more coal to their domestic requirements, which are just now very heavy.

While instances of sales of coal above \$1.75 at the mines are rare, this week finds no few Pennsylvania operators who have fixed this price for their surplus coals. The great bulk of the spot coal offering now is at \$1.50 per ton at the mines up. One of the New England railroads is reported to have purchased a block of coal on Monday, paying \$1.50 per ton. The heaviest purchasers of spot coals at the moment are the middle houses who have contracts and need tonnage to apply on them. These people are hunting here and there for medium-priced coal, and they are not finding much success in obtaining anything at prices that are in line with some

of the commitments made by them in the spring and summer.

The car question is still responsible for light output on the part of many of the operators. Supply is below normal on practically all of the eastern lines, and contractors are having great difficulty in getting enough coal forward to satisfy their customers. In fact, many of them are not able to ship anything like what their contracts call for; while, on the other hand, consumers are trying to get enough coal forward to create some surplus. As shipments become irregular, many consumers are digging deep into storage piles that they had accumulated, anticipating having a reserve in case of trouble later in the winter. A shortage of coal before the first of December was not deemed possible several months ago, so that the coal men who tried to induce customers to take in heavy shipments during the early fall months were laughed at in most instances. Customers accused them of trying to scare them into buying coal for which they would have no need. A different story is being heard every day now.

The coastwise vessel situation is not improving. Some few boats can be obtained for coastwise shipments, but shippers in most instances cannot afford the rates asked. Schooners of sufficient size to make a trans-Atlantic voyage, or to the West Indies or South America, are being grabbed for these trades, so that the supply for coastwise trading are very few.

At the local piers the supply of coal is light. Some few shippers may every few days report some surplus on hand, but usually it is for transshipment, and the boats are delayed in reporting for it. It is hard to buy anything at any of the piers under \$3. From this sum up to \$3.50 is asked. Pennsylvania slack is offered at \$1.25.

The Vessel Situation.

The coastwise vessel situation has not eased. It is difficult to get boats at any price for cargoes from the Roads, Baltimore or Philadelphia to New England. During the week some half-dozen schooners have been fixed for export, which decreases the supply for domestic business. Also, some of the steamers formerly plying coastwise have been diverted to other trades because of fancy rates.

Off shore rates are still advancing, and coal exports have slumped heavily because of lack of vessels.

We quote current rates for freight as follows:

From Hampton Roads to Boston, \$1.20 to \$1.40 is about the range; to Portland and points east of Boston, from \$1.15 to \$1.35. To sound points, \$1.00 to \$1.25. From Philadelphia to New England points, about five cents under the Hampton Roads rates.

From New York to sound points as follows: Bridgeport, forty cents; New Haven, forty-five cents; Providence, fifty cents; New Bedford, fifty-five cents. To Boston, around cape, sixty to seventy cents; through canal, seventy-five to eighty cents. Harbor rates twenty to twenty-five cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$3.15	\$1.65
Ordinary	3.05	1.50
Medium grades.....	2.95	1.45
Cambria County—		
Best Miller vein.....	3.25	1.75
Medium grades	3.05	1.50
Cheaper grades.....	2.95	1.40
Clearfield County—		
Best grade.....	3.10	1.55
Ordinary grade	3.00	1.45
Indiana County—		
Best grade	3.00	1.45
Medium grade	2.95	1.40
Maryland—		
Georges Creek big vein.....	3.25	1.75
West Virginia—		
Ordinary grades.....	2.85	1.35
Best gas, ¾-inch lump.....	2.90	1.35
Best grade, run of mine.....	2.95	1.15
Gas slack		1.00@1.25

New York Trade Briefs.

George W. Atkinson of the Merchants' Coal Company, Baltimore, was a recent visitor to New York.

W. P. Tams, Jr., of the Gulf Smokeless Coal Company, Tams, W. Va., sailed on last Saturday for a European trip.

O. M. Deyerle, vice-president and general manager of the Flat Top Fuel Company of Bluefield, W. Va., was in New York on Wednesday.

D. F. Williams, assistant general coal agent of the Hudson Coal Company, with Scranton headquarters, was in New York on Wednesday.

F. R. Wadleigh, the well-known fuel engineer with headquarters in Philadelphia, who has been

in Europe for the past two months, will arrive in New York some time next week.

Some of the New England roads are said to have bought coal this week, paying \$1.50 per ton at the mines, Pennsylvania, for grades that were purchasable several months ago at \$1 and \$1.10.

On Wednesday, some of the New York bituminous people were predicting that the coming week would see bituminous coal pretty generally sold at \$2 per ton, Pennsylvania mining fields.

Effective December 1st, Willard, Sutherland & Co. succeed to the coal business formerly conducted at No. 8 Bridge street, New York, by Willard Brothers and the Atlantic & Eastern Coal Company.

C. E. Lester of Hartwell, Lester & Clitter, Inc., of No. 1 Broadway, New York, who went abroad some three months ago, and who has visited the principal European countries since, is now on his way home, and is expected to arrive some time during the coming week.

Frank Ellison of the C. G. Blake Company, Cincinnati, returned last week on the steamer Touraine of the French Line from a visit to France and Italy, stopping over in New York with Manager Steinkamp of the New York office for several days before going west.

Harry K. Stauffer, who is associated with the sales forces of B. Nicoll & Company, making headquarters at Philadelphia, has recently recovered from an operation that was performed at Elmira, N. Y., where he was convalescing in a hospital for two months. Mr. Stauffer was in New York several days this week, going to Philadelphia for the holidays.

Newspaper dispatches from Scranton on Wednesday told of the resignation of Col. Reese A. Phillips, for thirteen years general manager of the collieries of the Delaware, Lackawanna & Western Coal Company. His resignation is due to ill health. He started in the anthracite field a great many years ago as breaker boy. His successor has not been named.

The Van Ormer Coal & Coke Company, which has its general offices at Boston, has moved its headquarters to Altoona. The Van Ormer interests have large operations at Van Ormer along the Cresson and Clearfield branch of the Pennsylvania railroad, the daily production of its mines being about 1,000 tons. The Altoona offices will be in charge of B. C. McDowell, who formerly was in charge of the Brothers Valley operations in Somerset county.

Marcy McD. Price of Berlin, Pa., and for many years with the McNiver & Brothers Valley Coal Company interests in New York, is named as one of the incorporators of the Hartland Colliery Company of Clay county, West Virginia, which has just been granted a charter in that state, with capital of \$500,000. Incorporators are John B. Hart, Edward Hart, W. S. Booth, all of Clarksburg, W. Va.; Marcy McD. Price of New York and David Price of Johnstown, Pa.

C. W. Proctor of the Skeele Coal Company, No. 90 West street, returned on the steamer Finland on last Thursday from a trip to Norway, Denmark, Sweden and England. Mr. Proctor returned to find the stork about three days ahead of him, a fine girl being the result of the winged carrier's visit. While in London, he gave a farewell dinner to the New York coal men who were in London at that time, Messrs. W. B. McQueen of Alden Coal Mining Company, McCormack of Commercial Coal Company and Lester of Hartwell, Lester & Clitter, Inc., attending.

Some of the coal men who follow traffic matters very closely and whose experiences have been very varied, so far as transportation matters are concerned, are inclined to the belief that coal, notwithstanding the many mean things said about it as a traffic commodity, is about the best paying revenue that the railroads have after all. Here is how one authority viewed the matter: "Coal originates to the road without any solicitation. The shipper loads it and pays for its unloading. The cars run promptly back to the mines. On the other hand, much of the freight that is now tying up cars in New York territory was solicited by high-priced solicitors. They usually turn in some expense accounts, too. Then we get a glut at the ports where it has to be unloaded, reloaded and handled several times, all at great expense, before it finally reaches its resting place on shipboard if intended for export. There is but one movement of coal after it reaches the tidewater ports. That is when it is dumped either by machines or gravity piers, directly into the vessels. And then, coal moves regularly. It is a month in and month out traffic, so that transportation companies can move it with a minimum of cost."

New England Trade

BOSTON, December 2.—(*Special Correspondence*).—The wholesale anthracite and bituminous dealers of New England, and especially those located at this centre, are even more optimistic regarding the future than they were a week ago. At that time a dealer could be found here and there who was inclined to be a little dubious, but today all signs of pessimism appear to have disappeared. The great question today is not so much "demand" as it is "transportation facilities." This question applies as much to anthracite as it does to bituminous.

The congestion at terminal and junction points has not been improved upon during the past seven days, and there is nothing to indicate any material improvement within the near future. All-rail dealers are, for this reason, bound to experience more or less delay in deliveries of coal. High winds and seas have greatly interrupted water transportation. Some houses report practically no cargoes arriving during the past ten days. Others have been fortunate enough to get three or four barges through since last reports. But every house is backward in deliveries and a considerable November tonnage was carried over into this month. If they should not take another order within the next fortnight, a majority of houses could keep busy making deliveries of coal already ordered.

But instead of a decrease in business wholesalers report a better demand for bituminous. Manufacturers and other large consumers seem to have awakened to the fact that soft coal is more apt to be higher before April 1 than it is to be lower, and everybody appears anxious to lay in a good supply. Appeals for deliveries of old contract coals are keen and some consumers are placing orders for more 1915-16 coal. At Mystic Wharf the spot New River and Pocahontas market is largely a professional affair. That is the buying is confined largely to among dealers themselves. Owing to the fact that receipts have been light these coals have recently changed hands at \$4.15 to \$4.25 per ton on cars. About a month ago New River and Pocahontas was a drug on the Mystic Wharf market at \$3.75. Dealers handling Georges Creek and like coals have practically withdrawn from the market, and prices for them are largely nominal. The f. o. b. Hampton Roads market on southern coals is reported as firmer at \$2.85 per ton, notwithstanding the fact that supplies standing and running to those ports are still far in excess of the demand. The local bunkering market for New River and Pocahontas is better, being \$4.50 per ton over the rail, as compared with \$4.25 a week or ten days ago. Pennsylvania bituminous is higher at \$1.25 to \$1.75 per ton on cars at the mines, and in some cases coal has brought as high as \$1.80. Local retail prices for bituminous are higher, but not noticeably so.

The demand for anthracite, according to a majority of the wholesale firms, is all that could be desired. Big company prices are very strong, but unchanged, but independents are asking and getting premiums of fifteen to twenty-five cents a ton and not guaranteeing deliveries. The demand for cargo lots of stove, nut and egg is especially good, and the chances are there will not be enough pea and buckwheat to go around during the balance of the year. Alongside Boston Harbor prices are: Stove and egg, \$5.85; nut, \$6.10; broken, \$5.10; pea, \$4.05 per ton. On a basis of f. o. b. New York, No. 1 buckwheat is \$2.85; No. 2, \$2.30; No. 3, \$1.60, and bird's eye, \$2.

The marine freight rate market is strong and higher. From Hampton Roads ports to Boston the general asking price for bituminous is \$1.15 to \$1.25 per ton. From Hampton Roads ports to Sound ports rates average about ten cents less than to Boston. The six-masted schooners Ruth E. Merrill and Edward B. Winslow and the five-master Singleton Palmer, three of the largest vessels engaged in carrying coal to Boston, have been chartered at a very high rate to transport coal from Chesapeake Bay ports to Rio Janeiro. The boats will each receive \$8.50 per ton. The Winslow will carry 4,800 tons, the Merrill 4,500, and the Palmer 3,800. Rates from New York to Boston continue high, usually at ninety cents per ton; from New York to Providence seventy cents; and from New York to Pawtucket eighty cents. From New York to the Provinces rates usually run from \$1.25 to \$1.40 per ton, and sometimes as high as \$1.50.

Boston Trade Notes.

The probabilities are the New River Company will produce 175,000 tons of coal during Novem-

ber. The net earnings for July, August and September were \$70,000. October broke about even.

The Wrayin Coal Company of Boston, with a capital of \$25,000, was recently granted a Massachusetts charter. The incorporators of the company are Joseph F. Ryan, Horatio C. Rohrman and H. Wray Rohrman.

The net earnings of all companies for the four months ended October 31, were \$804,819; for the same period last year they were \$807,631. The earnings of the coal department for the four months were \$379,219, as compared with \$379,780.

• F. Sherman & Sons, Inc., of Poultney, dealers in grain, coal and wood, have been granted a Vermont charter. The capital of the company is \$10,000, and the incorporators are Henry F. Sherman, Alice J. Sherman and Thankful S. Mears, all of Poultney, Vt.

Rumor has it that the shares of the Virginian Railway are to be listed on the Boston Curb Exchange. The road is doing a big business hauling coal from the New River and Pocahontas fields to Norfolk, Va., whence most of it is shipped by water to Boston.

On her first trip from Louisburg, C. B., to Boston, the new steamer Rose Castle under charter to the Dominion Coal Company, brought in 7,400 tons of coal. The boat's capacity is 11,500 tons, and she is the largest vessel in the employ of the Dominion company.

The local retail dealers have started their annual solicitation campaign in the form of folders to household consumers of anthracite. These folders give reasons why the winter's supply of coal should be bought. The folder issued by the Massachusetts Wharf Coal Company is especially attractive.

The net earnings available for dividends of the subsidiary companies of the Massachusetts Gas Companies for October were \$212,350; for the corresponding month last year they were \$242,780, and in 1913, \$220,781. Following are the earnings of the coal department for October, with comparisons:

	1915.	1914.	1913.
New England coke	\$38,058	\$50,667	\$57,945
New England coal.....	37,905	42,938	32,869
Federal coal.....	5,866	6,011	7,119
Tow boat.....	3,836	4,082	1,231

Total\$55,667 \$103,700 \$99,166

A hearing on soft coal rates from the Clearfield region in Pennsylvania to Providence, Olneyville and Auburn, R. I., which recently have been advanced twenty-five cents per ton to \$2.70 by the New Haven Railroad, was recently held before Examiner La Roe, of the Interstate Commerce Commission, in the Federal Building, Boston. The chief protestants were the Carbon Coal & Coke Company and the Skeeel Coal Company of Boston, who contended that the tide-water dealers, transporting coal from West Virginia fields via Norfolk, are given an advantage by the increased all-rail rate. Representatives of the New Haven stated that the new rate to Auburn was based on the rate of \$2.70 to Worcester, that city being equally distant from Boston and Providence, where tidewater dealers are located. It was also stated that a reduction for some Rhode Island points had been made from \$2.80 to \$2.70, and that the road had decided to make a flat rate of \$2.70 for that territory. Examiner La Roe took the matter under consideration.

Baltimore Trade.

BALTIMORE, MD., December 2.—(*Special Correspondence*).—While the bituminous coal situation here shows a gradual tightening of lines under the adverse influence of poor labor and car supply, although demand for commercial fuel is by no means heavy for the season, the principal interest of the moment is centering in anthracite. Dealers here, where yard reserve supplies are none too large, are growing somewhat nervous as to prospects. The movement of coal from the mines, even after it is gotten awheel, is very poor, such shipments often consuming from two to three weeks. When coal gets in a yard or siding the anthracite man here has to whistle for the most part. It is only the fellow who requires the immediate forwarding of bills of lading and then gets immediately behind the shipment to prevent it being sidetracked, who is getting through coal in anything like satisfactory form.

Then the mines are often refusing to make shipments, as they have not the coal in some cases, or the cars in others, to take care even of their most urgent orders. The result is that stocks in Baltimore have been hit harder this early winter than ever before to care for contract

obligations, and storing of more coal to take care of the harder weather ahead is out of the question. Two or three weeks of real cold weather just now is likely to see a genuine squeeze for fuel. There has been much talk in the trade of possible increases in prices, but no action has been taken as yet to go above the regular winter schedule.

In soft coal lines there is a loud cry for cars, and the cry for the most part is being met with a rebuff. The mines that received thirty to forty per cent the past week in many regions were the lucky ones. Under such conditions contract obligations fell further back. Operating interests not infrequently are not only offering coal for sale, but are actually buying coal awheel wherever possible to fill up their contract obligations. Two things are keeping the market from soaring. One is that the industrial demand is not pushing even up to contract obligations, except possibly for those issues which are working on war orders, and the other is that there has been an almost complete cessation of export movement. Were from 200,000 to 300,000 tons a month now going out on foreign account, as was the case a few months ago, there would be a more decided squeeze. Last week foreign shipments were negligible, but a little more than 1,000 tons being loaded. Only one small coal charter was noted. All the coal trade has stopped foreign shipments for the time being because of the excessive vessel rates that are also tying up all classes of merchandise at eastern terminals.

Prices, where coal was available at all in the open market, were a little tighter. The list to the trade at the mines may be quoted about as follows:

	F. O. B. Mines.	F. O. B. Mines.
Fairmont Ordinary—		
Three-quarter	\$1.10	\$2.53
Run of mine.....	1.00	2.43
Slack .....	.95	2.38
Somerset—		
Best	1.45	2.63
Good	1.25	2.43
W. M. R. R.—		
Freeport	1.20@1.25	2.38@2.43
B. & O. R. R.—		
Freeport	1.20@1.25	2.38@2.43
P. R. R.—		
Best South Fork.....	1.40@1.45	2.58@2.63
Miller vein	1.30	2.48

Baltimore Trade Briefs.

The October tonnage report of the Baltimore & Ohio Railroad shows the total movement was 3,124,328 tons, as compared with 2,662,377 tons for the same period of 1914, a gain of 461,951 tons.

Great interest is being taken here in the grain embargo placed by the Pennsylvania against grain coming here, and the embargo of the B. & O. against iron and steel for New York. It is thought that much iron and steel may now come here for shipment, and on the other hand the holdup of grain coming here may give a chance for a release of some of the fleet that has been absorbed by the grain interests to the exclusion of export coal movement.

The Baltimore & Ohio railroad has awarded contracts for its new \$1,500,000 concrete and steel coal pier at Curtis Bay. The work was divided as follows: Superstructure and bulkhead, H. S. Kerbaugh, Baltimore and New York; dredging, same concern; conveying machinery, Robins Belt Company, New York; car dumpers, McMyler Interstate Company, Cleveland, Ohio; grading, Smith McCormick, Easton, Pa., and thawing sheds, Surety Engineering Company, New York.

Boomer Mine Explosion.

BOOMER, W. VA., November 30.—Nineteen men are known to have been killed by an explosion in Mine No. 2 of the Boomer Coal & Coke Company here today. Thirty miners were brought to the surface tonight, and rescuers have hopes that others will be found alive.

Ten miners were rescued from a sub-entry to the mine at 6 o'clock this evening in a semi-conscious condition. When revived they said they had seen many men apparently dead a short distance from the point where the explosion occurred.

Early reports said fire was raging in the mine, but rescuers denied this. The fans were not affected by the explosion.

Rescue teams are working in thirty-minute shifts under the supervision of State Mine Inspector Earl Henry and D. J. Parker, chief engineer in charge of the car of the United States Bureau of Mines stationed at Huntington, W. Va.

Buffalo Trade.

BUFFALO, N. Y., December 2.—(*Special Correspondence*.)—The anthracite shipments by lake for the past week were on a fairly large scale, amounting to 107,950. Nearly half the coal, or 52,900 tons went to Duluth-Superior, with 33,750 for Milwaukee, 13,900 for Chicago, 5,000 for Manitowoc and 2,400 for Marquette. November was a rather light month as compared with last year and the total for the season will undoubtedly run considerably below a year ago. Shipments will be made for some days yet, the intention of some of the shippers being to send coal forward as long as the weather and ice conditions permit.

The demand from dealers is on a fair scale, but it will take some more wintry weather than has thus far been experienced to create any flurry. A scarcity of cars affects the delivery of coal at present, but serious delays have not as yet occurred. The bulk of the orders just now runs to chestnut and it is a hard matter to fill all the orders for this size. Other sizes are fairly plentiful.

The bituminous demand has grown considerably in eastern territory and some shippers have a large business there. Prices are on a stiff basis and much better than they are nearer home or in Canada. It seems to be a hard proposition to get a fair price here, but some companies are declining to make any reductions, quoting prices even higher than the regular schedule. It is believed that coal is going to be worth more within the next few weeks and operators feel that it would be foolish to tie up any large quantity unless they get satisfactory figures for it. Most of the sales now made are for December delivery, with the understanding that coal will not be furnished for January or later months at such prices.

The lake season in bituminous coal is about over, and the next week or ten days will see the finish. The ordinary situation at the end of the season is a somewhat weaker market for a brief period, but it seems doubtful if much weakness will develop this year. There is a great scarcity of men and of cars, and these factors are creating a pretty firm market. Labor of all kinds is not as plentiful as it ordinarily is and employers are forced to bid against each other to get help. The outlook is for numerous labor troubles in the mining districts in the near future.

Buffalo Trade Briefs.

Charles S. Bygate, of the Theiss-Bygate Company, was a visitor to the coal trade here this week.

The Richland Coal Company has opened an office at Cleveland, O., and Roswell S. Price, president of the company, will spend much of his time looking after affairs there hereafter.

Buffalo anthracite shippers have refused seventy-five cents on coal cargoes to Chicago this week, this being about double the ordinary rate. It is understood that that rate was paid from Erie to Chicago.

It is expected that the New York State Steel Company's plant will start operations in the near future, possibly next week, if enough men can be secured. Labor is difficult to secure for a number of large plants here.

The steamer Nyanza ran aground with a coal cargo at Erie, Pa., last week and had to be lightered of 500 tons, after four tugs had vainly tried to get her loose. The vessel was reloaded and continued her trip up the lakes.

Several hundred miners employed by the Rochester & Pittsburgh Coal & Iron Company at the Adrian and Florence mines went on a strike last week, causing considerable inconvenience in the filling of the company's shipments.

The steamer Adrian Iselin, owned by the George Hall Coal Company, Ogdensburg, has made ninety-three trips between that city and Charlotte, on Lake Ontario, during the past season. The vessel carries 3,000 tons, so that her total tonnage for the season is nearly 300,000. The number of trips is a record-breaker and good weather has favored the Iselin all through.

The funeral of George P. Cronk, treasurer and general manager of the Pennsy Coal Company, was held last Wednesday at Franklin, Pa., the services being in charge of the Order of Elks. The bearers were members

of the Elks and former associates in the company. A special train conveyed the body and fifty-two members of the local lodge of Elks to Clarion, where interment occurred.

The by-products coke plant projected by the Wickwire Steel Company and the Semet-Solvay Company, but laid aside on account of the outbreak of the war, is to be built soon. It is stated unofficially that the projectors are sorry that they dropped the work, as they need the coke. The plant will be near the Wickwire Steel Company plant on the Niagara river and will have a capacity of 500 tons of coke a day.

Denver Trade.

DENVER, December 2.—(*Special Correspondence*.)—The market here has been brisk during the past week on account of several days of cold weather. It has been especially cold during the nights, the thermometer dropping to about fifteen degrees below freezing. As a result the market has displayed more snap than at any time since the opening of the season.

Lignite production is around the top notch, every mine running full time and crowded with orders. The unexpected change caught many dealers rather shorthanded and considerable delay occurred in the filling of orders.

The bituminous districts all report a rushing business with a heavy tonnage. Trinidad, Walsenburg and Routt mines are all hard pushed in the filling of orders, and running full time. The output in the Canon City district is very satisfactory and larger than for many months. There is a very heavy demand this week for Routt county grades.

While slack prices are strong, there is no radical change in prices. Present production is well absorbed by the better demand.

The following prices on lignite coal are ruling, f. o. b. mines: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For country delivery, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

A Matter of Rates.

DENVER, December 2.—(*Special Correspondence*.)—According to a recent decision by the Interstate Commerce Commission, pursuant to an investigation of coal switching charges in Chicago, the coal shippers in Colorado are entitled to recover the difference between the rates they have been paying the railroads and the rates fixed by the commission. The essence of this decision, according to Attorney Albert L. Vogl, of Denver, is as follows:

"Where it can be shown that coal rates are excessive rather than discriminative, the shippers may sue and are entitled to damages. The shipper cannot get damages if it is shown that the rates have been merely discriminative. They must be in excess of the rates fixed by the Interstate Commerce Commission before the shipper has cause for action.

"The supreme court of the United States decided several years ago that discriminative charges are not grounds for damages," he said. "And the railroads have been relying on that decision to protect them from prosecution for their inordinate coal rates.

"There is no question that the rates charged the shippers in northern Colorado are not only excessive but far above the rates fixed by the commission, and therefore illegal. And the shippers of coal from the northern Colorado fields who have been paying these excessive charges can sue and recover the difference between the rates they should pay and the rates they have been paying. The railroads are liable for a refund of the excess in charges they have made, and the supreme court decision does not protect them."

According to the above the shippers of coal in this state may now recover on excess charges amounting approximately to \$100,000.

A Ton Lump of Coal.

DENVER, December 2.—(*Special Correspondence*.)—The largest lump of coal ever brought to Denver was delivered a few days ago by the Victor-American Fuel Company from the Pinnacle mine in Routt county, which it recently put in operation. The lump measured over eight feet in width and weighed one ton.

The second largest lump was brought here thirteen years ago by the Rocky Mountain Fuel Company. It weighed half a ton and is still

at one of the company's yards. It seems to be in about as good condition as on the date of its arrival in Denver.

Central Pennsylvania Status.

In response to a request from THE BLACK DIAMOND for an expression as to what procedure at this time would best serve the interests of the Pennsylvania bituminous operators, especially those in the central Pennsylvania field, where the wage question comes up for settlement on April 1st next, a well known operator writes as follows:

"Everyone in the coal business realizes the serious danger of labor trouble impending April 1st, 1916. There are three prospects to contend with:

First—An advance in wages.

Second—Suspension of mining pending settlement.

Third—A strike.

"The first will, of course, be disputed by the opposing parties.

"The second and third contingencies would be regretted by both sides and would cause losses to the operators and suffering to the miners and their families. With the present prospect of a serious shortage of railroad equipment clear through to April 1st next, the miners will not be over-prosperous at that date.

"Therefore, the question of a settlement should not be permitted to go beyond April 1st, and preparation for negotiations should be commenced at once.

"Operators should first of all, accumulate by subscription or assessment, a fund of money to assist those of their numbers not in shape to carry on a strike in case an agreement is found impossible at the outset.

"The last advance was not warranted, as all know at this time. It was brought about solely because of the inability of two or three members to stand a shut down. Had a fund been arranged to meet such a situation, the central Pennsylvania field, as a whole, would have benefited. Operators would have saved thousands of dollars, and labor would have been more steadily employed. The fictitious situation that prevailed in the central Pennsylvania district was not to the benefit of any.

"Facts and figures should be gathered and tabulated at once so that no delay may occur. These figures should be made up by both sides to be presented by each side in a clear and concise manner.

"Operators should have comparative costs with other fields, bearing in mind that every advance made in Central Pennsylvania makes the handicap as compared with mining costs in other districts, a little greater. Comparisons of present costs against those existing when the scale went into effect will show an increase of about eight cents, brought about by various causes not connected with the scale. These figures should be gotten up also. Miners' representatives should attempt to show plainly where their claims for increases in wages are based.

"A publicity bureau should be organized. Facts, figures and details of negotiations should be given to the press daily. Negotiations pending at the end of March are subject to an over anxiety for settlement. The high market prices caused by the fear of the public has biased largely the men's minds in their work. For instance, three years ago a parallel situation prevailed where both hard and soft coal wage agreements expired simultaneously. Some operators urged the granting of an increase stating that a hard coal strike was certain and that soft coal would sell at \$1.75 per ton at the mines in central Pennsylvania for months to come. An advance was granted by soft coal operators and a settlement was made by the hard coal districts and soft coal has done well to sell at the cost of producing ever since.

"Every strike or labor agitation has cost the central Pennsylvania district business, which is lost to West Virginia and other non-union fields. Many buyers do not want the losses and annoyances entailed through interruptions to shipments.

"Therefore, this is the time for operators to act."

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What Is a Proper Price for Coal After April 1st?

What are the prices of coal going to be after the first of next April? Principally, what are the contract prices of coal going to be on commitments made between now and the first day of May for the delivery of coal on and after the first of next April either for a period of one year or two years? Those are the big questions which are crowding into the mind of the coal man now.

Every one is reasonably sure about the trend of affairs between now and the first of April. Everyone believes, for example, that in the east prices will rise to a premium of fifty per cent if not one hundred per cent of normal in the next few months. In the west, nearly everyone believes that prices are going to be marked up from twenty-five to thirty-five if not to fifty cents a ton or more in the course of the next four months.

Everyone believes that this is going to result from the operation of very natural forces. That is, there will be a big demand for storage coal anticipating the likelihood of a mine suspension on April first. Everyone believes that the normal demand will be complicated by a car shortage and labor shortage. Everyone is convinced that the price will get an additional rise due to the fact that very few individuals and very few manufacturing concerns have stored coal in anticipation of this winter's needs. So everyone thinks that the market is going to come in for quite a lively boost.

But as to what is going to happen after the first of next April when a mine strike will be a factor, if not indeed a fact, opinion is divided by about as much space as it is possible to get between the poles.

A percentage of the operators believe that, regardless of the general theory to the contrary, lightning is going to strike twice in the same place. That is, they believe that there is going to be a prolonged strike of the anthracite mines. They believe this is going to present the same tantalizing uncertainty that characterized that strike in 1902. They believe that the anthracite mines will start out on what promises to be a short strike. They believe that history will repeat itself and that the people will expect to hear every day that this strike is ended, only to have one day succeed another until the strike has run into months—as it did in 1902. These operators believe, therefore, that there is going to be the same kind of shortage of coal at the end of 1916 that there was at the end of 1902. They believe, therefore, that there is going to be a reproduction of prices then charged for coal, namely two to three times the normal price, including the freight rate.

The operators who expect lightning to strike twice in the same place are preparing themselves accordingly. They are refusing to accept, for their coal for 1916, a price which would mean a very sharp rise over current figures. They even refuse to tie themselves up for two years on the basis of that rise in prices. They say that twenty-five cents a ton over current figures does not interest them at all.

As a corollary to this decision, these operators are naturally beginning to do the most human of things. Anticipating a shortage of coal, they are planning to make up their share of it by increasing their productive capacity. This, of course, is the surest way of killing the very one thing that they want to see come, namely, a sharp rise in the current prices.

However, the fact that to increase production kills the hope that these operators have in mind, is the one thing that they do not seem to get into their minds.

On the other hand, a great majority of the operators are of the opinion that while prices should rise after the first of April in order to permit the operators to live, they do not see how such an advance is possible. They cannot make up their minds that there is any such good luck in store for them. These operators take a view which is expressed by one of them, in substance, as follows:

Eastern Operators, Generally, Expect a Rise on Contracts and Spot Coal—Western Men See Little Hope in View of Large Over-Production.

"The country has overdone the creation of coal productive capacity. It has overdone it so extravagantly that it will take from fifteen to twenty years for the national coal consumption to catch up with what the mines today are capable of doing. With the mines able to produce, with new machinery coming along that is going to speed up production in the mines, and with the railroads constantly growing in efficiency, there is no hope that prices are going to rise to any such extravagant extent as twenty-five cents a ton on the average or any other figure."

Some operators are candidly of the opinion that if they hold their own in the matter of price and get off with paying a small increase to the miners, they are going to be lucky.

These same pessimistic operators, however, are doing the same as the optimists are doing, namely, they are planning to increase their productive capacity. Their reason for so doing is:

First, every operator thinks that while the trade, generally, has overproduced, the other fellows haven't as good coal as he has. Therefore, he can increase the production of his superior product and get away with it. At any rate, he is increasing the productive capacity of his mines.

Thus whether the possible future is viewed from the point of view of those who expect very much higher prices, or whether it is studied from the point of view of those who expect the same or even lower prices, the natural result is going to be an increase in the productive capacity of the bituminous mines. If both of those programs are carried out, it is very easy to see how the favorable prospects are going to be killed. That is, larger output will offset the urgent buying mood which normally would make for higher prices.

An elaborate discussion of this subject by the operators themselves was brought out within the last week by a letter of inquiry addressed by the editor of this paper to the heads of coal concerns in all parts of the country. The editor had become acquainted with two circumstances which suggested the letter which is as follows:

"Just recently a big eastern coal company refused to accept a contract under these conditions.

"A contract for big tonnage does not expire until the first of next April. The selling price was under \$1.00 a ton, the consumer offered to cancel that contract and make a new one, running from date to two years beyond the first of April next at twenty-five cents a ton increase in price.

"Another coal operator refused to accept a contract for 600,000 tons of coal to be delivered next year at a price which is twenty-five cents a ton above the current figures for his eastern coal.

"Most men in the east are more concerned about the prices after the first of next April than they are between now and the first of April. How do you stand on this question? What are your opinions as to future prices? Will they be as high as these two incidents indicate? Do you expect lower figures?

"Will you kindly favor us with a reply at your convenience?"

A good many interpretations have been placed upon those two incidents. One of them was that the contractor who offered to advance his own price twenty-five cents a ton was conscious that he was getting coal now below cost of production. Incidentally, this seems to be about the truth.

Another was that the contractor was willing to pay a higher price after next year in order to be sure of getting his coal delivered this year.

At any rate, the whole question of price is very elaborately treated as the following communications from operating companies will show.

W. H. Warner of W. H. Warner & Company, Leader-News Building, Cleveland, Ohio: "Replying to yours of December 1st, there is a very good demand for any low sulphur coal that will go east, and we look for considerable advance in this coal during the next two or three months. It is predicted in some quarters that the advance will amount to fifty to seventy-five cents per ton, although this will depend quite largely on weather conditions, which in turn would affect the car supply.

"As a general proposition we look for the market price of coal next year on contract to be anywhere from ten to twenty cents per ton higher than this year. This applies particularly on coal that is used for steel making or gas purposes."

The Milton Coal & Lime Company, Canton, Ohio, writes as follows: "In regard to enclosed letter, would say we have not sold any coal ahead for over thirty days for past six months. We just sold fifty cars for this month. The party tried to get it at same price to April 1st, and we refused it. We believe coal will be in such demand that buyers will be begging for coal at fully twenty-five cents advance before April 1st and it may come within thirty to forty days. All stocks are light. Labor shortage and car shortage will cause it, and operators are in need of profit. We believe we will get it."

H. H. Devereux, president of the Chicago-Springfield Coal Company, Illinois National Bank building, Springfield, Illinois: "In reply to yours of the 1st. We believe it is not a question of what the prices will be after the first of April, but rather what they should be and how this price can be established. Considering the great amount of risk of all kinds and the constant depreciation that the coal operator has to contend with, a price at this time of \$1.25 per ton for run of mine would be no more than fair, and while there may be some improvement in price here and there, we believe that the only way in which a general increase can come is through the railroads adopting a more liberal policy in buying their fuel requirements.

"The buying of cheap coal by the railroads is not, in our estimation, good business, but rather a case of killing the goose that lays the 'Golden Egg.' If it is true that the coal mines supply the railroads with about sixty-six per cent of their gross freight tonnage, then the railroads should not force the mines to sell their product to them at cost or below, and by taking from one-fifth to one-third of the tonnage from the mines local to their roads at this low price to thereby establish a low price on the balance of their output, for it is hardly conceivable that with the railroads paying a fair price for their fuel, that there would be any of the remainder of the output sold at less than the then established price.

"To the outsider it would seem that the price to railroads would rest with the operator, but you know that the whip is in the hand of the railroad and will remain there unless present conditions are changed."

H. L. Cory, sales manager of the Continental Coal Corporation, Chattanooga, Tennessee: "We thank you for yours of recent date, containing information as to the attitude of eastern operators regarding the price for steam coal. We note that several contracts have been offered at an increase of twenty-five cents per ton.

"We have never known in this section steam coal prices to advance more than five cents or fifteen cents in one year over the previous year. Current contracts are about ten cents less than they were from 1912 to 1914. With restoration of normal industrial conditions we can reasonably expect in this district to get back to normal basis, which will probably be ten cents above what we are getting now. Any advance over that will have to be based on something out of the ordinary, such as unprecedented car shortage or congestion, long continued strike, or something unusual."

Fern Hills Mines, Owensboro, Kentucky, says: "Yours of the 1st inst. is received. We hardly

know what to say about the coal situation in this district. Quite a number of mines, that is to say the country mines around here, are tied up with a lot of low priced contracts. The Fern Hill mines, however, are not handicapped with any of these.

"There seems to be a better tone to the market, and we believe that within six months it will be very strong. All the mines in this county are non-union."

E. S. Helburn of the Hignite Coal Mining Company, Middlesboro, Kentucky: "Your letter of December 1st asking our opinion as to what we think the coal market will be after April 1st received. It is the opinion of the operators in this section of the country that steam coal will continue to advance from this time on; that nut and slack will be exceedingly high during the spring and summer and that run of mine will demand as high price, or higher, than it is selling at now. Conditions look very favorable for a good price on steam business."

Howard D. Preiffer & Company, Real Estate Trust building, Philadelphia, Pa.: "In reply to yours of the 1st, we would say that it is our policy to only take contracts at a price that will show the mine a profit, considering, of course, with whom the contract is made. We closed a contract this week for 300,000 tons to be delivered in equal monthly proportions, within the next three years. This contract is not to begin until April 1, 1916, and has a wage clause agreement in it."

"If the coal men, as a whole would make contracts with a money penalty for non-delivery or non-acceptance on delivery, it would immediately put the coal business in a position it should be in. As to what the prices will be after next April, no man living can say; we do know, however, that the prices for any commodity eventually reach an average price that shows a reasonable profit to that industry, and it is our policy to accept business when we can get such a price."

T. E. B. Siler, president of the Seng Creek Coal Company and Marsh Fork Coal Company, Charleston, W. Va.: "I beg to thank you for your letter of December 1st and to say that we are not making any contracts to run later than April 1, 1916, and we certainly would not take any contracts for the next year at figures averaging less than twenty-five cents per ton advance over the present year's prices. We would prefer to wait until the first of April before doing even that."

Philip P. Phillips of the Phillips Coal Company, Ottumwa, Iowa: "Replying to your favor of the 1st, beg to advise that we will have no particular relief in the coal situation this winter so far as price is concerned. The price for coal in the Iowa coal market is governed by the prices quoted in Illinois, and so long as Illinois continues to have an overproduction we cannot expect much relief in Iowa. Our business at the present time, however, is better than it has been in many months. This, of course, is the season when the cellars and coal houses are being filled with domestic coal, which stimulates business. Then to the prospective agreement period coming April 1st is tending to induce the railroad companies to store some coal."

E. C. Roberts of the Fairmount Coal Company, Buffalo, New York: "Answering your circular letter of December 1st with reference to future contracts, beg to state that our entire tonnage is sold up to April 1st next."

"I am not taking on any new business beyond that time until we know what our mining scale and other conditions will be after April 1st."

"There seems to be quite a number of inquiries for business through the year 1916, but I have refused to consider same until we know what is going to confront us by the new mining scale."

F. R. Babcock of the Babcock Coal & Coke Company, Pittsburgh, Pa.: "In response to your letter of December 1st, relative to the present situation, and our idea as to accepting contracts for future delivery, we beg to advise that we are only 'small fry' in the coal business. Most of our product goes into coke."

"However, under the present outlook, we would not feel justified in booking contracts for large blocks for delivery next year. In fact, we would not want to tie up a large portion of our product at any price. We would rather take a chance on spot shipments, as we believe the market is bound to show some real improvement."

Regal Coal Company, Oskaloosa, Iowa: "Replying to yours of the 1st inst. relative to the future selling price of coal."

"We are situated a little too far west to feel the influence of a strong market as quickly or as forcibly as the eastern operators experience. The east must feel the increased prices much earlier than we owing to the much larger number of

industrial manufactories being located in the eastern territory. The enormous business placed with these industries by the nations at war creates an unusual market for coal, both by these industries and the railroads in making deliveries. It is our opinion that should the war continue the price of coal will no doubt go up, and should the war be terminated within a short time, we see no reason for a reduction."

"The contract between operators and miners expires April 1st., and there is no doubt that the miners will make a demand for an increase in wages—and we think they will get it."

"In view of the above stated reasons we feel that the operators must receive a higher price for their coal than that for which they have been selling."

J. W. Dawson, general manager of the Kellys Creek Colliery Company, Ward, Kanawha County, West Virginia: "I thank you for and appreciate very much your letter of December 1st about the price of coal."

"We agree in every detail with the two concerns who declined the business mentioned. We are fully convinced that commercial activities will, between now and the middle of 1916, demand more coal than can be supplied, and we believe coal operators have at least come to their senses and have determined to discontinue the practice of selling coal at from ten to twenty-five cents a ton below actual cost, which they have been doing during the past twelve months."

"We are making no sales for coal to be shipped after March, 1916, and we don't expect to on the present market."

Henry L. Gilbert, general manager of the Black Diamond Company, New Hayden Building, Columbus, Ohio: "Replying to your favor of December 1st, we expect to see decidedly better prices for coal before April 1st. We are unable to make any prediction for prices after April 1st, as that, of course, will depend largely upon the wage scale to be settled for the following two years."

Douglass Gorman, president of the Cumberland Coal Company, Continental Trust Building, Baltimore, Md.: "Replying to your letter of the 1st inst. We confidently expect to see a very strong market on both coal and coke throughout the entire year of 1916."

"The question as to whether prices will be higher after April 1st than prior theretofore depends entirely on the possibilities of a prolonged strike after April 1st."

W. E. Eppert, president and treasurer of the Eureka Block Coal Company, Terre Haute, Ind.: "Replying to your inquiry of the 1st. It is very gratifying to know that some people are optimistic enough to do what you say. If I could understand more certainly what kind of conditions are likely to prevail in the east, I think I could judge better what would likely prevail here."

"I cannot see how prices can be made lower and therefore certainly hope they may be much higher."

F. H. Wigton, receiver for the Morrisdale Coal Company, Philadelphia, Pa.: "Your letter under date of December 1st has been received relative to the possibilities of prices of bituminous coal during the year 1916, after April 1st, and we note the instances to which you refer."

"It is a well recognized condition, both through governmental reports and by actual experience of those engaged in the business, that the bituminous coal industry for several years past has been far from profitable. This condition has been brought about through a multiplicity of circumstances into which it is not necessary in this communication to enter."

"There have been various suggestions made for the improvement of the industry springing from the universal desire of all those engaged in the same to see a profit in place of a loss resulting from every effort. So far as we know of, all of these have been based upon an arbitrary reduction or restriction in the output so that the same shall be brought within the limitations of the market requirements."

"It is thereby recognized that the underlying law of 'supply and demand' absolutely controls all business and makes the difference between profit and loss."

"We have never looked with much favor upon the arbitrary restraint, because, that which is artificial must in the end result unsatisfactorily."

"The supply of bituminous coal is regulated by three factors:

"1. The ability of transportation companies to move from the collieries to the market."

"2. The amount of labor necessary to produce the coal."

"3. The mining capacity."

"It is conceded that the transportation com-

panies of this country, by reason of the conditions in the past few years, which enforced excessive economizing, have not been able to keep up in their facilities with the full requirements of the country when it shall have emerged from the slough of depression to one of normal activity; and, therefore, as the activity appears to be at hand, they will not be able to transport any increased amount of coal beyond what they were doing in the year 1913, whereas, the country will require an amount in excess of that aggregate which it has not been taking during the years 1914 and 1915. This, therefore, argues a restriction in the ability to transport at least an excess of coal beyond the requirements of the market."

"The coal mining industry requires an influx of new labor yearly to maintain at least a parity of output with the preceding year. They have not gotten that increase of labor in the year 1915, nor is there the slightest prospect at the present time that they will secure it in the year 1916. Instead of an increase in these two years, there is an actual decrease in labor."

"By reason of the restricted demand for coal in the years 1914 and 1915, up until November, there was little incentive for the average operator to either increase development work nor to maintain that which he already had because of his inability to use the existing capacity, and, also, the necessity to economize. We, therefore, believe the mining capacity in the country is no greater, if it is not less today than it was a year ago, and it is not likely to be materially increased so long as the shortage of labor is so pronounced."

"By reason of these three causes, we believe the demand for coal in the year 1916, after April 1st, owing to the industries of the country requiring full supply, will be fully up to the ability of the coal operator to deliver to the consumer the amount required if the demand is not really in excess of the supply."

The law of 'supply and demand' thus working will enable the coal operator to sell all of his output in an active market and prices to be received will be the highest cost of production in any particular field, plus a margin for profit."

"As the average price of coal has been unremunerative, notwithstanding all kinds of subterfuges to mislead the average operator into the thought he was producing coal lower than in reality, it is only fair to presume that twenty-five cents per ton advance will not cover all the past shortcomings and yield a reasonable profit, and, therefore, the selling price may advance considerably beyond twenty-five cents per ton for the coming year."

William Atkins, treasurer of the Kingwood Coal Company, Philadelphia, Pa.: "We have your favor of the 1st inst. It appears to the writer that at present the situation which will control the price of coal after April 1st next is a little uncertain. I think the impression among the officers of the anthracite coal companies is that there will be a stoppage, but for how long nobody knows. Of course, if it only lasts for a short time, it will not have much effect on prices; but a stoppage of any great length of time in the mining of coal would undoubtedly have a serious effect on prices."

"It is impossible at this time for anybody to foretell how long the stoppage will be, if any, and we are inclined to think that the price of coal will be governed very largely by the car supply and the ability of the railroads to handle it. Of course, in this one man's guess is as good as another's."

Rex Company Sold.

HUNTINGTON, W. VA., December 6.—The Rex Coal & Coke Company's mine at Ethel, W. Va., was sold today. The new company will operate under the name of New Rex Coal & Coke Company, and will be managed by the following men: President, L. R. Reesc, Huntington, W. Va.; vice president and general manager, J. F. McClung, Ethel, W. Va.; secretary and treasurer, George S. Wallace, Huntington, W. Va.

This mining property is known as one of the best in the Logan field. The famous Chilton seam is being mined, besides the No. 5 block seam, nearly twelve feet in thickness, and the famous Winifrede seam cover a large area under lease. Karl F. Schoew of Huntington conducted the negotiations.

N. Bonnist, who was formerly connected with Messrs. Cooke & Wilson of Cleveland, Ohio, has joined the sales forces of the Morgan-Gardner Electric Company of Chicago. He will cover the territory comprised in Illinois and Indiana.

Six Reasons Condemn the Rate Advance.

The railway bureau of the Chicago Coal Merchants Association has asked the Interstate Commerce Commission to suspend the tariffs which call for an advance in coal rates from Indiana and Illinois to the Chicago gateway. In doing so, six reasons are given why the tariffs should be suspended. The protest of the association follows:

"The Chicago Coal Merchants Association, a voluntary association of about two hundred and forty (240) wholesale and retail coal merchants located within the Chicago switching district, said district being more specifically set forth and described in Lowrey's Tariff 20-F, I. C. C. 30, respectfully petition you to suspend, in accordance with the act to regulate commerce, all of the below mentioned tariffs filed by the carriers of coal to Chicago district, all of these tariffs published to become effective December 15, 1915, or thereabout, and putting in effect a horizontal increase of five cents per ton from mines in Indiana and Illinois to the above described territory.

"The tariffs which petitioner seeks to have suspended are as follows, also such other tariffs which have not yet been brought to your petitioner's notice carrying said advances: Chicago, Burlington & Quincy R. R. Co. Sup. 32 to I. C. C. 10688, effective December 15, 1915; Cleveland, Cincinnati, Chicago & St. Louis Ry. Co. I. C. C. 6680, effective December 15, 1915; Chicago Great Western R. R. Co. Sup. 37 to I. C. C. 4908, effective December 15, 1915, etc.

"Our reasons for asking for the suspension of the above mentioned tariffs are:

"First—At the present time, many of our members have made and entered into contracts for the sale of coal in large amounts, based on existing freight rates, which said contracts contain no clauses permitting of an advance in price, due to change in freight rates, during the life of the contract (this statement particularly applies to various Federal, State and Municipal contracts, which run into very heavy tonnages).

"Second—Furthermore, with regard to either steam or domestic coal delivered by wagon from dealers' yards, an advance in freight could not be made, without increasing the price correspondingly to the consuming public, which is not now advisable, because factories and their employes, long idle, are just now becoming active.

"Third—These rates can not be equitably advanced, at this time, to the above market, without creating a discrimination.

"A—For the reason, that Illinois intrastate rates have been suspended by the Illinois Public Utilities Commission, an approval of these tariffs would result in coal originating at Illinois mines, on the C. C. C. & St. L. R. R., reaching this territory at a rate five cents per ton higher than that originating from the same districts on other lines; owing to the fact that coal originating at Illinois mines, on the Big Four Railroad, moves to Chicago switching district as interstate traffic. This same situation obtains on coal from Illinois mines shipped to points within the Chicago switching district, located within the state of Indiana.

"B—Also for the further reason that Indiana intrastate rates having been suspended by the Indiana Railroad Commission, and if the interstate rates are approved by your honorable body, it will leave the rates in these tariffs from Indiana mines to a portion of the Chicago switching district territory located in Illinois subject to a discrimination of five cents per ton.

"C—Also for the additional reason that in I. & S. Docket 555 an advance of ten cents per ton was granted to all points west of the Mississippi river, and north of a line drawn between Milwaukee and Madison, Wisconsin, and if the tariffs herein mentioned are approved by your honorable body, it will create an additional advance of five cents per ton on coal from mines in the state of Indiana moving via the Chicago gateway to points beyond to which there are no through rates, because of the suspension of the Illinois intrastate rates by the Public Utilities Commission. This also applies to all points west of Chicago, in what is known as Illinois Freight Committee Territory.

"Fourth—In conclusion, we respectfully suggest to your honorable body, that at the present time there is great uncertainty and confusion existing in the minds of the coal trade, in the Chicago switching district, owing to the fact that the rates to this market from Pennsylvania, West Virginia, Ohio, Kentucky and Tennessee are also known to be under discussion for revision; whereas, the present rates having been based on well established differentials, which

have, in the main, been satisfactory from a competitive standpoint with regard to the various coals coming from the various fields all these rates should be seriously considered in conjunction with the present proposed advances from Illinois and Indiana.

"The point which we, as business men, most desire to emphasize is that the stability of rates and proper differentials thereof, be maintained so that we may know, from year to year, upon just what we can base our calculations, as rate advances coming during the life of existing contracts, are a great blow to stable business conditions, and disturb relations between shipper and consumer and unnecessarily burden your honorable body. In this connection, we would respectfully cite that rate advances, when necessary, should occur at some definite period, such as is now the case with mining wage scales, which

Tying Yourself Not to Re-engage in a Business.

The following, an extract from a letter written by a Massachusetts reader, will I am sure interest everybody:

"I am about to sell my business, a business which I have built up in the last ten years and which is valuable and making a good, regular profit. My health has broken down, and it is my intention to rest for about a year and then re-engage in the same business in the same city. My buyer has asked me to sign an agreement not to go back in the same line of business, but I have put him off until I could obtain your advice. Have I not heard that such agreements are illegal? I do not wish to tie myself up so that I can't go into business again, and as this is the business I have always followed, I should be out if I agreed not to go into that. Please advise me how far a man ought to go in making an agreement not to re-engage in business."

This kind of an agreement which this correspondent speaks of, viz., an agreement by the seller of a business not to go back into that business, is considered by the law an agreement in restraint of trade, and must be framed within certain limits, or it will not be enforced. The courts do not believe in restraint of trade, but they will enforce an agreement which protects the buyer of a business from the former owner's competition, if it doesn't go too far. Under the old English law, which is the foundation of our law, you could not tie up a man to stay out of business. That rule, however, has been relaxed, and you can do it today, anywhere in the United States, within certain limitations.

Those limitations are that the seller must not agree without limit as to time to remain out of his former business forever, nor must he agree without limit as to territory, to remain out of his former business *everywhere*, even for only a limited time. For instance, if a hardware dealer sells his store and agrees never to go into the hardware business anywhere, the agreement is void. If he agrees not to go into the hardware business anywhere for a year, the agreement is void. But if he agrees never to go in again in the town where his former business was located, the agreement will usually be held to be good. The courts, however, look with most favor upon agreements that keep a man out of business in a given territory for a limited time, thus prescribing a limit both as to time and territory. The purpose of course is to give the buyer time to establish a personal connection between the customers of the house and himself.

In most states today there is no iron-clad rule about it. When one of these agreements gets into court, the courts listen to all the facts and then ask themselves this question: "Here is a man who has bought a business, relying upon the seller's promise that he would not immediately start in to compete with him. What sort of protection will be adequate for him?" And then they will supply that protection if they can; in other words, if the agreement the parties have entered into is not unreasonable, it will be upheld. Particularly because it is a low thing for the seller of a business to sell on an express promise not to at once compete with his buyer, and then, with the latter's money in his hand, plead that his agreement was invalid.

I can best give point to this explanation by citing a few of the restrictive agreements which have been upheld by the courts; an agreement on the sale of a magazine not to publish a similar one; an agreement on the sale of a law

said definite period is well known in advance to the trade, and the effect provided for.

"Fifth—Furthermore, it is our belief that rail coal and coke rates to a great market like Chicago, through which gateway practically moves about one-twenty-fifth of the entire coal production of the United States, which said Chicago market is also subject to water competition, that, therefore, Chicago should be considered more as a basing point rather than be governed by rates that are practically the sum of locals to intervening points.

"Sixth—And furthermore, we believe that it would be a great advantage to both the coal trade and the railroads of Chicago, if all coal and coke rates to Chicago were made to apply to the entire Chicago switching district as, at the present time, confusion and inequalities arise from the present practice of having rates terminate on initial lines, subject to varied absorptions and charges, which result in unjust discrimination."

practice extending throughout England, not to practice law in England for twenty years; an agreement not to engage for ten years in business as a soap manufacturer within forty miles of Lockport, N. Y.; an agreement not to engage in business as a banker in a certain place for ten years; an agreement not to carry on a tobacco business in Albany or Schenectady (N. Y.) and surrounding towns; an agreement not to run wagons over a butcher route which had been sold; an agreement by the seller of a bakery never to solicit trade from the old customers; an agreement by the clerk for a firm of custom house brokers not to take a similar position within fifty miles of the same city for twelve months after he gave the position up.

In all these cases and in many more, the courts held that the agreement only afforded reasonable protection to the person involved.

Here are some agreements which the courts have held invalid because they involved unreasonable and unnecessary protection: an agreement not to practice dentistry in any part of a district two hundred miles in diameter; an agreement not to carry on a perfumery business within six hundred miles of London; not to become a coal dealer anywhere for nine months; not to make yeast powder anywhere for eight years; not to re-engage in a certain manufacturing business anywhere within a thousand miles of the seller's former town; an agreement by an employe not to engage in similar business, after leaving his employer, within three years in any of sixteen states; an agreement by an oil dealer not to go back in that business anywhere in Indiana, the city of Indianapolis excepted.

Here the standard was the same—does the agreement go beyond the line of needed protection? If it does, as it did in all of the above cases, it is set aside, and the seller of the business is as free as if he never made it.—(*Copyright, December, 1915, by Elton J. Buckley.*)

"I Told You So."

The rule of THE BLACK DIAMOND is not to print any poetry. However, this contribution on "I Told You So," while taking the prose form, is in poetic measure and covers the point which is so decidedly interesting we are going to print it. The author, incidentally, is W. J. McGowan of Percy Heilner & Son, Springfield, Mass.

"Some weeks ago when fields were green we paid twelve cents for gasoline. And now we're paying twenty-four! Why didn't we lay in a store? The same with coal—You thought we lied this summer when we prophesied that things would soon begin to hum, with transportation on the bum. When we advised you to buy coal you hated to part with your roll, and here we are just as of old, December first, it's getting cold, the coal pile's low, no cars in sight. The poor coal man works day and night. The miners have gone home to war. Railroads are using every car. But what's the use of all this flow? A fool can say 'I told you so.' If you need coal put up a yell. We'll do our best to treat you well. We still know where to get good coal, so write or phone. We'll pay the toll."

A statement by L. C. Sabin, general superintendent of the locks at Sault Ste Marie shows that for the months of November the west-bound movement of anthracite was 233,708 tons and that of soft coal was 1,343,248.

Hocking Valley Coal Rate Hearing.

COLUMBUS, OHIO, December 9.—(*Special Correspondence*).—Early last fall Chairman Wildermire, of the Public Utilities Commission, in a slightly caustic rebuke to a member of counsel in the Hocking Valley coal rate case, said: "At present progress this hearing will not be over until next year." What was spoken in sarcasm now seems likely to be almost, if not quite, fulfilled in fact. On Friday evening there was another adjournment, this time until December 16. It was for the purpose of allowing plaintiffs to prepare rebuttal to the exhibit of Auditor Hudson of the Hocking Valley Railway Company.

In view of the reference just made to the commission, this is a good place to testify to the evident painstaking fairness of that body toward both sides. The case has been marked by few controversies over the incidental rulings of the commission, and all reasonable leeway has been granted in the matter of preparation and in the admission of evidence. Relations between opposing members of counsel have also been more amicable than is usual in cases of like importance.

The exhibit of the auditor, a voluminous document, intended to refute the deductions of Mr. Hillman, chief rate expert for the plaintiffs, was introduced Thursday, the day being taken up with its explanation on direct examination. As anticipated, the exhibit was not an original one governing operating expenses, but a correction of that compiled by Mr. Hillman. First was the flat statement that the actual cost of hauling a ton of coal from Nelsonville to Toledo, including assembling and terminal expense, was sixty-seven cents, instead of forty-seven cents, as claimed by the expert in question. In accounting for this discrepancy of twenty cents per ton, three principal errors were charged against Mr. Hillman, as follows:

First, it was claimed that he took the cost of operating the Nelsonville assembling yards and applied it over the entire traffic of the Hocking road. Books of the company show that these yards are used almost exclusively for the handling of coal, and their cost, the railroad says, should be charged to the expense of the coal traffic. Second, he divided the cost of car depreciation and repairs over all cars, foreign as well as company cars. In this matter the company claims that its books show that ninety-five per cent of the repair cost goes to Hocking Valley equipment alone. Third, he had figured the yard cost on a basis alleged to be wrong, in assuming that every car is handled only once in a yard, whereas it is handled several times, and the cost per car handling which he used is not the same as the cost per car for yard charges.

The most vital point in the whole hearing is

expected when Mr. Hillman, through attorneys for the plaintiff, attempts to defend his exhibit on the cross-examination. This was evidenced by the request for time on which to get ready for this feature of the case. Copies of the defendants' corrected Hillman exhibit had been furnished the plaintiffs but a short while before it was introduced.

The day previous to adjournment, Thursday, was utilized by the Toledo & Ohio Central in putting in its defense. Some sixteen exhibits prepared by various officers of the road were placed in evidence. J. A. Stockton, chief engineer, testified, with the aid of blue-print profiles, to the greater physical difficulties in operating this line as compared to the Hocking Valley. As an instance, it was shown that the T. & O. C. has 190 curves between Corning and Toledo, thirty-eight of which were in excess of three degrees, whereas the Hocking Valley, between Nelsonville and Toledo, had but ninety, of which only seventeen were in excess of three degrees. C. L. Gardner, superintendent, explained by statistics in what proportion, through a period of years, the expense of operation in its relation to revenue had been in favor of the Hocking Valley. The fiscal year of 1914 showed this per cent to be 41.08 for the T. & O. C., as compared with the Hocking's 34.01.

J. B. Wagner, auditor, presented a corrected Hillman exhibit, the method of treatment being much the same as that of the auditing department of the Hocking Valley, introduced the following day, and which has been already explained. The T. & O. C., being a minor defendant, there was less detail to cover. General Freight Agent Cooke went into the minutiae of switching, assembling and terminal expenses, as well as the general freight movement. It was stated that the T. & O. C. had no assembling yards at Corning or Chauncey, the points at which its Hocking coal tonnage originated, but had to use the main line in assembling, which necessitated delays and increased expense in getting out of the way of trains. Of its total coal tonnage, 60.09 per cent was from Ohio fields and 39.01 from foreign. The cost per car of hauling coal from Chauncey to Toledo was 68.82, instead of forty-seven cents, as claimed by the plaintiffs.

The statement was made by Mr. Cooke that he did not think West Virginia coal was supplanting that of Ohio, but if so there were reasons for it that had nothing to do with transportation, and he desired to discuss these reasons. At this point he was stopped by the commission, which had made a ruling early in the hearing that no conditions not pertaining to transportation should go into the evidence. Labor troubles and bad financing had nothing to do with whether or not a railroad rate was fair. Asked by his counsel what in his opinion would be the effect of lowering Ohio rates, Mr. Cooke replied that it would throw confusion into the whole system of present competitive tariffs, and that interstate rates would undoubtedly be lowered to meet Ohio reductions. Mr. Arnold, of the plaintiffs, quite adroitly drew the statement from the witness that if rates outside of Ohio should be raised it would necessarily follow that Ohio rates would go up. In view of the recent raise of rates on coal entering Ohio, which was decided upon at a meeting of traffic men from different roads in New York City, the plaintiffs were inclined to seize this opinion as good capital, coming from the general freight agent of a prominent Ohio coal-carrying line. Auditor Wagner will be recalled for cross-examination on his exhibit after the Hocking Valley defense is completed.

The defense of the T. & O. C. was in a way two-fold. While combating any further readjustment of coal rates in Ohio, it sought to impress the commission that it was less able to stand any reduction than was the Hocking Valley. The T. & O. C. line still enjoys a \$1 coal rate to Toledo on Hocking coal, it not having been a defendant in the action brought by the New York Coal Company in 1910 which resulted in a reduction of the rate on the Hocking Valley to eighty-five cents.

No intimation has yet been given by the commission as to its policy with regard to the hearing of the testimony of eastern Ohio operators against the Baltimore & Ohio and other roads. The fact that the original petition in the present hearing made all Ohio roads defendants is thought to give authority for withholding decision with respect to the Hocking Valley and Toledo & Ohio Central until the whole rate question is thrashed out, should the commission so desire.

Trade at Azores.

The American consul at St. Michael's, Azores, writes THE BLACK DIAMOND, under date of October 14, about the coal situation there as follows:

"The only effect the war has had on the local coal market, has been to raise the price of that commodity from 39s 6d to 50s, but consumption has increased rather than decreased as shipping has increased considerably. The favorable location of the Azores in the Mediterranean and Panama trade routes and the increased imports of the Allies has contributed largely to this situation. The island of St. Michael's and Fayal form important coaling stations. Many ships which were forced to leave European ports with little or no bunkers have put in here for coal since the declaration of war.

"Business generally, of course, has been considerably affected. It has been exceedingly difficult to import goods from Europe, and besides, freights are unprecedented, causing increased prices. Business men do not anticipate a change for the better for some time to come.

"The prosperity of St. Michael's in late years has hinged largely on its pineapple industry, representing an export value of \$700,000 a year in normal times. This industry has collapsed since the closing of the Hamburg market. London also bought in considerable quantities but since the war has become an indifferent market. As Europe will be greatly impoverished by the war, it is difficult to see a return of prosperity to the local pineapple grower for many years to come.

"The range of coal prices since August, 1914, is 39s 6d, 53s and 50s.

"In 1914 over 27,500 tons of coal, valued at \$181,736, were imported by the Azores; also Welsh coal. In the first nine months of 1915, already 38,000 tons have been imported, of which 8,000 tons is of American origin. An additional order for 6,000 tons of American coal has been placed for 1915 delivery.

"There have been no dock improvements."

Barber's Coal Pocket.

The very compact and modern coal pocket shown herewith is that of Charles Barber, a coal and grain dealer at Manlius, Illinois. It is twenty-four feet wide, forty feet long, thirty feet high and holds 300 tons when full.

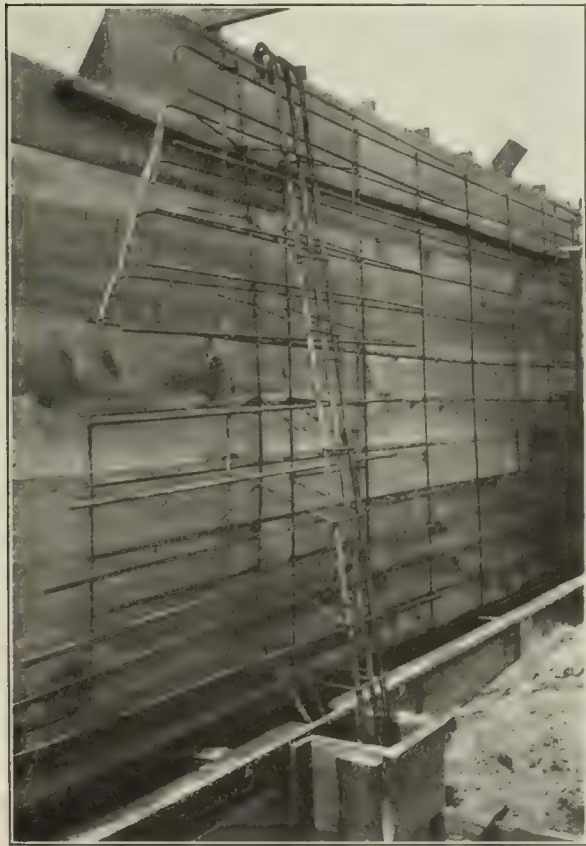
Coal is received in hopper cars and is elevated up into the pocket by a chain conveyor carrying the coal from a concrete hopper under the tracks. It is distributed to the different bins by spouts or troughs.

The coal when loaded into wagons flows over a screen at the loading spout, taking out all of the screenings and dirt.

Mr. Barber says: "A coal pocket is the only way to handle coal successfully and satisfactorily." It is true. Dealers operating and handling coal through pockets experience less trouble, make more money and are more successful than



Barber's Pocket at Manlius, Ill.



Another detail of methods used to place reinforcing. Some horizontal bars were bent downward because in building this structure the wall was made slightly shorter than originally designed. At the lower edge of the view is shown a portion of the brace wall form which extends the full length of the construction, as shown on the accompanying plans.

the dealers without such efficient means of handling coal, and who are forced to devote most of their profit to shoveling and labor.

The pocket was designed and the machinery furnished by the Gifford-Wood Company of Chicago.

How to Divide and Account for Retail Expenses.

Getting at Costs.

The Chicago Coal Merchants' Association is getting together a good cost system. To do that it divided the subject into six heads and appointed a committee to handle each. At a meeting last Friday, the general subject was discussed by Mr. Hutchison in the paper here presented. Thereupon ten coal dealers arranged to employ these accountants to work out a system for them, and this will be available to other members of the Association.

The form, reproduced with this article, is one that if filled out, will supply the necessary information to be used as the basis of the operating accounts of any retail company. Of course, further detail may be obtained as desired.

The books and reports from which this statement is made up are so arranged that monthly totals readily can be obtained. While it is impossible, in a brief article, to outline the entire system necessary, the blank presented will give an idea of the book accounts, a larger portion of which will be for actual cash expenditures and passed through a voucher record.

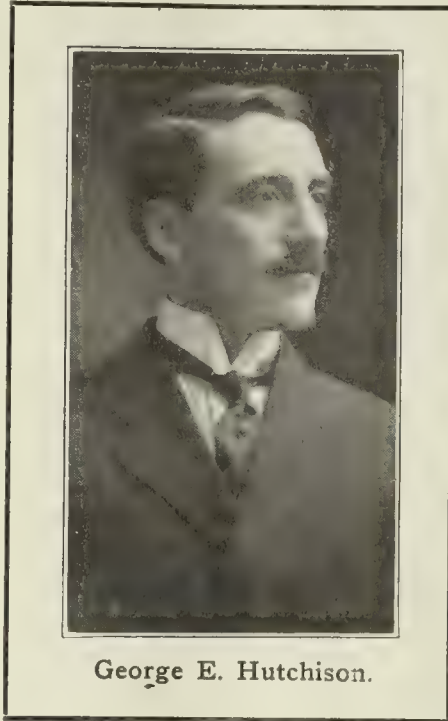
While it is highly desirable to show all the detail required for an analytical comparison either between months and years, or possibly between companies, it is very essential to keep the book records and reports simple and clear. This does not mean that data must be curtailed but that any charge going through the accounts and which is to be reflected in the operating statements, must have a proper place or account in the books, or vice versa. Any item necessary for the statement should be put through the books monthly. If, in order to keep the record of all expenses,

*Certified public accountant of Shepard & Hutchison, Chicago.

By George E. Hutchison.*

Everything Around a Yard Costs Something—If the Retailer Is to Be Safe He Must Charge This Into His Cost of Doing Business.

the number of book entries becomes more numerous than would be the case when insufficient data is entered, it does not complicate the records or



George E. Hutchison.

system, but merely increases the number of entries.

The writer recognizes the imperative necessity, in drafting any retail system or forms, of recognizing the condition surrounding the operation of

small retail merchants, so that such small retail merchants can avoid the necessity of keeping a large office force. This condition can be met, especially if coal merchants will arrange to have a periodical supervision of their accounts by some independent accountants.

Brief remarks will be made upon the elements shown on this statement and it must be borne in mind that these remarks can hardly cover all the questions that may arise in the mind of each reader.

The unloading expenses are, of course, in reality a part of the cost of putting the coal in the yards, and as such might be considered as a part of the "Cost of Sales." However, in considering this phase of the situation, it cannot be denied that in a great many cases the labor of unloading coal upon the yard of some coal dealers is done by the use of the laborers employed about the yard for general purposes. It then becomes optional with the company keeping up this form of expense account whether they desire to separate the unloading expense from the item marked "Loading coal." This, of course, should be done by showing on the payroll the proportion of time spent on unloading cars and loading wagons or trucks. In some rail yards a certain percentage of coal is unloaded direct from cars to wagons or auto trucks. The unloading expense there becomes also a loading expense. In such instances the expense can be divided between unloading wages and loading wages.

Whenever cars are unloaded by men employed for that purpose, either by paying a certain sum per ton or by employing day labor, there is a straight charge for unloading and such charges can go through the records under accounts provided for such purpose.

It is also conceded that certain charges for maintenance of equipment, etc., are chargeable to the expense of unloading coal but it may become burdensome to ascertain these and in this form they are considered in various "Repair and Renewal" accounts shown in yard expense.

The usual expenses incident to the maintenance of the yard are self-explanatory and require little comment. However, the conditions and machinery will be different in different yards. As an illustration of this one yard will be situated on

PROGRESSIVE COAL COMPANY Monthly Operating Statement 191									
SUMMARY OF OPERATIONS	December 1915 Amount	December 1915 Per Ton	December 1914 Amount	December 1914 Per Ton	Apr.-Dec 31, 1915 Amount	Apr.-Dec 31, 1915 Per Ton	Apr.-Dec 31, 1914 Amount	Apr.-Dec 31, 1914 Per Ton	
SALES									
COST OF SALES									
GROSS PROFIT									
YARD EXPENSE									
DELIVERY EXPENSE									
SELLING EXPENSE									
GENERAL EXPENSE									
TOTAL EXPENSE									
NET PROFIT									
ADD OTHER INCOME									
DEDUCT OTHER EXPENSES									
NET INCOME									
KINDS OF COAL									
ANTHRA- Small Egg									
Large Egg									
Range									
Chestnut									
Pea									
POCA- Lump									
Egg									
Nut									
Run of Mine									
All Other Coals									
TOTAL SALES									
COST OF SALES									
ANTHRA- Small Egg									
Large Egg									
Range									
Chestnut									
Pea									
POCA- Lump									
Egg									
Nut									
Run of Mine									
All Other Coals									
TOTAL									
Demurrage									
Shortage and Shrinkage									
TOTAL COST OF SALES									
GROSS PROFIT									

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RB.

PROGRESSIVE COAL COMPANY Monthly Operating Statement 191									
	December 1914 Amount	December 1914 Per Ton	December 1915 Amount	December 1915 Per Ton	Apr.-Dec 31, 1915 Amount	Apr.-Dec 31, 1915 Per Ton	Apr.-Dec 31, 1914 Amount	Apr.-Dec 31, 1914 Per Ton	
YARD EXPENSE									
Unloading Wages-									
Foreman									
Tonnage									
Day Labor									
Yard Wages-									
Foreman									
Loading Coal									
Cleaning Yard									
Chute Loading									
Rent									
Repairs-Renewals Yard Equipment									
" " " " " " " "									
" " " " " " " "									
" " " " " " " "									
Light & Power Service									
Insurance-Fire									
Liability									
Taxes & Licenses									
Depreciation									
TOTAL									
DELIVERY EXPENSE									
Salaries & Wages									
Supt. of Delivery									
Barn Foreman & Ass'ts.									
Drivers									
Damage to Property									
Rent									
Feed & Bedding									
Shoeing									
Water Charges									
Veterinary Service									
Tools									
Vehicle License									
Taxes									
Insurance-Fire									
Liability									
Repairs-Renewals-Wagon Equipment									
" " " " " " " "									
" " " " " " " "									
Depreciation Wagon Equipment									
" " " " " " " "									
Gasoline & Oil									
Miscellaneous									
TOTAL									
SELLING EXPENSE									
Salaries Salesman									
Commissions									
Expense									
Entertainment									
Carfare									
Expense Auto									
Expense Buggy									
Advertising									
Reserve for Bad Debts									
TOTAL									
GENERAL EXPENSE									
Salaries									
Executives									
Clerks									
Commissions									
Rent									
Telephone & Telegraph									
Printing & Stationery									
Postage									
Charity & Donations									
Traveling & Entertainment									
Insurance									
Taxes									
Light & Service									
Interest									
Miscellaneous									
TOTAL									

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RB.

Item marked "All Other Coals" signifies that any other kinds of coal handled are shown in making up this form of statement.

an elevated road with a trestle and probably hoppers for holding the coal. Another yard will be a ground level yard in which the coal is unloaded from the car upon the ground and hauled from the pile. It then becomes evident that the cost of labor involved in unloading cars and loading wagons should be materially less in the first class of yard. But, the maintenance of machinery and hoppers plus depreciation on such equipment will be an item in the first class of yards not to be found in the second. Therefore, such individual items are not susceptible to comparison between these two yards, but the total of the yard operations can be compared and from the proper records kept it becomes evident that a basis can be established which will give any association information for the benefit of its members who desire to ascertain what the expenses are upon different classes of yards.

In the section for "Delivery Expense," provision is made for both wagon deliveries and auto deliveries, and a comparison can be made between the wages of chauffeurs and drivers; also between the costs of repairs of each and between the depreciation on the two classes of equipment. As an illustration, it might be stated that the cost of gasoline and oil for auto trucks may be considered as somewhat the same expense as the feed and bedding for horses. Further details, if desired, can be kept upon each auto truck and each delivery wagon.

The amount of tonnage handled by wagon and by auto trucks and by each individual wagon and truck and the cost of maintenance of same is not very difficult to obtain, as most yards have to maintain some sort of a delivery sheet for the information of the shipping clerk which will show the tonnage. The clerks in the main office can very readily keep a record of the expenses of each piece of equipment. This latter phase of the situation is mentioned more particularly for occasional comparison; it hardly becomes necessary to go into this matter in such detail each month unless desired.

In the section marked "Selling Expense" should be charged those items that can be clearly considered as a selling expense. The only item that seems to require any particular comment here is that marked "Salesmen's Expenses." This is divided for the purpose of arriving at the different divisions of this account, due to different operating conditions. As an illustration, it might be mentioned that one firm will employ a salesman, and pay his carfare, entertainment, and other expenses. Another firm may employ a salesman who owns his own horse and buggy, or automobile, and will allow him a certain sum per month for its maintenance, the other expenses remaining the same. Another firm will allow a man a stated expense amount per month, regardless of how it is spent, and still another method might be for the firm to furnish some sort of a vehicle to the salesman and simply allow him an entertainment expense.

To be susceptible of comparison, these different conditions must all be considered and due provision made for them in making up the monthly expense statement.

There is still another element and that is a possibility of paying the salesman a salary, or commission, or both, and require him to pay his own expenses. In order to be able to make a comparison it is necessary to make some division to take care of this and charge the necessary amount to "Salesmen's Expenses." It is quite certain that, in giving a compensation to cover salary, or commission, or both, and expenses, some idea of the amount of expense to be considered must have been arrived at.

The "General Expenses" are those items which may be termed "overhead expenses," and are usually a burden upon every business and I think in most cases are capable of comparison as they are usually based upon the amount of the business transacted. It is quite evident that a proprietor or proprietors of a small business must consider their services at a certain value every month, whether they actually take it in cash or simply credit their accounts. Such services may be called "Executive Salaries"; in other cases salaries will be paid executive officers.

The problem of rent is one that has been widely discussed by accounting authorities, and some of the most able have ranged themselves upon both sides of the question as to whether a property that is owned by the company should or should not be taxed with a rental figure that might be considered as payable if the company did not own its property. For the purpose of comparing expenses, as between various companies, it becomes evident that rent must be considered. If interest is paid for money borrowed to purchase the property, this offsets a rental charge and really becomes equivalent to rent.

It will be noted there is a division of "Rent." This item is shown in "yard expense," "delivery expenses," and "general expenses." The varying conditions surrounding different retail companies require this.

Some companies will rent a barn to take care of their teams or auto trucks, and have a straight charge for same. Others will have a barn or garage or both on the yard. In such instance the "delivery expense" should stand a percentage of rent.

Some companies with several yards have straight rental charges in yard expenses. Others with one yard with the barn or garage, or both, and office at the yard will have to charge a percentage of rent to yard expense.

The "rent" charge under "general expense" should be cost of office room paid when office is rented or a percentage of total rent when office is at the yard.

The remarks applicable to "rent" may arise in treating such charges as "insurance," "taxes and light." Taxes can be readily divided and are set up on the books each month and credited to "accrued taxes" until tax bills are received. Insurance policies are usually paid in advance, charged prepaid insurance and can be so divided as to cover different items and credited to prepaid insurance.

Light bills may be rendered against each yard, the barn and office or in case of one yard and with office and barn at yard, are divided between "yard expense," "delivery expense," and "general expense."

Sometimes some of these items such as light and service in a small yard are so small it does not pay to try to divide same.

The interest item could be discussed at some length but it may be noted that where a reduction in cost of coal is secured by borrowing money to purchase at advantageous seasons such a charge is clearly a part of "cost of sales." Where it is interest paid on investment in property, it is really a rental charge, and where it is interest on working capital, it may be considered a "general expense."

One of the important features is to ascertain the profit made from delivered sales and from yard sales—the latter being really sales to small dealers.

A simple statement can be made to cover same. The reports or sales record will be divided to show these by making up two daily reports or by having two sections in the sales record, to show such sales and each class bears its expense burden.

The cost of sales, i. e., cost of fuel is the same per ton, and generally speaking, "yard expenses" and "general expenses" are chargeable to each. Dealers' sales in yard really carry no delivery expense.

Income from outside sources or expenses applying to operations outside of fuel transactions, such as outside income from rentals or investments, or an expense on property owned by company but not used in fuel business, are shown in summary of operations.

This form has been drafted to show the operations from the first of current year up to end of month. For purpose of illustration, December has been used and the fiscal year has been considered as April 1 to March 31.

New Proposed Railway.

The wholesale and retail coal trade of New England are greatly interested in a plan to construct a railroad from Schenectady, N. Y., to Bloomsburg, Pa., which would link the Boston & Maine Railroad with the coal fields of the west. The plan is described briefly in a letter made public recently by Gov. Walsh of Massachusetts which he received from R. B. Williams, of Scranton, Pa.:

"On account of the deep interest your administration has shown in the reorganization of the Boston & Maine Railroad, I thought you might be interested in learning of the following project, which would tend to largely benefit the people of Massachusetts, and greatly increase the revenue of the Boston & Maine Railroad.

"There is under way at the present time, a proposition to build a railroad from Schenectady, N. Y., to Bloomsburg, Pa., following the Schoharie, Delaware and Tunkhannock Valleys, giving the lowest possible grade and the shortest distance from the heart of the anthracite regions to the New England states.

"Further, this railroad, by interchange, will connect the New England states with the Erie Railroad, the Delaware, Lackawanna & Western, the Lehigh Valley and the Pennsylvania and their western and southwestern tributaries.

Anthracite Shipments.

The shipments of anthracite for November, 1915, as reported by the Anthracite Bureau of Information at Wilkes-Barre, Pa., amounted to 6,297,215 long tons, which establishes a new record for November shipments for the region.

Compared with November, 1914, the shipments last month showed an increase of 368,929 tons, and compared with October of this year they exhibit a decrease of 208,677 tons.

The decrease in November, as compared with October, was due to the fact that there were two fewer working days in the later month—23 days in November, against 25 in October. The average daily shipments in November exceeded those of October.

The total shipments for the year to the end of November are 2,458,125 tons behind the first eleven months of 1914. This shortage does not represent by any means the actual falling off in the supply of anthracite for winter use. In spite of repeated warnings, consumers this year have not laid in their winter supply in advance, and retailers were equally laggard.

The statement of the Bureau is as follows:

NOVEMBER, 1915.			
	Buckwheat No. 1 and Larger Sizes.	Sizes Below Buckwheat No. 1.	Total Shipments.
Philadelphia & Reading	1,002,455	161,396	1,163,851
Lehigh Valley	1,049,374	140,729	1,190,103
Central of New Jersey	599,415	162,725	762,140
Delaware, Lacka. & W.	799,234	172,155	971,389
Delaware & Hudson	568,726	125,660	694,386
Pennsylvania	528,831	87,359	616,190
Erie	593,131	103,759	696,890
N. Y., O. & W.	176,798	25,468	202,266
Total	5,317,964	979,251	6,297,215

NOVEMBER, 1914.			
	Buckwheat No. 1 and Larger Sizes.	Sizes Below Buckwheat No. 1.	Total Shipments.
Philadelphia & Reading	976,520	105,824	1,082,344
Lehigh Valley	1,011,195	128,272	1,139,467
Central of New Jersey	643,833	118,064	761,897
Delaware, Lacka. & W.	740,770	140,875	881,645
Delaware & Hudson	552,605	86,287	638,892
Pennsylvania	515,446	80,373	595,819
Erie	522,609	99,545	622,154
N. Y., O. & W.	187,460	18,608	206,068
Total	5,150,438	777,848	5,928,286

YEAR 1915.			
	Buckwheat No. 1 and Larger Sizes.	Sizes Below Buckwheat No. 1.	Total Shipments.
Philadelphia & Reading	9,022,347	1,336,593	10,358,940
Lehigh Valley	10,654,288	1,249,817	11,904,105
Central of New Jersey	5,948,842	1,345,992	7,294,834
Delaware, Lacka. & W.	7,238,874	1,412,315	8,651,189
Delaware & Hudson	6,241,002	1,124,987	7,365,989
Pennsylvania	4,655,732	831,419	5,487,151
Erie	6,077,511	1,144,046	7,221,557
N. Y., O. & W.	1,695,170	203,283	1,898,453
Total	51,533,766	8,648,452	60,182,218

YEAR 1914.			
	Buckwheat No. 1 and Larger Sizes.	Sizes Below Buckwheat No. 1.	Total Shipments.
Philadelphia & Reading	9,684,729	1,359,223	11,043,952
Lehigh Valley	10,794,140	1,287,270	12,081,410
Central of New Jersey	6,806,281	1,408,051	8,214,332
Delaware, Lacka. & W.	7,538,722	1,471,716	9,010,438
Delaware & Hudson	5,739,236	932,353	6,671,589
Pennsylvania	5,126,968	777,769	5,904,737
Erie	6,316,849	1,248,699	7,565,548
N. Y., O. & W.	1,920,131	228,206	2,148,337
Total	53,927,056	8,713,287	62,640,343

COAL ON HAND AT TIDEWATER SHIPPING PORTS, TONS.

November 30, 1915	610,661
October 31, 1915	625,821

Decrease 15,160

The statement of shipments of anthracite by regions for the month of November, 1915, compared with corresponding period last year, is as follows:

	1915.	1914.	Decrease.
November—			
Wyoming	3,745,422	3,489,818	*255,604
Lehigh	735,499	772,539	37,040
Schuylkill	1,816,294	1,665,929	*150,365
Total	6,297,215	5,928,286	*368,929
	1915.	1914.	Decrease.
Year—			
Wyoming	36,081,403	37,186,422	1,105,019
Lehigh	7,825,000	8,415,313	590,313
Schuylkill	16,275,815	17,038,608	762,793
Total	60,182,218	62,640,343	2,458,125

*Increase.

The stock of anthracite on hand at various tidewater shipping points on November 30, 1915, was:

	Tons.
Port Reading	44,040
Port Richmond	153,970
Greenwich	8,006
Canton Piers	8,315
Elizabethport	19,450
Port Johnson	21,954
South Amboy	306,058
Pertin Amboy	53,868
Hoboken	.....
Weehawken	.....
Edgewater	.....
Newburgh	.....
Total	610,661

Mine Clearing House

First Aid in Oklahoma.

At first we did not have very much encouragement along this line. However, when Car No. 4 of the Bureau of Mines was in Alderson the latter part of 1914, we had trained in first aid work between forty and fifty, and about eight trained in rescue work. After the car left Alderson interest in first aid and rescue work died out until about three months ago, when the writer took the matter up again with a number of our young men and explained to them the usefulness of this work, both at home and around the mines, or wherever they were, and we soon had several crews organized. Thursday night of each week is set as meeting night with the foreman of the Rescue Station at McAlester as instructor. We now have three teams practicing every Thursday night. I assured them that the company would appreciate their efforts along these lines and have given them all the encouragement I possibly could, stating to them that we would furnish all necessary supplies and that as soon as they secured a certificate of proficiency, in order to keep them in practice the company would probably allow an hour's pay each week to each member of the team who attend the meetings and who would keep in training and put his knowledge in use in and around the mines.

P. U. MALLOY,

Superintendent Rock Island Coal Mining Co.
Alderson, Oklahoma.

D. L. & W.'s Sociological Work.

Editor BLACK DIAMOND:

With regard to first aid, rescue and sociological work being done by the coal mining companies of the anthracite region, would state that we have in connection with our coal mines, organizations of first aid to the injured and rescue corps, etc., as follows:

First. We have at each of our collieries, and each section of the same, where there is more than one foreman, a first aid team, consisting of six men, one of whom is selected as captain, and another as a subject (generally a boy is chosen as the subject). These organizations, in some instances, meet weekly for practice upon the subject, treating him for all kinds of injuries with which they have become familiar, or in which they have been instructed.

The first aid teams at our collieries in Scranton and vicinity are instructed by Dr. J. M. Wainwright, chief surgeon for our company, and chief of staff of the Moses Taylor hospital. The first aid teams for our collieries located in the Wyoming Valley, Luzerne county, are instructed by Dr. D. H. Lake, assistant company surgeon. These teams meet monthly at our district superintendent's office at Kingston, Pa., and they have formed an organization, known as "United First Aid Corps of the D. L. & W. R. R. Co." All of the members of this first aid corps organization are very enthusiastic in their work and show considerable proficiency in the same. These men hold annually a first aid contest, which is conducted on the fifteenth day of August at some pleasure or picnic ground, with the result that at the present time they have in their treasury about fifteen hundred (\$1,500) dollars, which they expect to use later on in furnishing suitable club rooms for their own personal use. The service rendered by these first aid teams, while meeting and practicing, etc., outside of working hours, is entirely voluntary. The company at all times furnish sufficient material for practice, such as bandages of all kinds, sterilized gauze and adhesive plaster, and all other material necessary for actual first aid work. The members of the first aid teams contribute in no way financially towards maintaining and carrying on this work, and, if they enter into what is known as an "inter-company" contest, by which they are required to be from home or absent from their work for a day or more, the company pays them

their full time, and also bears the burden of expense for traveling, hotel accommodations, etc.

Second. We have at each colliery a rescue team, consisting of six men, one of whom is delegated as a leader or captain. These men are selected from volunteers and, generally speaking, the most able and best appearing persons employed at the various collieries are chosen. Their training and preparation is in charge of a qualified person, who has had some years experience in the use of the rescue or oxygen breathing apparatus and first aid work. They are thoroughly instructed in the use of this important machine and its mechanism; disconnecting and connecting all parts of the oxygen breathing apparatus, and after they have become thoroughly acquainted with the same they are trained in walking and running depending upon the oxygen in the tanks for their breathing supply. They are also instructed with regard to recharging these tanks with a fresh supply of oxygen, and when they have been so trained with regard to handling the apparatus, a room containing noxious gases, sulphur, or formaldehyde is provided, in which they are trained in the work of sawing timber, climbing up stairs, crawling under tables and all other stunts imaginable by the person in charge of the work, in an endeavor to practice conditions under which the men might be called upon to perform in actual work following a serious explosion of gas, by which the ventilating system has been destroyed and the traveling roads wrecked to such an extent as to make climbing and crawling necessary in connection with this important work.

Third. The company maintains within a short distance of the district office at Kingston, Pa., three railroad cars, known as the "Rescue Car," "Hospital Car" and the "Fire Car." The Rescue Car is equipped with eight oxygen Draeger helmets, a sufficient supply of oxygen, what is known as the fresh-air stretcher, which can be carried by the helmet-men into places containing noxious gases and the persons rescued can be given oxygen while being conveyed to a place of safety, also an abundant supply of oil and electric safety lamps, a quantity of first aid material, blankets and all other necessary equipment for emergencies.

The hospital car contains six cots, necessary stretchers, blankets and first aid material, which in case of a serious accident can be brought into play and used to good advantage to bring persons injured to the Moses Taylor Hospital at Scranton, if they desire to be removed to that institution.

The Fire Car contains all kinds of mine fire fighting implements, which can be brought to any colliery within a short time and used advantageously.

Fourth. The sociological work of this company consists in a joint effort made with that of the Y. M. C. A. at Wilkes-Barre in conducting their District Mining Institute, of which a large percentage of the members are employees of this company. The company contributes two hundred and fifty (\$250.00) dollars annually towards the maintenance of a mining school in connection with this mining institute.

The Nanticoke District Mining Institute, to which the company contributes annually \$150.00 to the maintenance of the mining school, during the past few years, has joined its efforts with that of the Nanticoke school district, which is composed of intelligent and aggressive men, with the result that at the enrollment for vocational schools during the year 1915-16, about 1,200 employees of this and other companies and members of their families were enrolled and are now attending these night schools. For instance, there are enrolled in the sewing classes about 369 girls and women.

Within the past few years we have also improved living conditions around our collieries by improving dwellings occupied by employees. We have constructed what is known all over the country as the "Concrete City." The company

maintains in the center of this village a playground, consisting of swinging bars, sliding chutes, swimming pools, etc.

We are also building at present forty double houses, constructed of concrete and brick, containing modern improvements, electric lights and steam heat, etc., near our new Loomis colliery. This village is already known as "Loomis Park."

In general, the employees of the D. L. & W. R. R. Co., coal mining department, will compare favorably in aggressiveness and intelligence with any of those found in any part of the anthracite region. They have joined heartily in all our movements of "Safety First," "First Aid" and "Sociological" matters during the past few years.

The picture book we had published in 1912, showing how accidents occurred, and how they could have been prevented, has had a wide circulation among our men. Nearly 200 slides made from various accidents that have actually occurred, acted and posed by our employees, have also been exhibited and practical talks have been given by our superintendents along these lines. We have also recently had one of our assistant superintendents work up a "Scenario," or moving picture, entitled "The Price of Carelessness," which has been shown free of charge at various moving picture theaters to crowded houses.

We also have about completed a combination moving picture machine and lantern, which can be used for exhibiting these slides and films at the homes of our employees. The company is now arranging to employ men who will take these pictures from house to house to instruct as well as entertain our employees and members of their families during the long winter evenings.

R. A. PHILLIP, General Manager.

Scranton, Pa.

Pay of First-Aid Teams.

Editor BLACK DIAMOND.—At Midvalley and Maryd collieries we have a set rate per hour that we pay the first-aid teams for every hour they put in on first aid practice work.

At J. S. Wentz & Company, Hazle Brook, we pay part of their salaries.

At Upper Lehigh Coal Company, Upper Lehigh, the first-aid team is not paid anything, but they do not contribute anything toward the expenses; the company pays for all the material, supplies, etc.

T. E. SNYDER,
General Manager, J. S. Wentz & Company, Hazleton, Pa.

First-Aid Work.

The first-aid work of this company is under the direction of a surgeon specially employed for the purpose. Lectures and instruction are given at stated meetings throughout the year in the auditorium of the company's office building at Wilkes-Barre. About September 1st we hold an annual field day, at which the different teams compete and bronze medals are awarded to the members of the winning team. Following the contest luncheon is served. The attendance, including members of the teams, certain employees who have shown particular interest in the work, officers and guests, totals about eight hundred. The work is voluntary on the part of the employees. The expense of the field day exercises is borne by the company.

With reference to rescue work, this is under the direction of a man formerly employed in our mining engineering department and who, therefore, has some general knowledge of conditions in and around the mines. Instructions and demonstrations in the use of apparatus are given at stated intervals, so that, at the present time, no less than thirty men at each operation are thoroughly familiar with the rescue helmet and prepared to use same in case of necessity. This work is also voluntary on the part of the employees.

C. F. HUBER,
President and General Manager, Lehigh and Wilkes-Barre Coal Company.

Accident Reduction Contest.

Editor BLACK DIAMOND.—We have twenty-six regularly organized first-aid teams at our mines and breakers. Our rescue car foreman is also head of the first-aid work. About one-third of the total number of men making up these teams meet on alternating Monday nights, for two hours' instruction and drill by the rescue car foreman and the physician in charge. For this instruction work the members of the teams are paid twenty-five cents per hour and give free trolley tickets to and from the meeting place. Each team is given two hours' per week practice work during working hours, at the rates of pay for their regular occupations.

None of our men contribute financially to-

ward the maintenance of the first-aid teams; every item of expense is paid by the company.

Each year, on the last Saturday in August, we hold a first-aid contest. To the winning team a handsome loving cup, suitably engraved with the winner's name, is presented, and held until the next annual contest.

In addition, the first, second and third highest teams are given cash prizes of \$25, \$15 and \$10 respectively.

Our mines are divided into five districts. We keep a very detailed record of all accidents, and the length of time in each case lost by reason of injury. The total amount of time lost by the employees due to injury is divided by the possible working time of all employees, and percentage figures are obtained. These are made up monthly and the statements distributed among our own men. At the end of the year, the district having the lowest percentage of time lost, or, in other words, the greatest efficiency in time lost and therefore accident prevention, is presented with a handsome loving cup, suitably engraved with the name of the district, and held for one year. Our fatal accidents are given an arbitrary value of 365 days, while all other accidents carry the actual number of days of disability.

W. G. WHILDIN,
Mining Superintendent, Lehigh Coal & Navigation Company.

First-Aid Department.

Editor THE BLACK DIAMOND:

The first-aid work of the Colorado Fuel & Iron Company is looked after by the local doctors at our mines. We issue a first-aid certificate to all our employees who attain a proficiency necessary to pass examination by local surgeons. The opportunity to participate in contests has served as some stimulant.

Four years ago we had a contest at the Las Animas County Fair and the captains of teams winning prizes were given a trip at company expense to the Pittsburgh Training Station and exhibition given at Forbes field, November, 1911.

This year we allowed the four camps in Las Animas and Huerfano counties having the highest number of trained first aid men to send a team to compete for valuable prizes offered at our field day meet at Trinidad, August 14th.

We are now arranging to furnish buttons to all our employees who complete a course of training in first aid.

We have been able to keep up the interest in this way, and up to date the work has been entirely voluntary and employees have not contributed financially towards its maintenance.

Our training in rescue and helmet work is carried on by sending around our rescue car from camp to camp, under the charge of an expert in this kind of work. At intervals the government car also goes around and our men take examination under the government officials and receive certificates for training in helmet work.

Yours very truly,

E. H. WEITZEL,
Manager, The Colorado Fuel & Iron Company.

C. W. Babcock Dies.

DENVER, COLO., December 9.—(*Special Correspondence*.)—Charles Wesley Babcock, second president of the Rocky Mountain Fuel Company, died at his residence in this city, Friday morning, December 3d, of asthma, with which he has been afflicted for the past twelve years.

Mr. Babcock was one of the most prominent coal men in Colorado. When he came to Denver twelve years ago he reorganized the Standard Coal Company and became its active head. Four years ago the Standard was merged with several other companies to form the Rocky Mountain Fuel Company. He was made a vice president of the new corporation at the time of its organization.

In that position, in spite of his ill health, he carried a tremendous burden of responsibility at all times. Refusing almost every opportunity for rest and recreation, he carried his double burden constantly until a few days before his passing.

Mr. Babcock was forty-nine years of age and was formerly engaged in the shoe manufacturing business in Philadelphia, which he gave up for the benefit of the Colorado climate. He was married in 1889 to Anna R. Huling of Philadelphia, and is survived by her and two brothers, George W. Babcock of the Philadelphia Centenary church and William A. Babcock of Baltimore, both Methodist ministers.

Funeral services were held from the family residence last Sunday, conducted by Dr. Orien W. Fifer, pastor of the Warren Memorial church,

of which he was a member, assisted by Dr. Forest Craft. The remains were interred in Fairmount cemetery.

Death of J. M. Dodge.

James Mapes Dodge, chairman of the board of the Link-Belt Company, died at his home in Philadelphia, December 4, 1915.

He was born June 30, 1852, at Waverly, N. J. His grandfather was Prof. James J. Mapes, a noted chemist and scientist, and his mother, Mary Mapes Dodge, a well-known author for many years editor of the *St. Nicholas Magazine*.

Mr. Dodge spent three years at Cornell University and a year at Rutgers. At the latter institution he took a special course in chemistry under the late Prof. George H. Cook, state geologist of New Jersey. After spending a short time at the Morgan Iron Works in New York City, he entered the shops of John Roach, the shipbuilder, at Chester, Pa., where his marked mechanical ability and ingenuity brought him rapid advancement. During the three years at the Chester establishment he was successively journeyman, foreman and superintendent of erection.



James Mapes Dodge.

Shortly after the Centennial at Philadelphia, in 1876, he left the shipyard, and after several years of experience in the east, went to Chicago. It was here that he formed the acquaintance of William D. Ewart, the inventor of the Ewart link-belt, and soon after he joined hands with Mr. Ewart and his associates in the development of the chain business.

At that time, about thirty-five years ago, the application of chains to power transmission was exceedingly limited, and their use in elevating and conveying machinery was practically unknown. The Ewart chain blazed the way for a new industry, and Mr. Dodge and his associates were quick to seize the opportunity. Mr. Dodge's early work was confined principally to development and manufacture, and here his genius had full play. New chains, new methods of manufacture, and new conveying and elevating appliances were brought out in rapid succession.

After this period of development Mr. Dodge went east and entered the partnership of Burr & Dodge of Philadelphia, for the exploitation of the Ewart chain and its allied interests. Out of this partnership grew the Link-Belt Engineering Company, in 1888, and after the organization of this company, Mr. Dodge carried out his idea of development along strictly engineering lines. A highly specialized engineering staff was developed, a scientific study was made of the characteristics of the materials to be handled, and special appliances were invented to meet varying conditions.

Machines grew from capacities of thirty tons per hour to capacities of 600 tons per hour, and from simple problems solved by detached machines, the company expanded its field to the planning and arranging of works to secure the most economical and efficient handling of both raw and finished product under guarantees of accomplishment. In all this development Mr. Dodge was the creative and guiding spirit.

It was in 1889, after having become thoroughly acquainted with the needs of the anthracite coal

industry, that Mr. Dodge developed the boldest and perhaps the most original of his inventions. This was his system of storing anthracite coal in large conical piles, and reloading it by machinery—accomplishing this result with little labor and practically no breakage. The invention was so complete, and yet withal so simple, that it is still without a rival in the field of anthracite coal storage.

When it is considered that this system reduced the cost of storing coal from thirty and often forty cents per ton per round trip to five cents, it is evident that the saving effected on the 5,000,000 tons handled by this system annually has been a large item.

Fertility of invention and mechanical ingenuity are rarely coupled with a high order of executive ability, yet such is the combination of qualities that has brought success to Mr. Dodge, who, as an inventor, had the distinction of being mentioned in patent office reports among the few who had been granted over one hundred letters patent, and as an executive had won success as the president and active managing spirit of such highly successful industrial engineering corporations as the Link-Belt Engineering Company and the Dodge Coal Storage Company (later called the J. M. Dodge Company). He was made president of these companies in 1892, and chairman of the board of the Link-Belt Company when it was organized in 1906 as a merger of the allied companies—the Link-Belt Engineering Company, Philadelphia; the Link-Belt Machinery Company, Chicago, and the Ewart Manufacturing Company, Indianapolis, at which time Charles Piez became president of the Link-Belt Company.

Among Mr. Dodge's important inventions and improvements were those relating to the construction and manufacture of the link-belt silent chain, its bushed joint being the most essential element in the durability and efficiency of the chain.

Though for many years a large employer of men, Mr. Dodge has never met with any strikes or other labor difficulties. He was deeply interested in the personal welfare and advancement of his employees, and a conspicuous leader in the general introduction of the best elements in "scientific management," having the double purpose of producing greater efficiency in the mechanical and human equipment and greater pay with shorter hours and improved conditions for the men. He was closely associated with Frederick W. Taylor in the accomplishment of remarkable results for the benefit of both employers and employees, in a wide circle of industries. His influence was always toward the development of self-help, initiative, ambition and responsibility in the men, and of a spirit of fair play and humanitarianism as real business assets in the many employers who recognized Mr. Dodge's leadership in modern progressive methods of shop management.

Always affirmative in his views, he was fertile in suggestion and quicker to point out the better way, or the way to improve, than to condemn or discountenance. He was encouraging, optimistic, and a constant inspiration to those with whom he came in contact, public spirited, a leader in various societies and clubs of which he was a member, such as the American Society of Mechanical Engineers, of which he was at one time president; American Academy of Fine Arts, Franklin Institute, Union League Club, New England Society, Engineers' Club, etc.

America's Shipbuilding Boom.

H. L. Ferguson, president of the Newport News Shipbuilding and Dry Dock Company, of Newport News, Virginia, who was in New York this week said:

"The American merchant marine is growing very rapidly. It is one of the most remarkable growths I ever saw in the business. The tonnage of American-built ocean-going ships is about 1,750,000. There are under construction now more than 500,000 tons in ships, more than was ever before in the process of being built at any one time in the history of this country. These ships are better and larger than American firms have ordered in the past. When the war started we had just one lone merchant ship building at Newport News. Now we have sixteen and would be building as many more if we had the capacity.

"I know of 120 modern, ocean-going merchant ships now being built in America for Americans, and there are probably more. Before the war there were just twelve being built. This goes to show what Americans will do when they get started, and at the present rate in five years American tonnage will be doubled in American-built boats. That doesn't take into account foreign-built ships that may come under our flag."



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Colonel Rend's Legacy

When W. P. Rend died he left a legacy to the coal trade which is far greater and far more important than that which he left to his own children. It is this: He left, as a result of his experience, a policy according to which coal can be made profitable. The only misfortune is that this legacy cannot be put in trust so that the beneficiaries will be sure to get the rewards of it and hence will be prevented from squandering it.

Col. Rend's legacy-policy may be expressed in these terms: There are two stages in business. The first stage is when a business is small. Then it can and really should be dominated by an individual. The second stage begins when a business has grown to such size that it requires an organization. There is a very clear dividing line between the two. The difficulty always arises when a business is about to pass from one to the other. If the operator fails to recognize the arrival of that time, he condemns his business to quick decay and destruction. If he makes an ineffectual attempt to continue the old personal control into the zone where only an organization can work the result is inefficiency and hence partial rather than full rewards.

Another expression of Col. Rend's legacy-policy is as follows: As it is with individ-

ual businesses, so it is with industries. Every industry has its time when many personalities must express themselves. But, after the first development has been effected, there is need for an organization to supplant the individual. The difficulty arises because but few industries recognize when one period is ended and when another era begins. However, failure to recognize the time and need for change brings quick destruction and rapid decay. Ineffectual attempts to transfer the industry from one period to another mean less than full realization of the possibilities.

While these things may be recognized as truisms touching business concerns and even whole industries, the question may be asked: How did it happen that Col. Rend left such an important legacy as this policy to the coal industry? What was there in his personal experience which taught such a lesson?

Everyone recognizes that he was a brilliant coal man. Perhaps for that quality he had no superior. Also, he was essentially an individual. It is given to but very few to be more so. He was not, however, an organizer. In all his fifty energetic years in the coal business he left no organization as an expression of his genius. The only thing he did leave was a number of individual enterprises. This fact "places" the man. Col. Rend was clearly an individual and a pioneer.

When there was a need to execute a brilliant coup by which he opened a new coal, a new series of mines, or a new market, no individual coal man could do the work better. In this respect his work was a trifle spectacular—he was something of a showman. He could make a dash into any coal situation and illuminate it in such a way that everyone could see its possibility. This was particularly true about a mining field, a new market, or a labor situation. When any branch of the trade was new he could make a profit out of it.

The instant, however, it came down to the hard detail work, which required entrusting jurisdiction and powers to others—where it required close organization, in a word—it is a matter of record that he began to fail.

Col. Rend seems to have recognized the one place wherein his strength lay. He devoted himself to that form of activity exclusively. He never attempted those things the theory of which he understood thoroughly, but the practice of which he was not by nature equipped to undertake. For example, he opened up mines in Ohio and by brilliant exploits made that coal known throughout the west and northwest. This was a work of development and exploitation for which he was peculiarly fitted. When he had done this pioneer work and when there came to be a demand for an organization to handle the new mines, he sold out to the Sunday Creek Coal Company. Thereafter he went to Macdonald, West Virginia and duplicated his earlier exploit of *opening* that field only to sell out to the Pittsburgh Coal Company. For a third time he went further back into the coal field and having duplicated his brilliant record sold out to the Berwind-White Coal Mining Company. Just prior to his death he had opened mines in the Franklin county field of Illinois. He was ready to sell to any interest which could insert an organization instead of his personality.

The legacy, briefly put, which Col. Rend left is his advice to coal men to change their

point of view toward their company and especially to know when to take on more and when to let go. He recognized that business is an impersonal undertaking. He governed it by impersonal rules. Incidentally he left a sizable fortune as a result of following his own rule of doing what he knew he was fitted to do.

The average coal man rather than accepting his view that connection with any coal venture is essentially a temporary arrangement, looks upon a venture in the business about the same way that he, being orthodox, looks upon taking a wife—to have and to hold until death do them part. Col. Rend developed the business as he would a child—to nurture it until the age of maturity and then to turn it over to some one else. The average coal man marries his business and looks upon it the same as he does upon his wife—as something to stay with him until he or it dies; he is never sure which is going to pass on first.

Running Into Complexities.

One of the shrewdest coal operators in the West made the causal comment the other day that we are beginning to Germanize the coal business far faster than most of us realize. The context which explains the remark was a discussion of the extent to which we are getting away from the belief that coal in its natural state is a merchantable product like potatoes and apples, and are coming to look upon it as nothing more than a raw material which, to be made valuable, must be made over.

So long as we clung to the old idea that coal was a finished article of commerce, we were interested only in coal lands, coal mines, and the means of transporting and distributing the product. The minute we begin to realize that it is a raw material requiring a manufacturing process, we begin to get interested primarily in coke ovens because coking in some form is the first step toward the completely manufactured product.

As this operator implied, other countries than America came to this conclusion about coal long before we did. The history of the development is rather intricate but Belgium seems to have lead in the production of by-product ovens with its Solvay process. It was followed by Germany with the Koppers and other processes. Now America is using all of the foreign patents and is developing some of her own. We are beginning, as a matter of fact, to get the same multiplication of the types of oven used that we formerly got in the matter of additions to mine equipment. Candidly, we are beginning to face the same danger of overdoing the coke business that we fell into when we overdid coal production.

The coking of coal is not as we assume now, an end in itself; it is merely a means to an understood end. The act of coking is merely getting ready to do something more important. By it we divide the fuel mixture into two parts—coke and gas. Each one of these is a crude product. The coke is supposed to support the fluxing process of the metallurgical industry. The gas is supposed to supply the light and the efficient fuel for cooking required by modern cities.

At that point, however, we begin a subdivision of both subjects. The gas is too

valuable for all of it to be burned for illuminating purposes or for cooking. Therefore, we divide the gas, taking out first the tar, which is capable of being split up into about 150 by-products, and second, some other ingredients.

When we produce all the gas that modern cities require, and when we take all of these by-products from the gas, we are likely to over-produce those by-products because we have not made a market for them.

Also, when we produce the requisite volume of gas, we over-produce by far, the amount of coke that is needed for metallurgical purposes. We thus have left a great quantity of coke for which a market must be found.

The difficulty, at the minute, is that we have not gone beyond the stage of manufacturing. That is, there has been no sensible effort in America to develop the market for by-products; we have not developed even the process for their manufacture. In the distribution of the coke, we are going on the dangerous assumption that instead of the fuel being made to fit the household conditions, the householder should be educated to use a fuel primarily designed for metallurgical purposes. The people can be educated, of course, to use coke in time, but a product which depends for its popularity upon skillful firing by the whole body of consumers is in a dangerous position. It would be infinitely easier and less expensive to change the manufacturing process.

By the same token, to manufacture by-products in the hope that somebody will learn how to use them and hence come to buy them, may be an example of American enterprise, but it is hardly intelligent.

If we admit, which we must, that coal is no longer a natural product and that it becomes valuable only when it is turned into a manufactured product, we instantly see the necessity to change radically our whole attitude towards its manufacturing process.

It is suggested on one hand that we must diversify the manufacturing program. That is, we can no longer assume that the same coke which is valuable for metallurgical purposes is equally valuable as a household fuel. We must, if the records of retailers are dependable, change the manufacturing process so that we get enough coke for metallurgy and then produce a domestic fuel which will bring more than one repeat order in twenty-five sales and more than one permanent customer out of fifty who have used the fuel. That is, we must emancipate the people from a smoking coal without asking them to become expert firemen.

In the by-product department, we must not only diversify our manufacturing program to produce many things, but we must also carry on a merchandising campaign that is going to find a market for those things. That market is here and abroad. It is an essential part of the true function of the coal trade both to find the market and to manufacture products which will satisfy it.

Thus, the instant we step over the line which divides mere coal production, as we know it today, from the manufacturing of coal, as we must know it tomorrow, we get into an entirely new zone where old methods must be forgotten and new ones devised.

What Shall the Price Be?

We recently reported the fact that two coal producing companies of some size refused to renew contracts calling for coal after the first of next April at an increase in price of twenty-five cents a ton over that called for on existing contracts. The explanation of one of these refusals is that the coal company had been selling its product on contract at a loss. Its refusal to sign up at a higher price merely indicated that it insisted upon a profit on that piece of business in future. The explanation of the other incident is that the operator in question expects very much higher prices to prevail in the future.

Most coal men, in commenting upon the attitude of the second operator, say that he is very foolish because he is planning for something which really cannot happen.

Waiving the objection of these other operators aside and assuming the optimistic attitude of the condemned operator, suppose we inquire what would happen if for any reason prices should go up that much. Our belief is it would prove one of the greatest disasters of the business. Of course, it would be very pleasant for the coal operators for one year to get an increase in price of twenty-five cents a ton. If the operator were in business for only that one year, and if he expected to retire from it or die thereafter, that additional profit would be delightful. However, all mining companies are in business for more than a year. Some of them have mapped out their plans for fifty years to come. They cannot consider the market, therefore, from the standpoint of 1916 alone; they must look at it now for every year up to 1966. The question then is *not*, "would it be pleasant to make twenty-five cents a ton more in 1916," but, "what would be the influence of that price on business in 1917?"

Everyone will admit that an abnormal price for next year would bring about an abnormally low price for the following year. This is so for the simple reason that every man would try to double his capacity in order to get that higher price on twice the amount of business that he is now doing.

Thus increased production would do two things at once. It would kill off the rise in price and thus defeat the present hope of the operator. It would involve him in an unending succession of losses in future due to excessive competition.

The Machinery Age.

Some years ago an eminent publicist, who was concerned with the theory of publications as well as the mere fact of publishing, observed that:

"No industry ever becomes important to the publisher until it has passed through the primary stage and has reached the machinery stage and, therefore, has learned to produce cheaply because mechanically. The steel trade reached that point a long time ago and, therefore, was interesting to the publisher. The railroad business always has been there and, therefore, has been interesting to the publisher. The coal business is just approaching that point and, therefore, is beginning to be interesting to the publisher."

This growing publicity does not mean so much to the coal man as does the fact of the expanding use of machinery in coal production and distribution. If, as the pub-

lisher indicated, coal is moving into the mechanical stage, it is time for the coal men to think carefully what have been and are likely to be the influences of machinery upon the profitableness of the coal business.

Machinery is used in the production of anything for only two purposes. One is to lessen the production cost by using one machine in substitution for several workers. The other is to make one producing plant get out more coal and, therefore, to double, triple, or even quadruple the output.

Up to now quite a great many mechanical appliances have been introduced into the coal business. The first was a hoisting engine to supplant the old hand windlass. The second was a machine to undercut the coal, supplanting the man who did it with a pick. The third was shaker screens to make the sizing more exact, etc.

Through all of these many changes one thing has remained true. With the introduction of every mechanical appliance, production has been increased, competition has been multiplied and the profits of the coal business have receded to the vanishing point.

We are accustomed to judge the future only in the light of the past. The past has meant that the use of machinery has brought a progressive destruction of coal profit. If we look into the future, therefore, it is one with a grave concern because a multiplication of machinery means that we shall pass over the line which divides profit and loss and come to occupy a position where assured loss is the inevitable portion of the coal trade.

Under the circumstances, the publishers may rejoice in the fact that the coal is going into the mechanical stage because he thereby gets a new topic, but the coal operator looks upon it with something more than fear.

Our Foreign Trade.

The markets of the world are not to be taken by conquest. They must be won and held by the administration of the same business principles on which our domestic trade is founded—superior goods, superior service, uniform trade dealing, unfailing reliability.

I have complete confidence in the ability of the American business man to compete with anybody, anywhere, on any terms—when he really sets out to win.

The trouble is with us that we have not cared. Profits at home have been too easily made to supply the necessary stimulus to the search for profits abroad. Our own country with its natural wealth has offered so rich a field that the foreign field has seemed less attractive by comparison, and if we in the past have viewed with complacency the greater progress of others in the winning of world markets, it has been because right here at home were more generous rewards than could be found overseas.

But we are facing changed conditions.

Our commercial future is not as an exporter of raw materials and the products of the soil. More and more we are consuming our raw materials at home. More and more we are learning the wisdom of marketing not merely these crude materials of relatively small value, but finished materials to which have been added the relatively large value of American-paid labor.—C. L. DERING, president of the Chicago Association of Commerce in an article in the *Chicago Post*.

News Local to Chicago.

W. C. Hill, vice-president of the Chicago & Carterville Coal Company makes a statement which the retailers will do well to keep in mind. It is in substance as follows:

"Some retailers are sure to be disappointed this year. In other years they have been accustomed to delay buying until the last minute. When they needed coal, they sent an order to the jobber at the nearest reconsigning point. The jobber usually had the coal on hand and could make shipment immediately. The retailers in other years were thus able to adopt a careless attitude towards the coal supply, and not suffer as the result, because the operators in those days were in the habit of sending coal on consignment to every distributing point.

"This year the operators are proceeding on information rather than on guess. They are not mining coal unless they know there is a market for it, consequently they are not shipping anything on faith to reconsigning points.

"However, the retailers apparently are under the belief that the situation will be the same this year as it always has been heretofore. They believe they are going to get coal on a minute's notice from the nearest recognizing point. On the contrary, the coal which is unsold is held at the mines. If the dealers depend upon getting coal from the reconsigning point, they are going to be disappointed when a cold snap comes."

Col. T. N. Mordue of Castner, Curran & Bullitt left on last Saturday for a trip to New York where he spent the better part of this week.

George Lawson, until recently connected with the Clarkson Coal & Dock Company as a salesman

in the northwest, is spending a short time in Chicago.

Henry E. Patrick, general sales agent of C. M. Moderwell & Company returned the first part of this week from his trip into the northwest.

J. S. Chipman, cashier in the office of C. L. Dering of the S. C. Schenck Company, died Friday morning at his residence, 6925 Prairie avenue. He was taken down with an attack of pneumonia some days ago.

F. C. Honnold, general manager of the Chicago & Big Muddy Coal Company, returned on Thursday of this week from a trip into Southern Illinois and Missouri, where he was making an investigation of railroad conditions and studying the car situation.

The various coal associations in this territory have now up three matters of freight rates which are going to command considerable attention in the coming months. The first of these is the intra-state rates on coal in Illinois, it being the effort of the railroads to get within the states the same rates that were allowed them by the Interstate Commerce Commission in the recent western advance rate case decision. The Illinois commission has definitely decided to suspend these rates and an elaborate hearing is therefore assured. The operators also are going to try to have set aside the decision of the Interstate Commerce Commission allowing an increased freight rate on coal, which increase was decided upon when the commission handed down its western rate advance decision. It is rather expected that it will take some time before this matter can be heard by the commission. It is possible that in the next few days a formal protest will be made by the various associations against the increased rates from Indiana to the Chicago gateway and from Illinois through Indiana to the Chicago gateway, this advance being five cents a ton. The understanding is that definite action in this direction will be taken within the next week.

The second informal dinner of the Kantishna Club was held at the Auditorium Hotel on Tuesday night of this week. The program, was as diversified as it was on the occasion of the first informal dinner. As indicated by the accompanying photograph, the attendance was somewhat larger. The officers of the club at this dinner got away from the cramped arrangement of serving ordinary banquets, namely, of sandwiching men side by side at a long table without elbow room for anyone, when they arranged for separate tables, each one accommodating four. It made a very attractive arrangement and one that was especially convenient because the speaker's table could be put at one side and the platform for the professional entertainers at one end. The professional entertainers included those

necessary on such occasions, namely, a couple of women to sing and do a little impromptu dancing, a male quartet to add a little harmony with a suggestion of barber shop chords here and there, and an energetic young fellow to tell stories who gave an idea of different nationalities by raising or lowering his voice. E. R. Foley, the president of the club, acted as toastmaster and now that he has had a couple of experiences in that job he is proving himself quite proficient and fills a very difficult position with ease and grace. The principal speaker of the evening was C. M. Moderwell, whose topic was "Friendliness in Business." He started out by making quite a distinction, which is proper, between friendship and friendliness. He said that to expect friendship in business was asking quite a good deal, but to provide for friendliness in business was nothing more than part of the decency of trade and this could best be promoted by such occasions as that where competitors became acquainted with each other and thus cleared up ignorance upon which enmity principally is founded. Mr. Moderwell's remarks were well received, but the part of his address that got him the biggest ovation was when he invited the Kantishna Club on the anniversary of its trip to West Virginia to accept his invitation to go to the mines at Christopher in Franklin county, Illinois. The invitation was incidentally accepted and so the Kantishna Club is scheduled for another outing in the near future. The other speaker on the platform was Mr. Davis of the Y. M. C. A. at Zion City. He made a striking address which had a touch of humor here, a dash of sentiment there, and quite a good deal of common sense mixed in. The subject was similar to that of Mr. Moderwell's, being another phase of the benefits to business of constant association by competitors. These dinners of the Kantishna Club are becoming interesting and distinct features of the Chicago trade.

Inspection of Mines.

The members of the senior class of the department of mining engineering, University of Illinois, have returned from their annual inspection tour of mines which was in charge of Professor E. A. Holbrook. This year, through the courtesy of the various companies, studies were made at the mines and plants of the Paradise Coal Company, Duquoin; Old Ben Mining Corporation, West Frankfort; Chicago and Carterville Mining Company, Herrin; and Peabody Coal Company, Mine No. 3, Marion. Afterwards the party visited the offices of the Western Coal and Mining Company, Railway Exchange building, St. Louis, where the office end of coal mining was explained to them.



Members of the Kantishna Club at the Second Informal Dinner at the Auditorium Hotel Tuesday, December 7th.

Facts Which Determine Our Export Prospects.

The Export Situation.

Vessels are still very scarce, and exports are showing a heavy decrease as compared with the earlier months. Last week saw but few arrivals at the coal loading ports, and thus coal is very easy at Hampton Roads, though very scarce at Baltimore and Philadelphia, where prices are soaring, due to the fact that the coals that come to these ports, have so many all-rail markets that they can reach, that they can be diverted for other purposes when export business slumps. Also, there is a very good bunker demand at these latter ports, due to the heavy shipments of war munitions, and miscellaneous freight.

November figures of exports are not yet announced officially, but best advices at the moment show them to have been as follows:

Port—	Nov., 1915.	Nov., 1914.
Hampton Roads.....	334,836	163,550
Baltimore	55,343	75,998
Philadelphia	73,000	58,136
	463,179	297,674

In October, 669,070 tons were exported. In December, 1914, exports from the above ports reached 234,695 tons.

The Welsh Coal Situation.

In its issue of November 26 *The Colliery Guardian* of London says of the Cardiff coal situation:

"Although tonnage has been arriving more freely, it cannot yet be said that prospects are any more promising than they were a week or two ago. The comparatively heavy chartering at the opening of the month is beginning to tell, but many vessels are much overdue owing to stormy weather. Against this, however, must be set the fact that shippers are fighting shy of Greek tonnage, and they are disinclined to enter into arrangements until the political situation becomes clearer and the position more defined. Outputs are still very largely in excess of the demand, and stocks continue to accumulate on all sides. Some collieries have been only working half time, and in many other instances temporary stoppages have taken place for a day and two days, with the result that large numbers of men have been idle. The crux of the present position is the tonnage question, and until vessels arrive in the channel in considerably larger numbers than they are doing today, very little improvement can be expected. As already stated, urgent representations have been made to the government, and the recent Order in Council restricting British ships to British trade is anticipated to be productive of good results in the near future. It is pointed out, with justification, that extravagance in transport organization is at the root of the difficulty in the Cardiff coal market, although it is generally admitted that there is a world-wide shortage of shipping tonnage, which at present cannot be remedied. Freight continue to go up by leaps and bounds, and in many cases the rates demanded by shipowners are five and six times more than they were before the commencement of the war. Charterings last week amounted to 158,000 tons, compared with 145,850 tons in the preceding six days, or an increase of 12,150 tons. Such a total, however, is entirely inadequate to the requirements of the port, and it is earnestly hoped that some scheme will be devised which will not only attract more vessels to the channel, but also result in the freight market being put on a more reasonable basis. Shipments last week amounted to 397,163 tons, compared with 267,323 tons in the corresponding week of last year, or an increase of 129,840 tons. These figures are, of course, exclusive of shipments on admiralty account, particulars of which are not available. No information is yet to hand as to the allocation of the business of the French Midi and the Paris, Lyons and Mediterranean Railways, but it is expected that the contracts will be settled in the course of a few days. There is also an inquiry on the market for the Paris and Orleans Railway, but the quantity asked for is not stated. With regard to prices, there is very little change. Best and superior second Admiralties continue to be monopolized for the most part by the government, and what quantities can be released are being supplied to exporters under old contracts. There is therefore no quotation to indicate the market value. Ordinary qualities are still on the basis of 17s 6d to 19s, the latter figure being firmly maintained in the case of collieries which are favorably situated so far as steams are concerned. Monmouthshire coals are unaltered, best Black Veins being 18s to 19s, western valleys 1s less, and easterns,

16s to 17s. Owing to reduced outputs, the small coal market is rather firmer, but material concessions are obtainable in cases where collieries are hard pressed for empty wagons. Best bunkers are 11s 6d to 12s, ordinary 10s to 11s, and cargo qualities about 7s 6d, although 8s is being asked for forward delivery."

Baltimore November Exports.

Bituminous coal exports from Baltimore for the month of November, were as follows:

Country—	Tonnage
Martinique	1,551
Italy	37,724
Guadaloupe	1,580
San Domingo.....	1,331
Sweden	3,465
Cuba	4,741
Argentine	4,300
Honduras	650
	55,343

Hampton Roads November Exports.

Exports of coal from the three Hampton Roads ports during November, together with a comparison for November of last year, were as follows:

Destination—	Lamberts	Point.
	1914.	1915.
Bridgetown, Barbados.....	3,750	.....
Barcelona, Spain.....	.....	4,968
Buenos Aires, Arg.....	10,860	12,690
Bagnoli, Italy.....	.....	4,900
Cristobal, C. Z.....	6,500	42,547
Curacao, D. W. I.....	.....	5,400
Dakar, F. W. A.....	6,150	6,509
Fortune Bay, N. Fld.....	.....	60
Genoa, Italy.....	34,566	17,029
Gibraltar	4,950	.....
Havana, Cuba.....	.....	8,016
Hamilton, Bermuda.....	.....	788
Iquique, Chile.....	4,523	2,016
Italy—any port.....	.....	5,275
Java .....	.....	8,147
Kingston, Jamaica.....	.....	981
Lisbon, Portugal.....	.....	3,898
Leghorn, Italy.....	.....	4,033
Messina, Sicily.....	.....	7,050
Manzanillo, Cuba.....	1,374	.....
La Plata, Arg.....	5,150	.....
Naples, Italy.....	.....	3,262
Para, Brazil.....	6,500	2,371
Puerto Ferrajo, Italy.....	.....	9,990
Rio de Janeiro, Brazil.....	6,500	11,085
Savona, Italy.....	.....	10,397
San Juan, P. R.....	.....	2,706
St. Lucia, B. W. I.....	.....	6,985
St. Thomas, D. W. I.....	.....	1,547
Trapani, Sicily.....	1,600	.....
Valparaiso, Chile.....	7,000	.....
Vera Cruz, Mexico.....	4,402	4,363
Totals.....	104,613	186,225
	Sewalls	Point.
	1914.	1915.
Augusta, Italy.....	.....	5,036
Buenos Aires, Arg.....	.....	3,802
Genoa, Italy.....	6,313	.....
Havana, Cuba.....	2,440	7,750
Italy—any port.....	.....	4,980
Maddalena, Italy.....	.....	5,529
Naples, Italy.....	.....	11,054
Para, Brazil.....	814	3,239
Rio de Janeiro, Brazil.....	2,102	.....
St. Lucia, B. W. I.....	.....	4,498
	11,669	45,883
	Newport	News.
	1914.	1915.
Bridgetown, Barbados.....	.....	8,988
Buenos Aires, Arg.....	.....	3,532
Cardenas, Cuba.....	7,815	1,915
Cienfuegos, Cuba.....	12,104	7,328
Cayo Francis, Cuba.....	.....	626
Georgetown, Demerara.....	.....	1,789
Gothenburg, Sweden.....	.....	5,737
Havana, Cuba.....	15,616	30,702
Marseilles, France.....	.....	9,962
Montevideo, Uruguay.....	4,629	.....
Naples, Italy.....	.....	4,553
Port of Spain, Trinidad.....	.....	4,580
San Juan, P. R.....	1,804	1,450
St. Lucia, B. W. I.....	2,823	10,164
Santa Cruz, Tenerife.....	.....	1,523
Santiago, Cuba.....	3,902	2,859
Santo Domingo City, C. D.....	1,020	.....
Stockholm, Sweden.....	.....	6,542
	49,713	102,250

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, report as follows, under date of December 6th:

The tonnage scarcity is growing more acute, which has a tendency to advance freight rates to new high levels. Mediterranean rates are unchanged, although occasionally we have a steamer, that is too old for grain, that is willing to accept coal at less than the equivalent rate on grain. There is an urgent demand for steamers for River Plate ports, and tonnage is difficult to obtain even at advanced figures. Sugar rates from Cuba have advanced to unprecedented figures, and owners of the few boats available for

the West Indian trade prefer to send them in ballast unless they can secure very high rates on coal outward. None of our recent charters for export coal have been reported.

We would quote freight rates on coal by steamer as follows:

West coast of Italy, about 90s; Marseilles, 85s to 90s; Barcelona, or other good Spanish port, 80s to 85s (Spanish dues for account of cargo).

NOTE.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge, 1s per net register ton per day demurrage."

Montevideo, 50s to 55s, 500 discharge; Buenos Aires or La Plata, 50s to 55s, 500 discharge; Rosario, 55s to 57s 6d; Rio de Janeiro, about 50s, 500 discharge; Santos, 50s to 53s 6d (consignees paying docas dues).

Valparaiso or Callao, \$11 to \$13; Havana, \$2.75 to \$3.25; Cardenas or Sagua, \$3.50 to \$4; Cienfuegos, \$3.75 to \$4; Port of Spain, Trinidad, \$4.75 to \$5; St. Lucia, \$4.75 to \$5; St. Thomas, \$4.25 to \$4.75; Barbados, \$4.75 to \$5; Kingston, \$4 to \$4.25; Curacao, about \$4.50 and p. c.; Santiago, \$4 to \$4.25; Guantanamo, \$4 to \$4.25; Demerara, \$6.50 to \$7; Bermuda, \$3.50 to \$4; Vera Cruz, \$5.50 to \$6.50; Tampico, \$5.50 to \$6.50.

Recent Coal Freight Charters.

Str. Tordensjold (Nor.), Newport News to Bermuda, coal, private terms.

Schr. Brina P. Pendleton, Philadelphia to Para, coal, private terms.

Str. Mar Cor (Ital.), Baltimore to west coast Italy, coal, private terms.

Schr. Mary W. Bowen, Norfolk to Buenos Aires, coal, private terms.

Str. Californian, Virginia to River Plata, coal, \$11.50.

Schr. E. H. Blake, Philadelphia to Bermuda, coal, \$3.25.

Schr. H. B. Cossens, Philadelphia to St. Johns, N. B., coal, private terms.

Str. Skogstad (Nor.), Philadelphia to Martinque, coal, private terms.

Bark Appolo (Nor.), Norfolk to Perambuco or Rio de Janeiro, coal, \$8.50, "Jan.-Feb."

Export Trade Briefs.

The Cardiff Chamber of Commerce at a recent meeting had before it the question of loss of coal trade and the development of American competition. T. E. Watson, who presided, pointed out that American exports of coal, which in 1913 were only two million tons had now increased to twelve million tons per annum; and he said that unless energetic steps were promptly taken to increase the shipment of Welsh coal, there was grave risk of many markets being lost. American exporters had made contracts for three, four, and five years ahead with British customers in France and Italy. Freight have risen five and six-fold; there seemed to be no limit. Vessels built in 1913 could at present rates, earn their cost in a twelve-month; and this meant a dividend of 100 per cent. He blamed the government for commandeering at seven shillings to fourteen shillings per ton; and said that it was on account of the inequality of treatment that the difficulties had arisen. Mr. H. Radcliffe, a member of one of the leading firms owning "tramp" steamers, said that there was no owner who desired rates to be at the point they had reached. A resolution was passed to await the result of the Order in Council restricting British trade; and it was decided to urge upon the government the desirability of appointing commercial men to assist in obtaining greater efficiency in working requisitioned vessels.

The scarcity of coal in the Netherlands since the war began has led to search and inquiry in all directions for relief by the use of substitutes or otherwise. (The Netherlands uses vast quantities of foreign coal yearly. In 1913 the imports totaled 22,429,730 tons; in 1914, 17,946,325 tons.) Along this line, an Amsterdam newspaper prints an extract from a scientific journal stating that "turfpoeier" (peat in a powdered form) has long been used in Sweden as a fuel for stationary boilers, and that recent experiments in that country with railroad locomotive boilers show that one and one-third tons of peat powder equal one ton of the best English coal for steaming purposes. This leads the Amsterdam newspaper to remark that according to estimates the peat moors of the Netherlands contain at the present time fully 100,000 million kilos (about 100,000,000 long tons) of ready-to-burn peat, which is equivalent to about 75,000,000 tons of best English coal, according to the Swedish experiment, and that this fuel is immediately available. The newspaper adds that the price of "burgerturf" (a short, hard peat burning a long time) is eleven to thirteen florins (\$4.42 to \$5.23) per ton, while the best English coal costs sixteen florins (\$6.43).

Fire in a pile of soft coal in storage in the yards of the L. K. Burket Company at Wayne, a Philadelphia suburb, has been a source of local interest for several weeks. Last Thursday it burst into flame and ignited a pile of cordwood nearby. After this had been extinguished, it was decided to tear the pile apart and do away with any further danger.

General Review.

Eastern Prices Are Strong, Due to Car Shortage, but Western Trade Is Easy, Due to Weather.

A projection of the Ohio-Pennsylvania line divides the coal market into two zones where the general trend is almost in diametrically opposite directions. East of that line the market is quite strong; west of it the market is easy. The reason for the strength in the east is the shortage of cars and labor. The weakness in the west is due to the abundance of both. The car situation, and not particularly the demand, is the dominant force in the coal market right now.

The eastern situation is not very hard to understand. The factories are busy and want coal; indeed, they must have it, because, as previously related, they not only have a growing home business, but they have a tremendous foreign business. This requires a manufacturing program which entails the use of coal. However, the door to their coal bin has been closed by the transportation situation. This incidentally is due to the rush of their manufactured products to the east. All these manufacturers, to say nothing of the producers of foodstuffs in the west, are shipping war materials to tidewater for transfer to Europe. They can get the goods to the coast, but the vessels for the movement of the stuff beyond are not available. At least the vessels cannot be provided to move the volume that is seeking transportation. Therefore, every terminal in the east is congested with cars. As the terminals become congested and this works back on the railroad, the situation instantly becomes serious from a transportation point of view. No commerce can pass a terminal blockade of this kind, and this includes coal, as well as any other commodity. So the coal that is required to continue the active manufacturing program cannot get through the blockade formed by manufactured goods. The natural result, of course, is that coal is scarce because cars are not moving rapidly enough and the scarcity of coal is booming the prices. Extravagant prices such as \$1.75 to \$2.00 a ton are now being paid for ordinary bituminous mine run coal in the east, according to certain reports, and some sections of New England are paying even higher.

Some of the coal operators have apparently been misled by the prices quoted on coal. Rather than attributing the rise in values to an interruption in transportation, they ascribed it to the increased demand. Therefore, they are predicting an increase of these prices far beyond the period when it is reasonable to suppose the transportation situation will be cleaned up.

Considered from the point of view of what is the reasonable demand for coal, the eastern market is nevertheless in a good position. The factories are running full time and this always makes a good market. In addition, the export situation, while not fully up to the hopes of the operators, is nevertheless very good. That is, the coal operators are not selling all of the cargo coal that they can find a market for because transportation is not available. But they are selling an unprecedented amount of bunker coal. So soon as the rush of grain has let up a little, the vessel situation will be relieved, and then we can expect to do some of the cargo business that is now in abeyance.

An annoying circumstance at this juncture is the attitude of the miners. In the Pennsylvania bituminous field they seem to be purposely heckling the operators by calling petty strikes for no apparent reason. Very evidently they are seeking to curtail production so as to make storage impossible, and thus increase the strength of their strategic position a little later when they will have some wage demands to make. These strikes, added to the labor shortage, make the eastern mining situation perplexing, as putting an embargo on output in addition to the embargo rising from congested terminals.

In the west the situation is not difficult to understand. The lake trade has been absorbing a big volume of coal every month. However, insurance rates expired on the first of December, but were extended until the 12th. Even so, the last cargoes are now on their way. Cars which have been traveling the short route between the mines and the south shore of Lake Erie are thus released for a longer all-rail movement. By the same token, the mine capacity which has been devoted to the lake trade can now devote its energies to meeting the demands of the interior trade.

As a consequence, both coal and cars are easier in the west. This comes at a time when warm

weather makes for a light consumption of coal. The situation is not very easy to control. It was made especially difficult by the fact that some coal was reconsigned from lake ports after failing of shipment by that route. Temporarily, the western market is very crowded and was only prevented from showing a bad break in prices by the western operators curtailing shipments to actual orders.

The western situation also was complicated by the sudden shutting off of buying for storage. Some of the railroads and others had been doing a little storage buying in anticipation of labor trouble and a severe winter. The small call for steam lump coal within the last week indicated that their programs have been held in abeyance.

Chicago Market.

Soft Weather Lessens the Domestic Demand, but Screenings Are Stronger.

Office of THE BLACK DIAMOND,
CHICAGO, December 9.

The entire coal market for this week is influenced by the soft weather which has prevailed for about the last ten days. That is, there is a lessened demand for domestic coal, but a continued strong demand for steam coal. Inasmuch as the steam demand is mainly for screenings with a lessening of the demand for steam lump, a certain percentage of larger sizes had to be made for which no ready market has been found. As a consequence, the steam market has been called upon to absorb some of the domestic coal, and this has made the price situation rather easy.

The car supply, which has been depended upon to give some strength to the coal market, has been entirely too easy for comfort. Having plenty of cars, some of the mines have been induced to run to nearly full time, only to find that the coal could not be sold. There has been, in some places, quite an accumulation of unsold coal at the mines. However, it is a very decided point in favor of the market that the operators have kept this coal at the mines, rather than consigning it unsold and therefore breaking the market. Only in one instance in the state of Illinois has unsold coal been consigned. The reward of this effort has been a reduction in price of domestic egg and lump coal to \$1.10 a ton. That indicated the lack of absorptive capacity and quickly taught the other operators that consigning free coal was a dangerous practice.

The Franklin county situation has, from a technical standpoint, been strengthened within the last week. That is, the operators have recognized, after a careful study of the situation, that this is no time to try to force coal on the market. They have produced more than they have sold, as is indicated by a very heavy accumulation of coal on track at the mines. However, they are holding the coal at the mines, rather than trying to force it on the market, and consequently the circular price has been more strongly maintained than at any time for some weeks. While the prices are firm, the mines have been losing business, owing to warm weather. The operators have no control over the buying tendency, but they can control the prices and the factor that has been under their direction has been handled extremely well. Lump and egg coal, and especially egg, have been moving rather slowly. Number one nut has moved better than any other size. Screenings are quite strong at eighty cents for spot delivery, with eighty-five cents asked and paid where deliveries are to be made during December. The prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Franklin County—		
Lump	\$2.80	\$1.75
Egg	2.86	1.75
No. 1 nut	2.80	1.75
No. 2 nut	2.55	1.50
Mine run	2.15@2.20	1.10@1.15
2-inch screenings	1.85@1.90	.80@.85

In Williamson county, the lump and egg coals have been moving slowly. This is due to the fact that weather has been against the retail business. In one or two instances egg coal has broken to \$1.50 in order to move it. No considerable portion of the tonnage, however, has moved at that figure. About half of the operators are short of orders for number one nut, the other half have sold more of that size than they can deliver conveniently. By sales between the operators the supply is made about equal to the demand. Fine coal has been strong at eighty to eighty-five cents:

	F. O. B. Chicago.	F. O. B. Mines.
Williamson County—		
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed	2.80	1.75
No. 2 washed	2.45	1.40

Saline county coal is still handicapped by the fact that the producers undertook an increase in production at an unfortunate time. They enlarged the tonnage just as the market slowed down because of warm weather. This has made domestic lump, egg and number one nut somewhat easy, with prices breaking to \$1.50. Screenings, on the other hand, have been quite strong, with prices ranging close to eighty cents at the mines. Prices up to Thursday were:

	F. O. B. Chicago.	F. O. B. Mines.
Saline County—		
Lump	\$2.55@2.80	\$1.50@1.75
Mine run	2.20	1.15
Screenings	1.85@1.90	.80@.85
1½-inch lump	2.35	1.80

Sangamon county domestic lump has been moving slowly, but prices are firm at \$1.65 to \$1.75. Some of the other counties have shipped unsold coal to market, and the lump and egg, and especially the egg, has broken below \$1.25, some big sales being made at \$1.10. Mine run is quoted at about \$1.05 throughout the entire central district, and screenings at seventy cents:

	F. O. B. Chicago.	F. O. B. Mines.
Central Illinois—		
Lump	\$2.32@2.57	\$1.25@1.75
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.66
Mine run	1.87	1.05
Screenings	1.52	.70

Clinton number four lump is firm at \$1.65 to \$1.75, but the egg is easier, going at \$1.50. Screenings are strong at about eighty-five cents:

	F. O. B. Chicago.	F. O. B. Mines.
Clinton—		
No. 4 domestic lump	\$2.42@2.57	\$1.65@1.75
No. 4 egg	2.27	1.50
Nut	2.12	1.85
No. 5 and 6 mine run	1.87	1.10
No. 5 and 6 screenings	1.62	.85

Knox county domestic lump has been moving slowly at \$1.50. There has been a little letup in orders for steam lump and this has shortened the supply of screenings, which are quoted at eighty-five to ninety cents and strong at that figure:

	F. O. B. Chicago.	F. O. B. Mines.
Knox County—		
Lump	\$2.37	\$1.50
Egg	2.37	1.60
Mine run	1.87	1.05
Screenings	1.72	.85

The accumulation of unsold anthracite noted a week ago has been about cleaned up and the market is firm as to prices, but decidedly quiet. The tonnage, in fact, is disappointing to most of the producers, although some statements are made that business is good.

The smokeless coal market has continued easy as to mine run, the major operators holding for \$1.40, with some of the coal being sold at \$1.25. A few reports have indicated sales at less than that price, but these are not easily confirmed, and even if they were confirmed, the tonnage would be found to be small. The establishment of a new circular price on lump and egg, effective the latter part of last week, strengthened that situation considerably:

	F. O. B. Chicago.	F. O. B. Mines.
Smokeless—		
Mine run	\$3.30@3.45	\$1.25@1.40
Lump and egg	3.90@4.05	1.85@2.00

Practically no Somerset county coal is coming west, because the operators are now getting, according to reports, from \$1.75 to \$2.00 for mine run coal. That size has practically been withdrawn from this market, except a few shipments made to satisfy contracts:

	F. O. B. Chicago.	F. O. B. Mines.
Somerset County—		
Mine run	\$3.45	\$1.40
Lump and egg	3.80	1.75

Hocking coal has been practically unchanged both as to price and market for the last week. The market is quiet:

	F. O. B. Chicago.	F. O. B. Mines.
Hocking—		
Domestic lump	\$3.25@3.40	\$1.60@1.75

The splint situation continues steady as to price, but a little more quiet as to volume of business:

	F. O. B. Chicago.	F. O. B. Mines.
Kanawha—		
1½-inch lump	\$3.40@3.50	\$1.50@1.60

Softening of the weather hit eastern Kentucky, continuing the wide spread of prices quoted last week:

	F. O. B. Chicago.	F. O. B. Mines.
Eastern Kentucky—		
Domestic lump	\$3.55@4.30	\$1.65@2.40
Egg	3.40@3.90	1.50@2.00

The coke market is active, with a good demand for furnace and foundry and a moderate demand for the domestic sizes of by-product coke:

	F. O. B. Chicago.
Coke—	
Connellsville	\$5.25@5.50
By-product, foundry	5.25@5.50
By-product, egg and stove	4.75@4.95
By-product, nut	4.75@4.95
Gas house	4.00

Pittsburgh Trade.

Slack Prices Are Rising and There Is Talk of Crushing the Mine Run— Other Sizes Are Strong.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
PITTSBURGH, PA., December 9.

The coal market in this district is strong and steady, demand keeping ahead of production, and prices hardening all along the line. No coal has sold at \$2.00 in this district, as quoted from the east the past week for Pennsylvania coal at mines. Possibly the eastern part of the state may be getting those figures, but those who have coal to sell here are quoting mine run f. o. b. mines at \$1.25 to \$1.30, with three-quarter screened coal \$1.40 to \$1.50, and five-quarter at \$1.50 to \$1.60, and small-lot producers are selling their output at five to ten cents less than this.

Slack is very strong, with reported sales at \$1.00 to \$1.10, though quotations today are made at ninety-five cents to \$1.00 for best gas slack, with steam anywhere from eighty-five cents to ninety cents, and hard to find. Talk of crushing at the mines is heard from some, but owing to the scarcity of cars and labor, it is hard to get deliveries made on what is now produced.

The seriousness of the transportation situation cannot be overestimated, in so far as the Pittsburgh district is concerned particularly. While every plant in the district is being operated full time with feverish determination upon the part of its owners to derive all the benefit possible from the present unprecedented demand for manufactured products of every description and particularly iron and steel, freight cars wherein to transport them to the markets are lacking to a disheartening extent as regards numbers, despite the efforts of the railroads to supply them.

The situation east is much worse than west, the great majority of the cars now arriving thereat are being utilized for storage purposes, with the result that literally thousands of them are now standing on yard tracks, at least this is the report here. Last Thursday and Friday, in the Latrobe-Connellsville district, mines could only get thirty to forty per cent of their requirements; Saturday and Monday the average was about fifty per cent, and that situation maintains today. At the coal and coke shipping office of the Baltimore & Ohio, the writer was informed that not in twenty years had conditions like the present existed. Pennsylvania lines east are just as bad. In some sections—locally—short line service is better, and supplies moving fairly well. Mine activity has not lessened since lake shipping ceased. The increased consumption for domestic purposes that colder weather has brought, together with the increasing call on mill contracts, practically counterbalancing the falling off in the northwest trade.

Retail trade has been fairly active the past week, but dealers are slow to buy any distance ahead, taking chances on getting a supply as they need it.

The *Pittsburgh Press* has this to say regarding Pittsburgh: "The extent of the recovery in this district may be gauged by a study of the following table, which shows the percentage of operations at present, three months ago and six months ago. The table was prepared by leading local authorities for conditions in March, September and November, and is as follows:

	Present.	Per Cent September.	March.
Steel plants.....	102	90	40
Minor manufacturers.....	80	70	45
Glass patents.....	95	90	75
Industrial payroll.....	110	75	50
Coal operations.....	90	65	40
Coke operations.....	90	72	45
Railroad equipment.....	90	75	25
Electrical equipment.....	90	65	30

M. M. Cochran, a prominent member of the Fayette county bar and one of the leading bankers, coal operators and coke manufacturers in the Connellsville region, was elected president of the J. V. Thompson Creditors' Association. It was largely through the efforts of Mr. Cochran that the association was formed, and he made a stirring address in which he urged that such an action be taken. The formation of such an organization is declared by creditors of Mr. Thompson and his associates to be the means of saving his assets and at the same time indicating the payment of all of the debts, both secured and unsecured. It is said that the organization of the creditors' association will mean the refinancing of the banker's affairs within a reasonably short time, and the payment of all claims at their face. Bankruptcy, which was strongly hinted at

a meeting of the lawyers last Monday, has been averted.

Furnace coke has been a little weak the past week, so far as price is concerned, though no large accumulation of free coke can be found. Off grades have been bought at \$2.00, and some of the better grades has been sold at \$2.15. No large inquiry has been out, however, the furnace interests being well covered for December, and well into the first half. The coke interests are somewhat excited over the labor question, and a general scarcity is reported, and the near approach of the Christmas holidays will have a tendency to further handicap the producer. There will be plenty of help the week before, but Christmas coming on Saturday, there will be little done the week following.

To take place of men whom they cannot secure, the Oliver & Snyder Steel Company are installing two Covington coke drawing machines at their No. 2 plant, in the Connellsville district. The company has been unable to secure enough men to operate 275 of the ovens. Efforts have been made at various places to obtain sufficient men, but of no avail. To remedy this condition, the company has decided to install machinery which will displace a number of workmen. Each machine will displace fifteen men. Each machine can pull forty ovens per day, but on account of the construction of the equipment of the plant this number of ovens will be reduced to about thirty-two. Machines are used at each of the other two plants. The machines were ordered from the Covington Machine Company, at Covington, Va., and cost \$6,000 each.

The quotable market on standard furnace coke for spot or contract would be \$2.25 to \$2.35, but, as stated, off grades are selling for less and being taken by consumers. The same handicap is felt here in the car shortage that is being experienced in coal, iron and steel.

Best foundry grades of old basin Connellsville coke hold firm at \$3.25 to \$3.50, with \$3.00 for less desirable product.

The operator who made his contracts with the furnace trade on the sliding scale basis is the "man who laughs" just now, and pats himself on the right side, though as a general thing the sliding scale is frowned upon by the producer.

Duluth Trade.

DULUTH, MINN., December 9.—(Special Correspondence.)—By the time this is printed the last coal barge of the season will have been unloaded here. One more boat is to arrive, at this writing, and may be in at any time, and with her burden transferred to the docks, the lake coal season will have ended.

Since the first of the month thirty-five boats have arrived, carrying 250,000 to 300,000 tons, mostly of hard coal. The heavier part of the movement of the last few weeks has been in hard coal, although soft coal will be pretty scarce when the winter's supply will have been furnished.

A story issued this week to the effect that there is likely to be a coal shortage owing to the comparative scarcity on the docks here, brought forth from coal officials in the Twin Cities a denial. However there is no disputing the fact that not nearly so much coal as usual is stored here, and if the demand is anything like that of a normal year, there is bound to be less of a percentage on hand—to say the least—when the lake season opens next spring.

The storage capacity of the docks here amounts to 8,000,000 to 8,500,000 tons. At the present time, according to estimates of coal men here who are in a position to know, there is on hand about 5,500,000 tons of soft coal and about 1,100,000 tons of hard coal. This is about 70 per cent of capacity and about 15 per cent less than the owners of docks usually aim to have on hand to face the winter months.

The usual amount left over in the spring is twenty-five per cent or less, but twenty-five per cent is a good average. Should there be anything like a normal demand through the northwest this winter, it is therefore patent that the docks, facing this winter with a curtailed supply, are going to be pretty well cleaned out next spring. Last spring the left-over stock amounted to about thirty per cent, which was most unusual, and was due to the fact that less coal than in many years was demanded in this part of the country. Up to this time the demand through the northwest has been much heavier than in any previous year, and should this keep up, the chances of a shortage are great. However, some dealers claim to believe that the unusually heavy demand that has been experienced all fall merely means that the coal dealers of the northwest have been ordering

their supplies early, and that it is not wholly due to the extraordinary demands of railroads and threshers as some believe.

The heavy demand keeps up well, so far as commercial trade is concerned, despite the fact that the weather has been very much against it. Weather throughout the northwest has been unusually mild so far, and coal consumption must have been lighter than in the general run of early winters. The railroad demand has dropped off during the past week also.

It was expected that a number of Pittsburgh boats would lay up here with storage coal, but only one has done so. The steel corporation has enjoyed a liberal movement during the past few months and is pretty well stocked up in its storage yards and on the docks, which is the probable reason that no more boats have been used for storage.

Twin Cities Trade.

MINNEAPOLIS-ST. PAUL, MINN., December 9.—(Special Correspondence.)—The weather continues extremely mild for this season of the year, and the trade is beginning to feel its effect. Country dealers especially complain of full bins and no buyers, consequently they will not reorder until buying takes a brace, and that will be just as soon as the cold and snow makes it impossible for the consumers longer to defer going to town after coal.

The dock companies report a falling off in business, but are moving a fair tonnage, especially anthracite. The activity on the part of manufacturers in the Twin Cities is affording them an outlet for an increased tonnage of steam coals, but prices are still weak, and are not maintained as they should be. The advance of ten cents per ton on all coals from Illinois and Indiana has put a crimp in these coals for steam purposes, and the docks are reaping the benefit, and will continue to enjoy a large tonnage even after the 15th, when lower rates on coals under two inches in size go into effect, for the reason that Illinois screenings seem to be getting higher than ever before at this time of year, and buyers will pass them up in favor of the dock coals, unless the dock interests can get together on something like a decent price and conclude that it is better to make a little money out of their product instead of selling at a loss.

A fairly large tonnage of smokeless coals intended for shipment to upper lake ports is finding its way into this market for the reason that when it reached loading ports no boats were available and it had to be diverted to the all-rail market. Some of the cars are of such enormous proportions as to suggest an ocean liner and the dealer who gets one of them lets loose some loud wails when he goes to unload the coal. Some of this coal is being offered at very low prices, and some demurrage is bound to accrue.

On Franklin county coals the smaller sizes seem to be more popular than ever, and it is a hard matter to get orders for lump and egg.

Current market prices at wholesale on leading grades of coal sold in the Twin Cities are as follows:

ANTHRACITE.			
	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul	
Grate	\$6.60	\$7.80	
Egg	6.85	8.05	
Stove	6.85	8.05	
Nut	7.10	8.30	
Pea	5.50	6.70	
Buckwheat	4.00	5.20	
BITUMINOUS.			
Splint, screened lump and stove.	\$3.30@3.40	\$4.26@4.36	
Splint, dock run.....	3.10	4.06	
Hocking, screened lump and stove	3.30@3.40	4.26@4.36	
Hocking, dock run.....	3.00	3.96	
Youghiogeny, gas, lump and stove	3.30@3.40	4.26@4.36	
Youghiogeny, gas, dock run.....	3.10	4.06	
Pittsburgh vein, lump.....	3.30@3.40	4.26@4.36	
Pittsburgh vein, dock run.....	3.00	3.96	
Pocahontas, screened lump or egg	4.75	5.71	
Pocahontas, screened lump and egg mixed.....	4.50	5.46	
Pocahontas, mine run.....	3.25	4.21	
Cannel, lump.....	5.25	6.21	
Smithing, bulk.....	4.25	5.21	
Smithing, in 100 lb. sacks.....	6.00	6.96	
Briquets, anthracite.....	5.00	5.96	
Briquets, smokeless.....	5.00	5.96	

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

Franklin County—

1 lump, egg and No. 1 nut.....	\$1.65@1.75	\$3.95@4.05
No. 2 nut.....	1.40@1.50	3.70@3.80
2-inch screenings.....	.75	4.05
Run of mine.....	1.15@1.25	3.45@3.55

Williamson and Saline Counties—

1 lump, egg and No. 1 nut.....	1.65@1.75	3.95@4.05
No. 2 nut.....	1.40@1.50	3.70@3.80
2-inch screenings.....	.75	4.05
Run of mine.....	1.15@1.25	3.45@3.55

Cincinnati Trade.

Smokeless Lump and Egg Circular Is Reduced, Due to Mild Weather and Growth of Slack Demand.

CINCINNATI, OHIO, December 9.—(*Special Correspondence*.)—The sale of several hundred cars of smokeless lump and egg in the Chicago and Detroit markets at mine run prices, the past week, caused quite a flurry among smokeless operators and resulted in a new circular from some of the largest operations, reducing the price of lump and egg from the original schedule of \$2.25 per ton to \$2 in flats and \$1.85 in hoppers. Nut coal also sustained a reduction of price from \$2 to \$1.75 for flats and \$1.65 for hoppers. This, together with the prevailing mild weather the past week or ten days operated to make the market generally dull, although there were exceptions.

The buyers of splint block and egg hesitated and suspended or cancelled orders, declining to pay \$1.85 to \$2 for domestic splint when Pocahontas lump and egg could be had at \$1.40 per ton. Some of the smokeless people in Cincinnati were indignant at the action of those who threw this large tonnage, estimated at 25,000 tons, into the market without warning.

The condition in Kentucky as to splint is still good. Borderland prices have advanced this week to the following schedule: Four-inch block, \$2; 2½-inch block, \$1.85; 4x2½-inch egg, \$1.50; nut, \$1.35; and no nut and slack to offer being out of the open market. In this field the car supply is estimated by a prominent operator to be eighty-five per cent, labor eighty-five per cent, delivery not satisfactory and collections excellent. In fact collections generally have been more satisfactory in the past thirty days than for many months. In West Virginia, Cinderella coal is in the market at the following prices: Three and a half-inch block, \$2; egg, \$1.50 to \$1.60; nut, \$1.40 to \$1.50; mine run, no attention paid to this product in the present state of the market; nut and slack, eighty-five and ninety cents. This coal loaded a fine cargo at tidewater the past week. The Majestic mines of Kentucky quoted \$1 to \$1.10 for mine run; three-inch lump, \$1.60 to \$1.75; egg, \$1.25 to \$1.35; nut and slack, eighty to eighty-five cents.

In the territory in the districts of which these mines are the center the car supply is low, gondolas about forty per cent to fifty per cent of normal and hoppers too plentiful, according to the operators of that region. Many of the patrons of these operations complain that they have no adequate arrangements to take care of these huge cars. Formerly they could dump the contents of the car on the side track, but most of the railroads have adopted rules against this practice and labor will not shovel out of cars with sixteen-foot sides at any price. These districts also report labor short about twenty per cent, collections good and very little transfer trouble, one big company reporting but one case of transfer in forty days.

Cincinnati Trade News.

R. D. Jeffers, representative of the Litz-Smith Company of Huntington, W. Va., was a visitor in the city the past week. He was formerly in offices in Cincinnati and is well known here.

Jules Hoffman, a well known coal operator of Detroit, dropped off in Cincinnati Tuesday and visited Cincinnati friends a few hours. He was on his way to inspect some coal properties in Kentucky.

James A. Reilly, Cincinnati manager of the Queen City Coal Company, started Wednesday for a tour among the offices of the company in the south, including Baton Rouge, New Orleans, Memphis, Cairo, St. Louis and other points. He will return home in time for his Christmas dinner.

L. E. Armentrout, president of the Borderland Coal Company of Borderland, Ky., and of the Borderland Coal Sales Company of this city, was a visitor at the offices of the company here this week. Mr. Armentrout reports the situation fair to good in his section of Kentucky and believes that the market will be a very strong one before the winter is over.

Letters from W. C. Rogers, formerly a well known coal manager of this city, show that he is safely ensconced in his new home on the Isle of Pines, where his son is the general manager of several large fruit ranches. Mr. Rogers reports that he is well contented and that he will have watermelon for his Christmas dinner, that

fruits are abundant, flowers blooming and birds singing and that he was in a bathing party on a day when in Ohio the thermometer was down to 26.

H. H. Morris, formerly superintendent of the Chesapeake & Ohio Railway company, resident at Huntington, W. Va., resigned from the railroad company's employ, effective December 1st, and has organized a new selling company to be known as the West Virginia Standard Coal Company, with headquarters in Huntington and later with branch offices in Cincinnati, Toledo, Cleveland, Detroit, Richmond, Va., and Chicago. The company has been incorporated and has ample capital behind it.

Mr. Frank Ellison of the C. G. Blake Company, of this city, is at home after a trip to Europe connected with the export business of the company and a stay of several weeks in New York keeping an eye on the situation there. There has been considerable commotion in connection with the capture of the Genesee, one of the Blake company's export steamships, taken by British cruisers and held on the ground that it is a German built ship and that Germans are interested in its business.

C. E. Hutchinson, vice-president of the Hutchinson Coal Company of Fairmont, W. Va., C. H. Jenkins, secretary-treasurer of the company, and Frank E. Hutchinson, of Logan, W. Va., general manager of the Rich Creek Coal Company, were all recent visitors at the Cincinnati offices of the Hutchinson Coal Company. Mr. Jenkins is a member of the executive board of the West Virginia Coal Association and is deeply interested in the fight against the proposed raise in the freight rate in West Virginia.

Quite a number of Cincinnati coal and river men are in Washington this week in attendance on the National Rivers and Harbors Congress, which held its annual convention in that city. Among them were the following well-known men: Colonel Oscar Barrett, Captain Slack Barrett, Captain Henry Vorbroker, Captain Walter Ware, Captain Fred Hall, Captain Fred Hartweg, Captain J. T. Ellison, Captain James T. Hatfield, and Dr. Felix Cross. Captain E. A. Burnside of Point Pleasant, W. Va., was also of the party.

Forgery and tampering with a coal and mineral clause in a will are involved in a case which came up from Kentucky to the United States Circuit Court of Appeals in this city this week. The transcript is that of the case of Joseph H. Estep and John B. Estep vs. The Kentland Coal & Coke Company, The Alma Coal Company, and James E. Hellier and Charles E. Hellier, and it came up from the United States District Court at Catlettsburg, Ky., and appeals from the decision of that court which refused to decree that Joseph H. Estep and John B. Estep are the owners of the coal and mineral rights in certain lands in Pike county, Kentucky, held at present by the Kentland Coal & Coke Company. The Estep brothers allege that they had received the deed to the land from their father and that after the deed was made it was tampered with, altered and amended by the forging of a clause into the instrument excepting the coal and mineral rights underlying the land.

Birmingham Trade.

BIRMINGHAM, ALA., December 9.—(*Special Correspondence*.)—Cool weather has caused increased business in domestic coal. The consumer is buying and some retailers report they have all the business they can handle. Most of the yardmen have stored sufficient tonnage to meet demands temporarily. Other yards, which had only moderate storage, have about used up this stock and these dealers are ordering from operators.

Steam coal is being used in quantity. The railroads are using larger quota than formerly and are storing some coal for winter use. This extra demand has caused some difficulty in getting the cars needed.

The river trade is holding up well. Walter Allen, formerly at Birmingham, but at present located in New Orleans, says the coal business is picking up and if demand continues to increase, it will be greater than supply. The bunker trade at both of these cities is good. Trade at Pensacola is fairly good.

Coke is very strong. There is practically no by-product for the general market and the additional bee-hive ovens find the call equal to supply. Prices are strong, being quoted from \$3.25 by some operators, to \$3.75 asked for Number 2 foundry coke. Some coke is still being shipped from the district to western points.

Articles of incorporation were filed Thursday by the Cane Creek Tipple Company in the probate court, capital stock \$25,000. The new corporation is headed by Henry T. DeBardeleben, president, and G. M. Bowees and the DeBardeleben Coal Company, incorporated, takes \$24,600 of the stock. The company will operate a large line on the Warrior river.

The DeBardeleben Company, incorporated, caused the construction of a spur track by the Frisco railroad from the water tank, a short distance east of Cordova, in Walker county, to what is known as Cane Creek. A wharf and tipple was put on Cane creek, and several barges have already been provided. Coal is brought from Sipsey to Cane creek by the Frisco, loaded on to barges, and taken to Mobile and New Orleans.

Barge lines on the Warrior river are now being operated by the Pratt Consolidated Coal Company, the Tennessee Coal, Iron and Railroad Company and the DeBardeleben people. It is understood that preparations are under way to increase the carrying capacity through the various locks on the river, and by early spring it is estimated that at least twenty more barges will be in readiness for Warrior river operation.

The Empire Coal Company, of which company Walter Moore is the head, will use the barge line also. This will be four large companies who will use the river for coal transportation.

The Pratt Consolidated Coal Company, a few weeks ago, announced bids would be received from a Mobile concern for additional barges designed along new lines. It was also reported some time ago that the American Bridge Company, a subsidiary organization of the United States Steel Corporation, was figuring on the construction of additional barges for the Tennessee Coal, Iron and Railroad Company, which concern is now using barges of the Alabama and New Orleans Transportation Company.

Prices are as follows:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic—		
Red ash Cahaba lump.....	\$3.00	\$3.30
Red ash Cahaba lump.....	2.75	\$3.10
Red ash steam size.....	1.20@1.35	Fr. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut.....	1.75	2.05
Washed steam.....	1.35@1.60	Fr. rate 30c
Mine run.....	1.35@1.40	Fr. rate 30c
Jefferson Steam Coal—		
Mine run.....	1.15@1.25	Fr. rate 30c
Walker County Domestic Coal—		
Carbon Hill lump.....	1.75	2.15
Carbon Hill egg.....	1.65	2.05
Horse Creek mine run.....	1.00@1.20	Fr. rate 40c
Genuine Corona—		
Lump.....	2.00	2.40
Egg.....	1.90	2.35
Steam sizes.....	1.25@1.35	Fr. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump.....	3.00	3.30
Cahaba No. 2 lump.....	2.75	3.05
Montevallo domestic prices range from \$3.00 to \$3.25.		
Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.		

Denver Trade.

DENVER, COLO., December 9.—(*Special Correspondence*.)—A break in the recent cold spell has resulted in a falling off in the activity of the market here a week ago. But while the retail business has been slow, production does not seem to have suffered any material decrease. Anticipation of the future requirements of distributors and a good many unfilled orders have brought the output for the week almost up to that of the preceding period.

The lignite output shows the greatest loss for the week, but will not run below ten per cent of that of the previous week. The nights now are invariably chilly and often cold and consumers are taking no chances on what is liable to happen at this time of the year. The sugar factories are still running and may continue for two weeks more, and this demand takes care of considerable lignite.

There continues a fair demand for all grades of bituminous coal, and Trinidad, Walsenburg, Canon City and Routt county report a fair volume of business, with orders arriving from country dealers in excess of what might be expected, considering weather conditions.

At the close of last week there was a surplus of lignite and bituminous slack, but prices this week have been well held. There is not a sufficient order supply to cause embarrassment unless unseasonable days are too prolonged.

The following prices on lignite are ruling: f. o. b. mines: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Cleveland Market.

CLEVELAND, OHIO, December 9.—(*Special Correspondence*).—The reduction in the amount of larger sizes of coal needed, due to the close of the lake season, has tightened up the slack market here and resulted in an increase in the price of almost every grade. For the same reason the three-quarter size of No. 8 and similar sizes of a number of other coals have gone down the scale. In many instances the larger sizes have been offered at the same price as slack and it is said that some grades may be secured at even lower prices than are asked for slack of the same kind.

When the lake season closed there was little slack on track at this port and the usual market depression was averted for this reason. In the past much trouble often followed the close of navigation, because of the large accumulation of coal, due to efforts to have as much as possible loaded during the last few days. Much of this coal would fail to reach the docks until too late and frequently many hundred cars would have to be dumped on the market to bring what they would. In a season of close trading, as the present one has been, coal is not rushed forward to the same extent and little trouble is encountered in having it all loaded.

Some producers have been seeking boats for storage at this end of the line, but they are still difficult to secure. The partial embargo placed on Canadian grain seemingly had little effect on the tonnage and there is not much to be had for any purpose. Unless the weather grows too cold to move boats about some of them may be loaded later on with storage coal. Producers, by loading boats in this way, would be able to make a lot of slack which is in demand at a good price now.

Domestic coals have been weak through the past several days. Although the weather has been somewhat cooler than usual, the demand has shown little response. To some extent, it is believed that the number of different coals used in the domestic market has increased and that, for this reason, those grades which are usually very strong at this time of the year are feeling the effect.

No 8 slack has advanced at least five cents a ton within the past week, while the quotation for run of mine has remained stationary five cents lower. It appears now that slack will show a corresponding increase during the coming week, unless something occurs to develop a demand for the larger sizes. The figures are:

	F. O. B. Mines.	F. O. B. Cleveland.
No. 8 District—		
Three-quarters	\$1.05@1.10	\$1.95@2.00
Run of mine .....	.90	1.80
Slack .....	.95	1.85

Coshocton coal has been in fair demand through the week, especially in the smaller sizes, but this has not been sufficient to cause any material change in the quotations:

	F. O. B. Mines.	F. O. B. Cleveland.
Coshocton—		
Lump, 4-inch screened.....	\$1.70@1.75	\$2.40@2.45
1½-inch	1.60@1.65	2.30@2.35
Egg and nut.....	1.05@1.10	1.75@1.80

Pittsburgh slack has been offered in this market in somewhat larger quantities than for some time, but the demand was such that it commanded an increased price over last week:

	F. O. B. Mines.	F. O. B. Cleveland.
Pittsburgh—		
Slack	\$0.85@ .90	\$1.85@1.90

The mild weather prevailing for some little time has enabled the Massillon operators to catch up somewhat with their orders, but there has been no change in prices:

	F. O. B. Mines.	F. O. B. Cleveland.
Massillon—		
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack	1.05@1.10	1.75@1.80

Smokeless coals have not recovered from their recent depression. The offerings seem to be heavier than usual without the demand naturally expected at this season of the year. The quotations have changed little during the past week:

	F. O. B. Mines.	F. O. B. Cleveland.
Smokeless—		
Lump	\$1.90	\$3.25
Egg	1.75	3.20
Run of mine.....	1.25	2.70

Cambridge slack has recovered its strength, but there has been little business in the other sizes the past week. Prices quoted are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Cambridge—		
Three-quarters	\$1.10	\$2.00
Run of mine.....	1.00	1.90
Slack .....	.95	1.85

Kentucky block remains stationary in price, with

quite a little handled in the market during the past week:

	F. O. B. Mines.	F. O. B. Cleveland.
Kentucky—		
4-inch block	\$1.90@2.00	\$3.15@3.25

The small amount of Youghiogheny coal in the market resulted in light trading. Quotations unchanged:

	F. O. B. Mines.	F. O. B. Cleveland.
Youghiogheny—		
1½-inch	\$1.40@1.50	\$2.40@2.50
Three-quarters	1.30	2.30
Run of mine.....	1.20	2.20
Slack .....	.95@1.00	1.95@2.00

Bergholtz coal showed the same strength in slack as the other coals, but there has been no change in the quotations on other sizes:

	F. O. B. Mines.	F. O. B. Cleveland.
Bergholtz—		
6-inch lump.....	\$1.70	\$2.40
1½-inch	1.45	2.15
Three-quarters	1.85	2.05
Egg	1.25	1.95
Run of mine.....	1.20	1.90
Slack	1.10@1.15	1.80@1.85

The larger sizes of Wainwright coal did not move as freely as might be, because of the dullness of the retail trade, but slack is on the upward trend:

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen-Wainwright Mines—		
Three-quarter domestic	\$1.40	\$2.10
3-inch lump	1.80	2.50
Lump	1.65	2.35
Slack	1.10	1.80

Quotations on Goshen coal are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen—		
Three-quarters	\$1.30	\$2.00
1½-inch	1.40	2.10
Run of mine.....	1.15	1.85
Slack	1.10	1.80

Cleveland News Notes.

Henry Barkhausen of the Barkhausen Coal & Dock Company, Green Bay, was in the city on business Monday.

The coal shipments from the Ashtabula docks for November were 433,898 net tons. From the Conneaut docks 291,756 tons of coal were shipped. The ore receipts at these two docks were well up to the records of other heavy seasons.

St. Louis Trade.

ST. LOUIS, Mo., December 9.—(*Special Correspondence*).—The weather has been dragging in a very mild state, and the temperature has been as unsatisfactory as it can possibly be to the coal trade at large, especially the retail trade, as it is just cold enough not to move much ice, to those dealers who are in both the coal and ice business, and not cold enough to do the coal business much good. In fact the consumption of coal has been so light as to be just a teaser to the coal men. As a consequence the domestic business has not been very brisk, and all grades of coal are feeling it.

Steam business has been quite brisk, on both screenings and larger sizes. The general industrial situation seems to be much better, as the railroads and factories have all been taking a full quota of coal. In fact some of the railroads have been out on the open market buying, something that they have not done for several years. Undoubtedly the coal trade is better and more optimistic than it has been for some time, as it is generally anticipated that there will be a good market for coal in the next four months.

Standard coal remains about the same, and the prices are as follows:

	F. O. B. Mine.	F. O. B. St. Louis.
Standard Coal—		
6-inch lump	\$1.25	\$1.82½
6x2-inch egg	1.25	1.82½
2-inch lump.....	1.05	1.62½
Steam egg.....	.90	1.47½
No. 1 nut.....	1.15	1.72½
No. 2 nut .....	.80	1.37½
Mine run.....	.85	1.42½
Screenings .....	.60	1.17½

There is a heavy demand for screenings and fine coal from Chicago and the north for coal from the Springfield and Staunton district. The lump and egg coals are not moving very briskly, in fact the steam egg sizes are better than lump.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.....	\$1.50	\$2.07½
2-inch lump.....	1.25	1.82½
Screenings .....	.60	1.17½

Southern Illinois screenings have stiffened up a great deal, and are very scarce and hard to get. Lump coal is moving only fairly well.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.....	\$1.40@1.75	\$2.02½@2.47½
3x2-inch nut.....	1.20@1.75	1.92½@2.47½
Screenings .....	.65	1.37½

Franklin County is still in good demand, by dealers, though the mines are not able to quite realize full time.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.....	\$1.75	\$2.47½
No. 2 stove.....	1.50	2.22½
Screenings .....	.70	1.42½

The demand for anthracite chestnut is unusually good, but the larger sizes are very dull. Smokeless and coke are moving nicely.

	F. O. B. St. Louis.
Anthracite—	
Chestnut	\$7.55
Stove or egg.....	7.30
Grate	7.05

	F. O. B. Mine.	F. O. B. St. Louis.
Lump or egg.....	\$2.25	\$4.75
Gas House Coke—		
Gas house coke.....		\$4.25
By-product coke (all sizes).....		5.00

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

Indianapolis Trade.

INDIANAPOLIS, IND., December 9.—(*Special Correspondence*).—The coal operators and dealers in Indiana who haven't all or more than they can do now are few and far between. One sales representative for a large company says that his company is on the market for twenty-five cars a day. While the demand is very strong prices have not gone up as naturally should have been expected. Operators are inclined to complain that the demand is strong but the prices are below what they should be. It is very likely that an advance may be made in all grades within a short time.

Domestic is stronger than it was a week ago, many sales being around \$1.75 a ton for four-inch coal. Two-and-half-inch domestic is selling at \$1.50 to \$1.60 a ton at the mines. Mine run ranges from \$1 to \$1.20 a ton at the mines, according to the grade. Inch-a-quarter steam lump is strong. The retailers are doing a fine business. They have more orders for domestic than they have had for a long time. There is a strong demand here for all smokeless domestic coal. Indiana domestic is also selling well. The movement of coal is heavier than it has been for a long time.

The following prices are being quoted by the wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run, Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1½-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.80@ .90	1.30@1.40
Nos. 5 and 6 screenings.....	.65@ .75	1.15@1.25
2½-inch domestic, No. 4.....	1.50@1.55	2.00@2.05
4-inch domestic, Nos. 4 and 6.....	1.65@1.70	2.15@2.20
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Southern Indiana Field—		
Mine run.....	1.05@1.10	
Domestic lump.....	1.40@1.50	

Indianapolis retailers are quoting the following prices: Linton No. 4 lump, forked, \$3.25; Indiana lump, forked, \$3; Indiana lump and egg, screened, \$2.75; Kanawha lump, forked, \$4.25; Ohio Hocking lump, forked, \$4.25; Ohio Hocking washed egg, \$4.50; Kentucky, lump, \$4.50; Ohio Jackson lump, forked, \$5; Blossburg, smithing, \$5.50; Cannel lump, \$6; Pocahontas, forked lump, \$6; Pocahontas, shoveled lump, \$5.50; Pocahontas, mine run, \$4.50; Pocahontas, nut and slack, \$3.75; anthracite, chestnut, \$8.25; anthracite, stove and egg, \$8; anthracite, grate, \$7.75; Connellsville coke, \$6; Indianapolis by-product coke (all sizes), \$6.

—Extra Delivery Charges—

Bags, fifty cents a ton extra, ground floor or dumped in cellar.

Bags, seventy-five cents a ton extra, carried into cellar.

Charge for chute or wheelbarrows, twenty-five cents a ton.

Coke, bags, sixty cents, bags in cellar, eighty cents.

The supreme court has sustained the Clay county court awarding Samuel Cahall \$5,000 damages against the Vivian Collieries Company.

The county commissioners here have awarded the following contracts: Coal for County Infirmary, to Globe Coal Company, 1,600 tons of one grade, at \$1.84 a ton; fifty tons of another grade at \$2.95, and fifty tons of a third grade at \$3.65 a ton; coal for the Workhouse, Globe Coal Company, 700 tons at \$1.79 a ton; coal for Marion County Asylum for Incurable Insane at Julietta, Globe Coal Company, 1,500 tons at \$2.09; fuel for the Detention Home, A. B. Meyer Company, seventy-five tons of coal at \$4.90 a ton, and ten tons of coke at \$5.65 a ton.

New York Trade.

Car Supply Causes Suspension of Anthracite Mines—Bituminous Prices Continue to Soar.

Office of THE BLACK DIAMOND,
NEW YORK, December 9.

The output of anthracite this month is being restricted by the short supply of cars. On Wednesday of this week quite a number of mines had to be shut down because of car shortage. Due to the congestion of freight cars in every direction throughout the east, this situation does not promise improvement. In fact there is every reason to believe that conditions will become much worse. Notwithstanding the lake trade has closed so far as shipments from Buffalo are concerned, the all-rail demand is sufficient to take prompt care of maximum output, were it possible to secure it. That coal is very short in the west is best indicated by the heavy orders that come from this territory for shipments all-rail.

In the east coal is moving very slowly to tide-water ports, and due to the shortage of boats it is being handled very slowly when it arrives. Water equipment for trans-shipment is very scarce, and rates have advanced most radically. In New York harbor every available boat that will float is being taken for handling general cargoes so that those coal shippers or consumers who have to deal with the trans-shipment of anthracite when it reaches ports are having a great deal of trouble unless they own their own transportation or have such transportation under time charter.

The November production figures will be made public later in the week. Early estimates place November production as being slightly heavier than in November last year. Due to the shortage of cars that has developed, it is not expected that December production will reach that of December last year, notwithstanding the great urgency that now exists for anthracite that did not exist at this time last year.

Some of the shippers are very short on egg and stove, with nut slightly easier. Others report egg selling at slight concessions, but prompt shipments are taken at the full circular price. Some of the individuals report that they are securing slight premiums on stove.

The steam sizes are in good demand, though inferior grades of buckwheat are dragging at tidewater. Rice coal is firm, with barley, especially the poor grades showing weakness.

New York anthracite prices are:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.30 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation.

The bituminous trade are just now witnessing a runaway market. It is no longer a matter of price; the paramount question is delivery. If a man has coal on cars he can command his own terms and Tuesday of this week saw coal sell in Pennsylvania on cars at \$2.50 per ton. One sale of 1,000 tons was reported at this price. Wednesday buyers in the regions were offering \$1.85 cash for car numbers, irrespective of grade.

Late last week prices had reached the \$2 mark, but these sales were very few, and the tonnage involved very small. Monday there was hardly anything in the Pennsylvania regions resembling coal, quoted under \$1.75, with good coals commanding \$2. If coal was on cars or on rails enroute a better price could be obtained.

The great call for coal at the moment comes from New England. The situation here is very tense. The southern coals at Hampton Roads are in ample supply and prices are easy, but there are very few boats that can be obtained to take them to New England points. Tuesday a fixture was reported at \$2.50. This is more than three times the normal rate. A 5,500-ton boat secured \$2 from Philadelphia. From New York \$1.75 was paid. This makes coal cost considerably above \$5 when unloaded at Mystic Wharf. And so little coal is going forward that consumers and

middlemen are trying to obtain supplies all-rail from the Pennsylvania and because there is a heavy demand for coal from every quarter the operator is holding the whip hand.

Locally there is a very good demand and coal is coming to tide very slowly. Deliveries are very much hampered by the general congestion of freight on all lines leading to New York and other seaboard ports. Then, again, there are very few boats to be had at New York, outside the regular lines, all of which are under time charter.

Bunkering business is very good. There is a good call for slack, and only a small tonnage of it is being made. Therefore it sells in close line with run of mine.

Car supply is bad on all roads in Pennsylvania, with the possible exception of the New York Central. Here operations have a serious labor shortage, so that the tonnage being shipped is below normal. Also miners are striking for sundry causes, some fifteen mines in the Cambria-Clearfield region being idle due to strikes during the past week.

The Vessel Situation.

The diversion of every class of vessel, both sail and steam, not under time charter, to the export trades, leaves the coastwise trade facing a most serious shortage of bottoms. Therefore, those few owners who have vessels for charter are making their own rates. The highest fixtures of the past week have been \$2.50 on barges from Hampton Roads to Boston; \$2 on a steamer from Philadelphia to Boston. For Rio, \$8.50 is being paid for schooners.

Current rates are as follows:

From Hampton Roads to Boston, \$1.60 to \$2.50 is about the range; to Portland and points east of Boston, the same. To sound points, \$1.50 to \$2.25. From Philadelphia to New England points, \$1.75 to \$2.25.

From New York to sound points as follows: Bridgeport, sixty-five cents; New Haven, seventy-five cents; Providence, \$1 to \$1.10; New Bedford, \$1 to \$1.15. To Boston, around cape, \$1.25 to \$1.75. Harbor rates, twenty-five to thirty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$3.75	\$2.15
Medium grades.....	3.55	2.00
Ordinary	3.35	1.75
Cambria County		
Best Miller vein.....	3.75	2.25
Medium grades.....	3.55	2.00
Cheaper grades.....	3.45	1.90
Clearfield County—		
Best grades.....	3.55	2.00
Ordinary grades.....	3.40	1.85
Indiana County—		
Best grades.....	3.45	1.90
Medium grades.....	3.35	1.85
Maryland—		
Georges Creek big vein.....	3.75	2.25
West Virginia—		
Ordinary grades.....	3.25	1.85
Best gas, ¾-inch lump.....	3.25	1.85
Best grade, run of mine.....	3.25	1.85
Gas slack.....		1.15@1.45

New York Trade Briefs.

Robert Hasler, Norfolk manager for Hasler Bros., Inc., spent last week at the New York offices.

R. R. Reutlinger, treasurer of W. H. Bradford & Co. of Philadelphia, was in New York last Tuesday.

W. J. Richards, president of the Philadelphia & Reading Coal & Iron Company, visited New York on Tuesday.

E. E. White, president of the E. E. White Coal Company of Glen White, West Va., was a New York visitor on Monday.

D. B. Zimmerman of Somerset, Pa., president of the Quemahoning Coal Company, spent the week end in New York.

Jesse L. Eddy of Dickson & Eddy, No. 17 Battery Place, has returned from a two weeks' stay at Hot Springs, Va.

A. B. Crane, New York manager for H. H. Lineaweaver & Co., No. 17 Battery Place, spent Tuesday this week in Philadelphia.

S. B. Cary, Roanoke, Va., manager for Castner, Curran & Bullitt, Inc., was a visitor at the New York offices of his company on Monday.

George F. Getz and Norman S. Birkland, president and secretary respectively of the Globe Coal Company of Chicago, were New York visitors late last week.

W. R. Minds, New York manager of the Bulah Coal Mining Company, No. 120 Broadway, visited the mines of his company in Clearfield county over the week end.

Cuban coal freights have advanced, \$4 being the rate asked this week to common Cuban

points. To keep in line, vessel owners were asking \$1.75 from Hampton Roads to Boston.

S. W. Adsit, general freight and passenger agent of the Virginian Railway, was up from Norfolk on Tuesday, and was a caller at several of the coal offices at No. 1 Broadway.

F. R. Wadleigh, the well known coal engineer, who makes his headquarters in Philadelphia, returned this week on the Holland-America Line steamer, from a two months' European trip.

The New York Coal Merchants' Association will hold its annual meeting next Tuesday, the 14th, at which meeting the report of the ensuing year will be made and general business discussed.

D. A. Thomas, the Welsh coal magnate, who was in this country for five months in the interest of the munitions department of the British government, reached Cardiff on Monday of this week.

A. C. Lammont, of Scranton, chief mining engineer of the D., L. & W. Railroad Company, was on Monday appointed general superintendent of the mining operations of the company, succeeding Col. R. A. Phillips, who resigned on account of ill health.

The Pennsylvania Society of New York will hold its annual dinner on Saturday evening at the Waldorf. This dinner is largely attended by native Pennsylvania people now residing in New York state, among whom there is a good delegation of coal men, while many coal men in the regions come to New York to attend this event.

New Yorkers hear many rumors these days of big enterprises. During the past few weeks there have been numerous rumors about new enterprises, especially in the shipbuilding line. This is one industry that is most active just now, the repair plants along the Atlantic seaboard reeking in prosperity, as well as the plants that build anything from a battleship down. One rumor has it that some very big undertakings in the shipbuilding line are to be started somewhere along the Staten Island shores, between Constable Hook and the lower coal ports, on the Kill Von Kull. Added to this, the shipbuilding plant on Shooter Island, also near the Kill, is becoming very active. This plant is being rebuilt practically, and put in condition to turn out the large size freight steamers, and rumor has it that orders are crowding upon its proprietors. A recent inquiry for 10,000 tons of steel plates is said to be for this plant, to be used in the construction of two 9,000-ton steamers. Some of the shipbuilding repair plants on New York water fronts are said to have all the business that they can take care of in the repair lines, and that price is no object. Boats of all kinds are such money makers at this time that when they require repairs their owners do not stickle over terms, but rather for speed.

Here is how a prominent anthracite authority sized up the situation this week: "The anthracite trade is good. We are not in a panicky state yet, but we have found the demand so very good that we have not thought that it was good policy to take on new customers. Also, we have not felt inclined to give some of our old customers all the coal that they have been clamoring for. We recognize that coal is going to be scarce, and we are sharing our shipments as equitably as we can, between all of our customers, trying to give them all an equal show. As is always the case, there are some who appreciate the tense situation more than others. In their zeal to get protected they naturally order more coal than they really need, and more in fact than they expect us to ship them, but they hope that we may be so eager for business that we will rush to fill their orders in their entirety. We have seen this situation coming. As a matter of fact, some two months ago we tried to interest the dealers into taking liberal shipments while conditions were favorable. Well, most of them are human, and it is human to procrastinate. Hence, here we are in the first real winter month, with coal short in every direction, with wintry weather upon us, and production at maximum, and still not coal enough to go around. It is going to be a serious winter for some, and, in our opinion, it is going to be an entirely different market situation from any that we have had in previous winters."

The D., L. & W. Coal Company will load coal after December 20 over the docks of the Erie Railroad Company on the Blackwell canal, apparently continuing its season into winter storage cargoes, as it has before. This is on account of the fact that the D., L. & W. coal trestle will have to be given up this fall, by order of the government.

Philadelphia Trade.

Consumers Enter the Market in Force and the Shortage of Cars Puts Up the Prices.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, December 9.

All the fireworks necessary to make it the "wild-west market since 1903" were injected into local conditions in the past week. The scurry to get coal has made a range of prices that consumers who have been caught short can scarce realize. And the consumer is now in the market. It has passed beyond the middle man and the broker stage. During the week more inquiries were received from the actual users of coal than for some time past. Each day has seen this increasing. By the entry of this strong factor coal men say that little possibility of a break under the strain now appears. January and February may have downward flurries, but high prices being established now will continue until after the passing of the April crisis.

The car shortage has again tightened and is more distressing than has been in the past two months. A statement from the Baltimore & Ohio railway shows that 18,000 cars are on foreign lines with little prospect of getting them back in service to help out. The Pennsylvania railroad, through blockades and embargoes, has been furnishing lower than one-half of its allotments. The coal shortage in New England has been playing hob with lines which tap the central fields of the state. Even the hard coal carriers are throwing up their hands at the alarming shortage that has been staring them in the face.

Prices vary with each hour, so that a collection of figures as will be quoted hereafter were those which were gathered on Wednesday morning and were given a further upward impetus by a flurry of snow—the first white mantle of the winter. Western Maryland coal has been the most active in this market, and sales were made on ordinary grades at \$1.75 to \$1.85. Freeports held a dime higher with actual transactions as high as \$1.95. Big Vein Georges Creek was held at \$2.25 to \$2.50, though little free coal of this vein was to be found on the market. Quemahonings were held on a range of \$2 to \$2.25, with a couple of good blocks selling at \$2.10.

A sale of Clearfield coal at \$2.10 marked the high-water figures for years. At Osceola mills, in the regions several sales were made at the even two-dollar mark on Tuesday and Wednesday. A block of coal "for shipment within a week" from the Beech Creek section was sold Tuesday at \$1.92½ a ton.

A salesman with coal from the Allegheny section of the Pennsylvania railroad dropped into town with about a hundred cars of coal to sell. This carries a freight rate of forty cents higher than the minimum. The figures at which the sale was made were not disclosed, but the turnover was completed within an hour.

Fairmont coals, also carrying the high freight rate, have been doing all sorts of acrobatics. Size and preparation cut little figure, run of mine in some cases selling higher than three-quarter sizes. The range was \$1.20 to \$1.40.

Coal at the piers, which has held fairly steady even in the face of the jumping market for free coal, took a boom upward this week. Quotations on B. Miller vein and Somerset county coals have been made for delivery there at \$1.75 f. o. b. mines. Shipments for export have been cut away down, but bunkering has increased considerably, and that is given as the cause for the flurry.

One marked feature to the market is the fact that no quotations can be had for deliveries that extend further than a week or ten days and some operators who promised to have quotations from January 1st on say that they doubt if they will be able to enter the market for several weeks later.

Anthracite Situation

Pea coal is again to the forefront. Both the independents and the companies are inclined toward strong indications that the circular price of \$2.50 will be maintained after the first of the year. Several contracts that were made up to this date are to run out and the full circular price will mean a considerable change in the local retail attitude. With soft coals selling at high figures, the anthracite people figure that their coal should at least bring set prices.

Shortage of cars in the hard coal regions has made deliveries slow, and some of the small yards in this and other cities have felt the pinch resultant. Steady customers are getting a preference,

but even these have not been getting the total shipments that they have asked for.

Steam sizes are again strong, and while there have been a few instances of a premium being paid on the Jersey lines that are first to feel this upturn, it can be said that the premium will be general before a great while. Egg sizes, which dropped back twenty-five cents on the ton, have recovered this lost ground and are now being held firm at the circular. Nut and stove coal is also in good demand and has been well taken.

Shipments over the piers to New England points have shown a considerable increase within the last fortnight. The reason for this, as given by shipping men, is that the shortage on shipments from Virginia points has turned greater attention to the anthracite.

Philadelphia News Notes.

Mr. Anderson of George E. Warren & Co., Boston, was a trade visitor.

Mr. Baker of the Keystone Coal Company, with headquarters in York, Pa., was one of the visitors of the mid-week.

Max Voelker of Buffalo, representing the Youghiogeny and Ohio Coal Company, was seen among the trade visitors.

E. J. Skeele, president of the Skeele Coal Company of New York, made a flying trip for trade purposes early this week.

A. A. Zane, representing F. W. Foedisch & Co., made a trip to the mines in central Pennsylvania district the early part of the week.

President D. B. Zimmerman of the Quemahoning Coal Company paid a visit to the local offices of his corporation this week.

J. Edgar Long of the J. Edgar Long Coal Company of Clarksburg, W. Va., spent a couple of days here going over the local situation.

John Thomas of the Kraemer Coal, Coke and Stone Company of Johnstown, Pa., was one of the interested spectators of the quick turning market as seen in this city.

H. C. Burnett, president of the Atlantic Crushed Coke Company of Greensburg, made a tour of the market in the east this week and was in Philadelphia on Monday and Tuesday.

J. A. Boucher of the Beaver Run Coal Company of Beavertown, was in the city on Tuesday attending a directors' meeting, which was held in the company's offices in the Pennsylvania building.

William F. Coale of Cumberland, Md., who is one of the lucky ones who have coal to offer in these days of a tight supply, dropped into the local offices of his company, after a trip to New York the forepart of the week.

R. G. Harris, who was in the sales department of the Davis Colliery Company in their local offices, is now associated with the Cortright Coal Company. Prior to coming here, Mr. Harris was the Washington manager for the White Oak Coal Company.

The Cortright Coal Company has been elected a member of the American Manufacturers' Export Association. The members represent some of the strongest firms in this country who are interested and are furnished with information on export prospects.

Howard Pfeiffer, who has been the local representative of the Chaffee Coal Company in this market for several years, has incorporated the firm of H. Pfeiffer & Co. under the New Jersey laws. The new corporation will continue to handle the output of the Chaffee mines on the western Maryland, together with other high-grade coals.

Invitations have been issued to the coal men who are members of the Chamber of Commerce to meet with Mr. Davies of the Lehigh Coal and Navigation Company and George Van Dusen of Van Dusen Bros., at a dinner to be given the coal trade group at the Manufacturers' Club on Thursday. While none of the tentative plans has been made public, it has been learned that this is intended as a stepping stone toward interesting the coal men in the formation of an exchange where all can meet upon a common ground. Other cities have found the plan very successful, and Philadelphia should be in line for a movement of the kind.

The Coal & Delivery Company of Maine, with a capital of \$1,000,000, has just been granted a Maine charter. The incorporators are: William M. Bradley, Portland; B. L. Merryman, South Portland, Me.; Charles C. Upham and Arthur Gardner, of New York City, and Karl R. Miner, of Yonkers, N. Y.

Buffalo Trade.

BUFFALO, N. Y., December 9.—(*Special Correspondence*)—The November shipments of anthracite by lake amounted to 443,900 tons, compared with 597,495 in the same month last year. The total shipments to December 1st this year were 3,757,146 tons, against 4,292,510 tons in that period of 1914, a falling off of over twelve per cent. Since the month opened the shipments have been 78,926 tons, of which 35,800 tons cleared for Duluth-Superior, 20,126 for Milwaukee, 19,200 for Chicago and 3,800 for Fort William. It is likely that the shipments will run over 100,000 tons this month. That amount is usually the maximum for the last month of the year. In December, 1914, shipments were 93,700, and in December, 1913, they were 103,100. The insurance expires next Sunday night.

There is a prospect of a large amount of winter loading of coal cargoes here, for which two good reasons exist. There is plenty of coal and the shippers have a notion that if they do not take advantage of the large fleet wintering here they will have trouble getting tonnage in the spring, as so much of it has already been taken for ore.

Anthracite demand from retailers is not heavy at present, though they are taking a good quantity of chestnut. It will require colder weather than that so far this month to stimulate much business. As soon as it grows colder it is expected that business will be good and that a coal shortage will be experienced. Already cars are getting scarcer.

Bituminous demand has been showing much increase in the eastern market and shippers are selling a lot of coal there at prices much above those recently charged. The Allegheny Valley and Reynoldsville operators all have gathered up many orders and are able to place all the coal they can mine. Smokeless coal has become quite scarce and is bringing a premium. Scarcity of labor, and to some extent of cars, is keeping mining output down considerably, and a good deal of labor trouble has developed at certain mines, which have lately decided to suspend operations until a settlement can be reached. The closing of the lake season has not been followed as was expected by a drop in coal prices, and the outlook is for a strong market during the winter, unless the industrial boom in the east comes to a sudden end.

The coke market remains strong, but at, a slightly lower level than reported a week or two ago.

Omaha Trade.

OMAHA, NEBR., December 9.—(*Special Correspondence*)—Prevailing warm weather here has left local dealers, as well as those throughout the state, with heavy stocks. During the latter part of the past week, there were very slight flurries of snow and a threatened drop in the mercury. The result was a general shortage on the market for steam coal early this week, factories and plants demanding spot deliveries. The immediate future promises a continuance of prevalent fair weather and very little buying of spot coal.

The car situation has not affected this market as yet and there seems to be plenty of box cars at the docks, and shipments are being made promptly on anthracite and splint. Colorado coal seems to be quite plentiful and prices on Maitland and Loutt county are fairly weak. All rail coal shipments are coming forward a little slowly.

There is a contemplated advance of ten cents per ton on freight rates on anthracite, although this has had but slight effect on local trade. Many dealers, however, believe that this will influence the market toward petroleum coke and semi-anthracite coals, the demand for which is steadily increasing here.

Slack coal is strengthening very materially. Cherokee slack is very scarce and strong at \$1.35; Cherokee mill is bringing \$1.50 and Cherokee nut is in good demand at \$2. Iowa screenings have hovered around seventy-five cents and eighty cents. The market has been weak on Franklin county coals, the better grades of which are quoted at \$1.75; other grades are quoted at \$1.40 to \$1.50. Montgomery county lump is going at \$1.25, while egg and nut from this locality command \$1.25 and \$1.50 respectively. Springfield district grades are quoted as follows: 3x2 nut, \$1.15, and 6x2 egg, \$1.10. Iowa mine run hovers at \$1.35 and walnut block at \$2.

Anthracite has been selling at from fifteen to twenty-five cents off circular in all sizes.

New England Trade

BOSTON, December 9.—(*Special Correspondence*).—The all-absorbing topic of conversation among the local wholesale anthracite and bituminous trade is the marine freight rate market and its attending influence upon the price of coal. The demand for space from Hampton Roads ports and from New York is so keen and the available supply so limited, it is somewhat difficult to secure reliable rates because of their erratic movements. Certain it is, however, that rates are probably higher today than they have been before in the history of the coal trade. Nor does it look at the moment that the top has been reached. The fact that the New England Coal & Coke Company a month or so ago secured practically all of the available ocean space for 1916, has had its influence upon the present market.

It is understood that as high as \$1.15 per ton has been asked and secured for space from New York to Providence since last reports. From New York to Pawtucket charters at \$1.25 per ton have been made, and from New York to Boston as high as \$1.50. These rates are undoubtedly the most extreme paid. On the other hand it is understood that nothing less than \$1.10 per ton has been accepted recently, whereas a month ago the general asking rate was fifty or fifty-five cents. From Hampton Roads ports to Boston the bulk of the recent charters are said to have been on a basis of \$1.60 per ton, and we hear of one instance where a ship-owner received as high as \$2. Tuesday, \$2.50 was reached.

To say that the local wholesale bituminous market is booming is putting it mildly, for it is in reality truly excitably buoyant. Strange to say, however, the retail price of soft coal is unchanged at \$4.40 per ton, and most of the largest distributors feel that it is not likely to advance this year because most of them are fully protected by contracts. The strength of the market, then, can be ascribed to buying almost wholly among the wholesale dealers themselves. Dealers having contract coals to deliver have been obliged to go into the open market at Mystic Wharf and cover. As a result it is doubtful if any New River and Pocahontas has sold at that point during the past week at less than \$4.50 per ton. Some of the trade predict \$6 coal if shipping conditions do not improve within the next fortnight. Dealers handling Georges Creek coals at Mystic Wharf have virtually withdrawn from the market because of their oversold condition. Small lots of this coal have been sold as high as \$4.75 per ton. The demand for old contract coals is wonderfully good, much to the discomfort of dealers, and there is considerable sounding of the market for 1916-17 quotations. The all-rail Pennsylvania bituminous market has been greatly benefited by the unfavorable water transportation market, coupled with a real car shortage. The poorest grades that a month or so ago were going begging at ninety cents a ton, are now selling readily at \$1.75 per ton on cars at the mines, and from that, prices have ranged up to \$2.25 to \$2.50 per ton.

The wholesale anthracite market is very strong, but prices have not changed noticeably among the shippers of big company coal. Many of the local trade feel, however, it is but a question of a very short time when there will be a general marking up of values in sympathy with the independent schedule, especially now that the Interstate Commerce Commission has refused to open the case involving rates from the anthracite fields to the seaboard. One dealer says: "The soft coal fellows are having their troubles in trying to keep up with steadily advancing prices and the consumers with getting supplies. For the moment anthracite has been pushed into the background. But wait another two weeks and I believe you will see some fireworks in hard coal prices, especially if the eastern section of the country should experience two or three snow storms which would practically tie up the all-rail movement." During the past week the demand for hard coal has been exceptionally good, but the high water rates has curtailed actual business. In other sections of New England new orders have been booked daily and orders are accumulating because of dealers being unable to make deliveries. At Mystic Wharf stove and egg are strong at \$6.20 per ton on cars, and nut at \$6.45. Alongside Boston Harbor prices are: Stove and egg, \$5.85; nut, \$6.10; broken, \$5.10; pea, \$4.05 per ton. No 1 Buckwheat is still quoted on a basis of \$2.85 per ton f. o. b. New York: No. 2, \$2.30; No. 3, \$1.60, and Bird's Eye, \$2, and all are scarce.

New England Trade Notes.

A Worcester dealer is predicting \$10 anthracite by another winter. Boston retail prices are unchanged, but dealers say almost anything is apt to happen any moment.

The T. J. Sullivan Coal Company of Springfield, with a \$25,000 capitalization, has just been granted a Massachusetts charter. The incorporators are: Timothy J. Sullivan, Jr., George B. Corcoran, and Mary G. McDonough.

The employees of the Metropolitan Coal Company's Winthrop branch are planning a series of bowling matches during the winter. The town of Winthrop has apparently gone mad over bowling, and the Mets claim they have some pin dropers.

Following are the receipts of anthracite and bituminous at Boston for November and the eleven months ended November 30, together with comparisons (in tons):

	1915		1914	
	Anthracite	Bitum.	Anthracite	Bitum.
November—				
Sea, domestic....	123,232	337,644	131,706	412,141
Sea, foreign....	.....	20,051	.....	56,093
Rail	30,132	8,074	16,327	4,543
Totals.....	153,364	365,799	148,033	472,777
For January 1—				
Sea, domestic....	1,390,526	4,254,802	1,600,011	4,540,433
Sea, foreign....	.....	367,579	.....	209,860
Rail	165,018	72,499	178,523	49,673
Totals.....	1,555,544	4,694,880	1,778,534	4,800,016

Baltimore Trade.

BALTIMORE, MD., December 9.—(*Special Correspondence*).—The coal trade here is busy adjusting itself to the best possible advantage to several unusual conditions, and with only partial success. Car shortage has become so acute that the non-delivery of fuel has caused conditions of lack of coal at some consuming points, when otherwise everything would be sailing smoothly. In other words, the present demand for coal, while fairly healthy, is by no means abnormal, and in fact below standard in some cases, and yet mines with a plentiful supply of fuel at base are unable to ship coal promptly because the car supply is running in various districts at but thirty to seventy per cent of requirements.

Then the high ocean freight rates have put a serious handicap on export movement. The past week saw a loading of less than 12,000 tons, and while the present week promises to furnish a somewhat better total, it will still be far below recent standards. The entire month of November saw a foreign movement of but 43,836 tons from this port.

Another unusual condition is that an artificial price list has been created by purchasing between shippers and operators, etc., in order that contract obligations can be filled at least nearly in full. Much of this purchasing, to prevent regular customers being disappointed in coal needed to run industrial plants, has been at a loss to the supplying agency. The result has been that coals are at times selling at prices probably from forty to fifty cents above what would be the case were cars available at the mines. Those with individual cars in fact are getting fairly low prices on surplus fuel at mines that cannot be moved by allotment of railroads to the particular operation.

Under such circumstances, it is hard to fix a price schedule. The rates quoted herewith are what many have paid the past week in covering weak spots of delivery. Should a big change come in car supply, as many are predicting early in January, the probabilities are for a much weaker price list. Prices are:

	F. O. B. Mines.	F. O. B. Mines.
Fairmont Ordinary—		
Three-quarter	\$1.50	\$2.98
Run of mine	1.20	2.63
Slack	1.05	2.48
Somerset—		
Best	1.05	2.78
Good	1.60	2.58
W. M. R. R.—		
Freeport	1.40	2.58
B. & O. R. R.—		
Freeport	1.45	2.63
P. R. R.—		
Best South Fork	1.60	2.78
Miller vein	1.50	2.68

The anthracite situation here, too, is becoming more complex. With the rush of demand from household interests that came with colder weather, a shortage in certain sizes developed. Mines are being urged to rush coal, but all are far back on their orders.

A contest that interests the trade somewhat just now is for the possible introduction of natural gas into Baltimore from West Virginia. The Columbia Gas Company has approached the local Consolidated Gas, Electric Light & Power Company, and their proposition refused. They now threaten a separate invasion.

Detroit Trade.

DETROIT, MICH., December 9.—(*Special Correspondence*).—While the amount of stock handled does not show any special increase in tonnage, in the Detroit market the steam coal trade seems to be maintaining a good degree of activity, and there is a little better demand for domestic coal due to continued low temperature.

Interest in small sizes appears most pronounced in the steam coal buying and orders for stock of that character are coming to shippers more frequently than for the larger coal. The stock to meet requirements seems available, though occasionally a little extra effort is necessary to obtain delivery promptly.

Just now egg coal is seemingly slower of movement than any of the other sizes. The supply, however, is not excessive and even the egg size is finding buyers, without serious delays.

Weather conditions have brought an increase in the buying of domestic coal through retail dealers and shippers are participating to a moderate extent in the improvement of conditions. All through the season the sale of domestic coal and anthracite has been backward and it is expected there will be an appreciable increase in activity in that branch of the trade in the near future.

There is a considerable amount of consignment coal coming into Detroit. The stock seems to find a ready market and during the week little or none of it remained long enough on railroad tracks to approach the demurrage stage or necessitate cutting prices to force sales. For a few days, there is said to have been an excess of smokeless lump and there are reports that some of the stock was offered at \$2 with freight to be added, though the schedule of \$2.25 is asserted to be generally maintained.

Sales of anthracite are not equal to expectations, despite the curtailing of shipments for two weeks by the embargo on the Grand Trunk Railroad lines. The embargo was raised at midnight, December 4th, and conditions on the Grand Trunk are now described as favorable to continuance of operation without restrictions.

To obtain carriers for delivery of late coal cargoes on Lake Michigan, some shippers have paid seventy-five cents a ton or forty-five cents more than during the summer. Shipments to Lake Superior ports have taken an advance of about 15 cents making a forty-five-cent rate in some instances. The statistical report for the waterways at Sault Ste. Marie shows that in November 233,708 tons of anthracite and 1,343,248 tons of soft coal passed through the canals. This compares with 339,344 tons of anthracite and 2,798,416 tons of soft coal in November last year and with 291,768 tons of anthracite and 1,345,473 tons of soft coal in November, 1913. Some shippers are now making arrangements to obtain vessel capacity to be used in storage of soft coal at Lake Erie ports during the winter.

Prices in the local market on direct shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump	\$1.10	\$2.50
Mine run .....	.90@1.00	2.30@2.40
Slack .....	.75@.90	3.15@3.40
West Virginia Splint—		
Four-inch lump	1.50@1.75	2.90@3.15
Two-inch lump	1.25@1.40	2.65@2.80
Three-quarter	1.05@1.10	2.45@2.50
Mine-run .....	.90	2.30
Nut, pea and slack .....	.75@.90	3.15@3.40
Smokeless—		
Lump and egg	2.25	3.85
Nut	1.75	3.35
Slack	Open	Open
Mine run	1.40	3.00
Kentucky Splint—		
Lump	1.75@2.00	3.15@3.40
Egg	1.25@1.40	2.65@2.80
Nut, pea and slack .....	.75@.90	2.15@2.30
Fairmont—		
Three-quarter steam lump	1.10	2.50
Mine run .....	.95@1.00	2.35@2.40
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump	1.60	2.75
Shaker egg and nut	1.25	2.40
Domestic lump	1.50	2.65
Three-quarter lump	1.35	2.50
Mine run	1.00@1.10	2.15@2.25
Nut, pea and slack	Open	Open
Pittsburgh No. 8—		
Three-quarter lump	1.05	2.20
Mine run .....	.95	2.10
Slack	Open	Open
Jackson Hill—		
Domestic lump	2.50	3.65
Cambridge—		
Three-quarter lump	1.20	2.35
Mine run	1.10	2.25
Pomeroy—		
Two and three-inch lump	1.60	2.75
Egg	1.35	2.50
Slack75@.90	1.90@2.05

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What America Has to Offer in Quality of Coal.

When an American coal producer offers to sell fuel to a consumer abroad, quite a number of important and pertinent questions arise. These questions in numerical order are:

First:—What quality of coal has America to offer? What quantity of that coal is now being produced?

Second:—What is the financial responsibility of the companies which produce this coal? In a word, if they sell coal are they equipped financially and with transportation facilities to make the delivery?

Third:—What dependence can the buyer place in the regularity of delivery? That is, what is the labor situation in the various districts where this coal is produced?

The questions are essential and fair. The buyer of coal has a right to ask any one or all of them; in reality, he should make such inquiry. The American coal company which offers itself as a prospective source of supply to the foreign buyer has no objection to answering any one or all of them. Therefore, this article attempts in a superficial way to answer all of them to all of the buyers on behalf of all of the producers.

Heretofore when this publication has directed foreign attention to our coal offerings it has devoted itself to the generalities mainly, i. e., to the general character of the coal coming from different parts of the country; to general statements about finance and transportation and to general assertions about labor. Thus in previous export issues we have shown that our better grades of coal come from the eastern part of the country. To impress this fact home, we have reproduced maps showing that the coals available for export are also near to tidewater, which is reached by excellently equipped transportation lines.

Those statements were made when our campaign for foreign trade was just beginning. In a way, therefore, our earlier statements were purely preliminary and introductory. They disclosed only the broad source of our coal supply without going into any detail about either quantity or quality.

Inquiry Becomes Specific.

In the last year, however, foreign inquiry has crossed the line between the general and the specific. Foreign buyers are no longer interested in such broad considerations as the character of the coal coming from a producing zone which may cover several counties or a whole state and which may stretch away for fifty or one hundred miles in a given direction. They want to know today about specific coals, in definite districts. They want to know in detail about the chemical analysis of that coal.

Foreign buyers also want to know not the general reputation of all the coal companies in a certain field, but in dollar and cents detail about the standing of certain concerns in America which produce the coal they are about to buy.

The foreign buyers do not care today for a general statement about our labor situation, but something of detail about the supply of miners and their attitude towards steady employment.

Perhaps the best way to approach this big subject is to treat our coal offering, not according to the county in which it is mined, or any other geographical subdivision in which it is found, but by the geological seam which yields, supplement this by showing in detail the average quality of that seam, as found at the points where it is now worked; the uses to which that coal can be put; and, an idea of the amount which annually is produced.

In detail, we produce many coals which run under twenty-five per cent in volatile and hence are good for steam. We produce a much greater number of high volatile coals. We will treat the steam coals first.

The first American coal to be called to the

Seven Leading Veins Offer a Low Volatile Coal for Steam Making—Fourteen Veins Yield Fifty Grades of Gas and Coking Coal.

attention of European buyers—that was some twenty-five or thirty years ago—was sold then and is sold now under the trade name of Pocahontas. This coal runs from fifteen to eighteen in volatile matter and ranges from seventy-four to about seventy-eight per cent in fixed carbon. The geological seam from which this is taken is known as Pocahontas Number Three vein, which is found in relatively a small area in the eastern part of West Virginia. The true Pocahontas coal is found only in the Number Three seam, which measures from seven to eleven feet in thickness.

The coal itself is very friable. It has the peculiar characteristic that the fine coal burns just as well as the lump; in fact, no American users, except possibly a few householders, make any point of the size. They prefer the mine run at a fair price rather than pay any premium to get the lump.

The true Pocahontas coal has exceptional merit for coke making. For a gas coal, the percentage of volatile matter is entirely too low. It is excellent for steam use.

Something like twenty companies are now engaged in the production of this coal. They operate mines which, considered jointly, have, easily, a productive capacity of 20,000,000 tons per year. Perhaps as much as 5,000,000 tons of this is available for export if a satisfactory market can be found. This same percentage of possible exports to production will apply for some time in future, because the undeveloped acreage is so extensive, existing mines will, with no difficulty, increase their output as demand grows.

As to the financial responsibility of the concerns which produce this coal: That is not a matter which can be treated in detail in these columns. It must suffice to say that some of the strongest coal houses in America have producing plants in this field. One, for example, has resources in mines, docks, ships and working capital aggregating easily \$25,000,000. Others, while not so big, have resources ranging from \$1,000,000 up to \$15,000,000.

New River Coal.

Another coal of almost identically the same kind is now being offered in the export market. It is known as the New River coal. It is produced, to an extent, in the same counties from which is obtained the Pocahontas. Mainly, it is produced a little to the west. The two seams which yield this coal are known locally as the Beckley and Fire Creek.

In chemical properties, New River coal is almost identical with Pocahontas. That is, the volatile matter runs from sixteen to twenty per cent and the fixed carbon from seventy to seventy-eight per cent. This coal, like true Pocahontas, is very low in ash; runs less than one per cent in sulphur; and is particularly free of moisture. This is indicated by the fact that impurities in the aggregate take up less than eight per cent of the coal volume.

Like Pocahontas coal, New River is very friable; is especially adapted for coke making; but is used with excellent results in steam production.

The financial responsibility of these producers is indicated by the fact that one of them is a large smelting interest having resources, all told, of more than \$100,000,000. Another has coal resources valued at \$10,000,000.

Tug River Coal.

Tug River coal is the product of a vein known in West Virginia as Number Four or

Tug River seam. It overlies the Number Three or Pocahontas seam and is found in about the same territory. At the point where the true Pocahontas vein dips so far below the surface it is no longer available for mining under present conditions, the Number Four or overlying vein becomes available and is mined extensively. It produces a coal almost identical with true Pocahontas and New River coal or, in other words, a fuel which never exceeds twenty per cent in volatile matter and ranges up to seventy-six or seventy-seven per cent in fixed carbon.

As a matter of fact, these three coals—Pocahontas, New River and Tug River—are considered in America to be identical fuels, even though produced by entirely different mining corporations from entirely different veins and moving to market by different routes of transportation. They are all known by the generic term of smokeless coal and, as such, sell interchangeably in our most discriminating markets.

The leading producer of Tug River coal has financial resources running into millions of dollars.

The true Pocahontas coal is moved to tidewater by the Norfolk & Western. The true New River coal is moved by the Chesapeake & Ohio. The Tug River coal takes those two lines alternately and then moves, in part, by the Virginia Railway.

Ocean Smokeless Coal.

A coal which is very similar to these three is known locally as Ocean Smokeless coal, from the state of Maryland. These mines are a little closer to tidewater than are the West Virginia mines, but otherwise the situation is almost precisely the same. Ocean Smokeless is a little more friable even than Pocahontas. It seldom exceeds eighteen per cent in volatile matter; runs as high as seventy-nine per cent in fixed carbon; and is exceptionally free of impurities.

The one predominant characteristic of these four coals is that they take fire quickly; dispense with practically all of their gases in the first fifteen minutes after firing; and yet hold fire for about the same time that anthracite does, regardless of the fact that anthracite is a coal which ignites very slowly.

The Kittanning Coals.

In parts of western Maryland and in parts of eastern central Pennsylvania—this means that the deposits are very close to tidewater—are found two seams of coal known as the upper and lower Kittanning. These veins have been under development in that section of the country for forty years or more and have by long use established themselves as of a given character.

The coal from the Kittanning seam is known as our premier smithing coal and, of course, is available for steam making where the steam user insists, as do the foreign buyers, upon a coal running low in volatile matter. Analysis of this product shows that it runs less than .75 in sulphur; less than twenty-three per cent in volatile matter and in the neighborhood of seventy to seventy-four per cent in fixed carbon. On the average this coal runs less than eight per cent in ash and has a B. t. u. value of around 14,500.

This coal, in addition to being first-class smithing coal, is one of America's best steam products and is available for coking purposes.

It moves to tidewater over a relatively short route, primarily by the Western Maryland Railroad, one of our principal coal carriers. From certain districts it has advantage of transportation by the unexcelled Pennsylvania Railroad.

As to the financial responsibilities of the companies which produce this coal, it need only be said here that some of the strongest coal houses in America have plants which mine this seam. As an average, perhaps, the

operators who mine this seam are of the highest standing in America.

The Freeport Coals.

In virtually the same district are found another coal known geologically as the upper and lower Freeport. It runs between sixty-five and sixty-eight per cent in fixed carbon; between twenty-six and twenty-eight in volatile matter; less than nine per cent in ash, and less than .7 per cent in sulphur. In some of the foreign markets, particularly in France and Spain, a coal which is under twenty per cent in volatile matter is considered available for steam making. As is indicated, this coal is on the line between a true steam coal and what the European considers a true gas coal. It has very peculiar characteristics which make it equally available for steam and gas and also for coking purposes.

This product is mined by some very substantial coal houses in America and has,

volatile matter. They do indicate, however, tons. Considering the possible productive capacity of all the mines producing these seven low volatile coals, it is safe to say that America could, without straining, export, in the next few years, a total of twenty-five million tons of a low volatile coal per year. Candidly, this is far in excess of any expectations that we have in the export market. This statement, however, shows by what a margin of safety we can solicit foreign business and assure delivery.

American Gas Coals.

Aside from the low volatile coals, the foreign buyer is going to want a certain percentage of high volatile coals for gas and coke making.

In that zone, the offerings of American coal are almost unlimited, both as to variety and quantity. In a word, we can give anyone anything that he is likely to want and in any

of America for something like fifty years. The particular point in its favor is that it contains, on the average, ninety-three and one-half per cent of combustible matter. This coal runs upward of thirty per cent in volatile matter; less than one per cent in sulphur; and is very low in ash and moisture. These facts are indicated by the statement that the coal contains ninety-three and one-half per cent of combustible matter.

This coal is produced, mainly, by America's biggest bituminous coal company. This concern has mining operations in four fields and selling agencies in all parts of America and foreign agencies in London, in the Mediterranean country and is establishing itself in South America.

Westmoreland Gas Coal.

Another excellent gas coal is that which is produced from the Pittsburgh bed, mostly in Westmoreland county, in the western part of Pennsylvania. This coal is found further in the interior than Fairmont and, consequently, has a longer transportation route to tidewater. It has, however, favorable rates to the Atlantic ports and the movement is quite heavy. This coal runs from thirty-two to thirty-five per cent in volatile matter; ranges around fifty-six to fifty-seven per cent in fixed carbon and has a B. t. u. content ranging a little above 14,000. It is from this vein of coal that the famous Connellsville coke is made, that being the standard of excellence throughout the United States. Every American knows that "the Pittsburgh gas coal," as it is called, is the standard fuel for gas making all through the central part of the United States. It is, indeed, the standard by which the quality of all gas coals is gauged.

Many Gas Coals.

We get into an almost unending succession of high volatile, or gas coals, the minute we cross over the line from Pennsylvania into the western part of West Virginia and into the northeastern part of Kentucky. Indeed, one can scratch the surface of western West Virginia almost anywhere and get a gas coal. The best known seam is that which is called the Number Two gas seam. It is mined principally in the northwestern part of the state or close to the Ohio river. However, the same vein when worked on the Kanawha river, Cabin creek, Island creek and the Guyandotte river, yield a high grade gas coal.

Over the line into eastern Kentucky—the latter field is really a continuation of the former—is found the Elkhorn vein of coal, which is now declared to be of equal quality with the gas coal from the Connellsville district.

Further east and south there is another very valuable deposit of medium high volatile coal. This is produced in what is known as the Clinch valley of southwestern Virginia. This coal ranges between thirty and thirty-three per cent in volatile matter and runs close to sixty per cent in fixed carbon. It is consequently very low in ash and other impurities and is excellent for gas, coke and steam making.

This coal reaches tidewater, at Charleston, South Carolina, over the Carolina, Clinchfield & Ohio Railroad, which was built especially to transport this coal to the coast.

The seam names in Virginia, West Virginia and eastern Kentucky are really too numerous to have any significance. As a matter of fact, there is something like fourteen separate veins, each one of which produces, in certain localities, an excellent variety of gas coal.

That territory is practically new and, in West Virginia especially, big and little companies are operating side by side, embracing all degrees of financial responsibility.

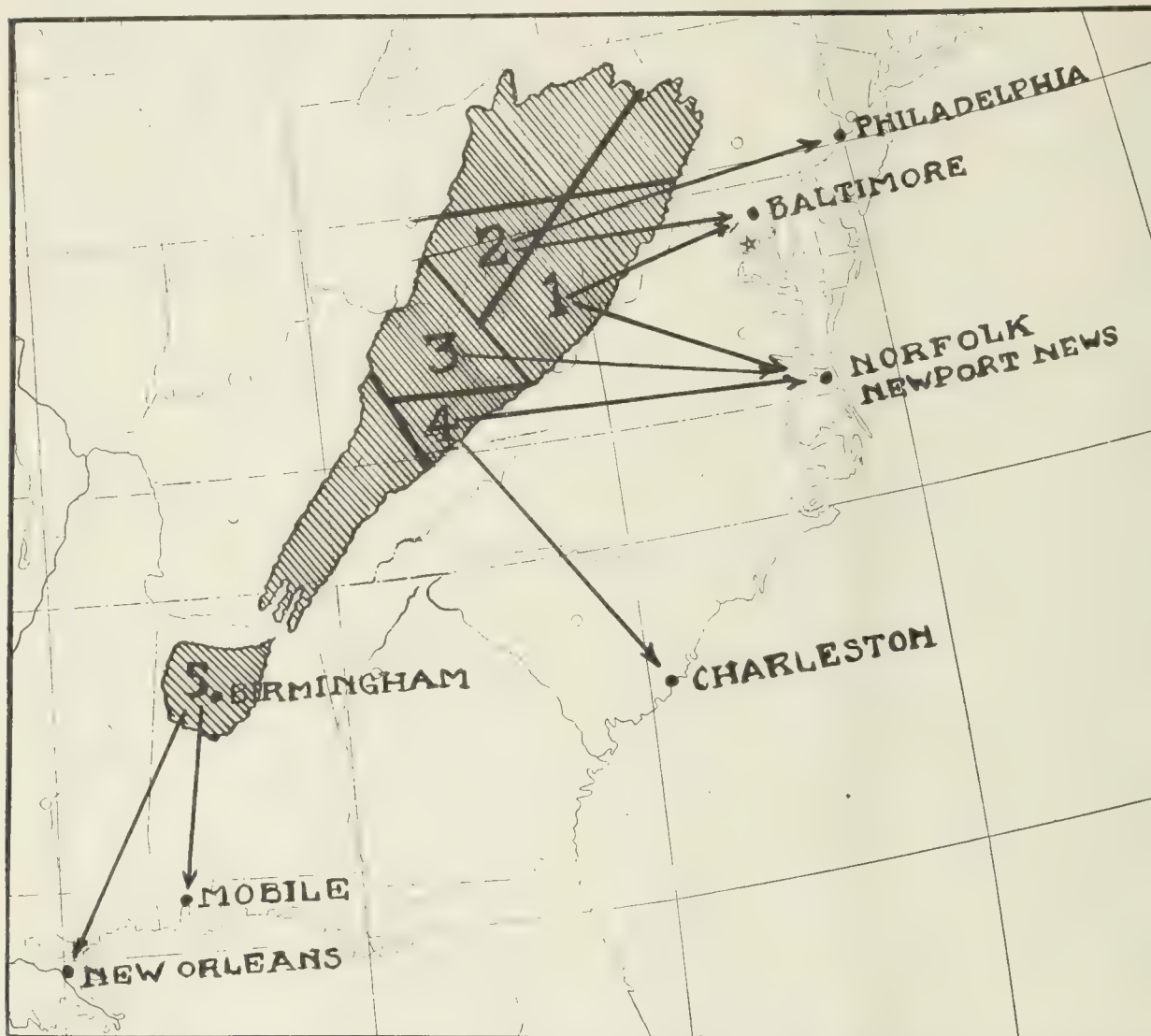
Our Fuel Offering.

Enough, perhaps, has been said about the quality of coal to indicate to the careful buyer abroad that we can satisfy pretty nearly any demand which he is likely to make. That is, in steam coals we can give a low volatile product which is friable and a low volatile product which is reasonably sturdy, but nothing so hard as a few of the best English coals.

In medium volatile coals we can supply any quantity of coal comparable in quality, etc., to anything produced abroad.

In the matter of gas and coking coals it is probably true that our assortment has no equal.

As indicated, our productive capacity is so large that taking all of them together, we could very easily export much in excess of (Concluded on page 509.)



The map herewith is a rough outline of the eastern coal measures of the United States, whose product is considered available for export. It will be noticed that there is left out of this map the coal deposits of Ohio, Indiana, Illinois, and all states to the west. Those coals may one of these days move down the Ohio and Mississippi rivers to the Gulf and be exported therefrom, but at present exports will be from the eastern field. The numbers on the chart signify as follows: One, is the measure containing the seven veins which produce the low volatile coal. Two is the area in which is included the Fairmont and the Pittsburgh gas coal. Three is the section which includes the gas coals of West Virginia and northeastern Kentucky. Four is the territory which contains the coal from southern Virginia, or that in the Clinch Valley. Five is the district which produces the gas and coking coal from the Birmingham district in Alabama. The arrows point to the dock on the coast through which the coal is exported.

among others, advantage of transportation over the Pennsylvania Railroad.

The Miller Vein Coal.

In the central portion of Pennsylvania is found what is known as the B or Miller vein of coal. This product is sturdier than is Pocahontas, but it is often sold and used interchangeably with that coal. By sturdier is meant that it resists rough handling very much better and hence does not break up so easily. There is in its preparation a much larger percentage of lump and a much smaller percentage of fine coal.

A fair analysis of this product shows that, in the run of mine coal, it has fixed carbon of 73.04; volatile matter, 16.82; moisture, 3.51; ash, 6.63; sulphur, one; B. t. u., 14,279. This analysis was incidentally made by the United States Government's Bureau of Mines and is considered official.

These seven coals do not embrace all of the low volatile coals of America, by any means. We do not pretend here to give a complete list of those fuels which are supposed to meet those European requirements which call for a fuel running less than thirty per cent in

quantity. It is not, in a word, stretching the that we have quite an abundance of low volatile steam coal which can meet the exacting demands of France and Spain and the equally exacting demands of coal users in other parts of the world.

We can ship into export of "smokeless" coal alone close to eight million or ten million truth to say that America, in high volatile coals, could export—if transportation were available—seventy-five million tons per year and give practically fifty different degrees of quality.

A detailed statement of the characteristics of some of the leading seams of coal will here be made.

One of the leading gas coals of America is that produced from the seam around Fairmont, West Virginia. It is produced from a vein which averages seven feet or more in thickness. It is moved to tidewater ports principally by the Baltimore & Ohio Railroad. This line, for the movement of coal in that direction, is peculiarly well equipped not only in railroad cars and engines, but in the docks over which the coal is transferred to ships.

Fairmont coal has been a standard gas coal

America's Growth of Exports Measured by Figures.

What has the United States done in the last year by way of increasing its exports of bituminous coal over the Atlantic seaboard? What headway have American shippers made in securing a foothold in the foreign markets, that prior to the war had secured practically all of their coal from England?

For the years 1913 and 1914, bituminous exports through the principal American seaports on the Atlantic, were approximately 4,200,800 tons per year. For the fiscal year ending June 30, 1915, our exports over the seaboard reached 5,073,927 tons.

Prior to September, 1914, there had been only one month where sea-borne exports had exceeded 500,000 tons; this exception was in April, 1912, when our shipments made a very heavy increase due to the great mine strike in England. Immediately following the settlement of the strike, which lasted only one month, our sea-borne export trade became normal again, which meant an average exportation of around 333,000 tons per month.

It was not until the present European war started that our exports began materially to increase. As will be noted from the table of exports on this page, measuring our business for the first sixteen months of the war, our exports in August, 1914, reached 402,636 tons. In September following, they reached 619,408 tons. Then the shortage of shipping began to make itself felt and shipments were very light for about six months. It was along in April of this year when ships became more plentiful, and this change in the vessel situation is reflected in exports of 697,739 tons in April as compared with 337,575 tons in March. May showed a still further improvement.

In June, our exports exceeded 1,000,000 tons over the Atlantic seaboard, for the first time in our history. July and August showed exports around the million mark.

In September, vessels became scarce again, so that exports have showed a gradual decline each month since.

As will be noted from a table showing exports by countries over a period of years, Canada has always been a large importer of bituminous from the United States. For about five or six years our bituminous exports to Canada have averaged well around 10,000,000 tons per year. The past year they shrank due to the business depression in Canada brought about by the war.

That American coals are now firmly planted in numerous foreign markets, seems pretty well assured, if one will study the several tables of figures accompanying this article.

What may be looked upon as permanent markets for American coals in the future are the South American countries and several of the Mediterranean countries.

Prior to the war, we had already captured the coal business in the West Indies. Next to Canada, Cuba was one of our largest customers, taking well over a million tons each year.

Italy, for the years ending June 30, 1911, 1912 and 1913, took 194,015, 276,460 and 332,264 tons respectively. For the year ending June 30, 1915, Italy imported 1,628,279 tons from America. It is interesting to note that in July of this year our exports to Italy alone were 464,459 tons, or more than for the entire year of 1913 and more than the exports of 1911 and 1912 combined.

For the first nine months of this year (1915) our exports to Italy reached 2,348,870 tons.

Let us see how our exports to South America have grown.

In the years ending June 30, in 1912, 1913, 1914 and 1915, our exports to three of the principal of these countries were as follows:

Country—	1912.	1913.	1914.	1915.	1st 9 Mos. 1915.
Argentina	156,792	38,834	139,409	563,889	719,019
Brazil	307,125	234,368	239,082	527,264	544,194
Uruguay	40,265	4,400	64,452	102,639	135,065
	504,182	277,602	442,943	1,194,792	1,398,278

Our exports to Argentina and Brazil in the year ending June 30, 1912, amounted to only 99,224 tons. It should be explained that our radical increase in 1912 was due to the English mine strike, which shut off English shipments for about a month.

Exports to Chile for the fiscal years ending June 30 of 1911, 1912, 1913, 1914 and 1915, were 26,688, 29,751, 112,067, 83,876 and 57,781 tons, respectively. The United States has not benefited by the war in increasing its coal exports to Chile for the reason that transportation has not been available. It is expected that as soon as the

Due to Vigorous Campaigning and the Building of Ships, We Have Won a Prominent Place in Many Important Coal Markets.

Panama Canal is permanently opened, and as soon as big ore steamers are run between the States and the Chilean ore ports, a great quantity of coal will be taken on the downward trip of the ore steamers. To make this proposition attractive to the ore carriers, however, some improvements must be made in the way of providing rapid unloading equipment at the Chilean ports. In short, it would hardly pay the type of vessel proposed for this service, about 12,000 tons cargo capacity, to carry down a cargo of coal and discharge at the rate of 500 tons a day. It would be more economical to go down in ballast.

It was not until the first of 1915 that the Department of Commerce began showing our exports to Italy separately in the monthly reports. Only detailed figures were given out once a year, so that a person who wanted to keep very close tab on what we were doing had to compile his own figures.

Our total exports to Italy in the calendar year 1914 were 952,714 tons. For the year ending June 30, 1915, they were 1,628,279 tons. As has

The following tables show exports of bituminous coals from the United States for five years, ending June 30, respectively:

Exported to—	1911.	1912.	1913.	1914.	1915.
Europe:					
Austria-Hungary	17,161	26,226	64,754	39,952	.....
Azores and Madeira Islands	.....	16,433	.....	5	5,728
Belgium	22	.....	.....	.....	.....
France	37,864	43,222	16,140	47,322	50,620
Germany	116	319	6,730	5,123	.....
Gibraltar	.....	5,308	5,320	11,280	32,578
Greece	.....	.....	.....	.....	101,783
Italy	194,015	276,467	332,264	776,422	1,628,279
Malta, Gozzo, etc.	.....	5,623	.....	.....	.....
Netherlands	95	4,000	245	202	10,868
Norway	.....	.....	.....	.....	64,247
Portugal	.....	.....	.....	50	17,637
Russia in Europe	.....	.....	.....	.....	1,200
Spain	4,860	16,027	50,260	42,875	100,547
Sweden	.....	.....	.....	.....	46,415
United Kingdom—England	.....	11,280	.....	20	2,261
North America:					
Bermuda	14,559	10,099	8,808	13,566	20,145
British Honduras	590	1,343	826	1,743	536
Canada	8,627,968	10,671,982	11,981,443	11,472,397	8,425,103
Central American States:					
Costa Rica	47,434	37,552	39,526	45,386	29,141
Guatemala	14,938	16,205	17,646	15,858	15,543
Honduras	4,576	4,688	6,846	13,759	18,577
Nicaragua	2,047	3,020	1,042	1,617	1,271
Panama	506,979	511,802	483,884	362,427	343,372
Salvador	16	210	45	.....	.....
Greenland	.....	554	.....	.....	.....
Mexico	619,447	314,712	443,884	296,392	391,611
Miquelon, Langley, etc.	50	.....	.....	.....	.....
Newfoundland and Labrador	5,498	9,783	26,683	20,716	4,015
West Indies—British:					
Barbados	55,430	79,455	70,739	60,608	66,350
Jamaica	44,721	70,953	56,132	70,765	53,091
Trin. and Tobago	66,704	121,482	85,866	92,925	83,315
Other British	106,590	150,072	124,819	112,488	61,156
Cuba	945,394	1,121,580	1,273,945	1,129,594	1,065,206
Danish	104,396	140,479	105,093	90,105	37,786
Dutch	31,980	35,028	62,305	43,557	54,716
French	69,914	72,062	70,815	79,404	71,592
Haiti	4,480	4,065	8,488	2,228	1,397
Santo Domingo	14,594	8,839	8,366	11,895	12,344
South America:					
Argentina	34,929	156,792	38,834	139,409	563,889
Brazil	64,295	307,125	234,368	239,082	527,264
Chile	26,688	29,751	112,067	83,876	57,781
Bolivia	.....	.....	.....	.....	1,007
Colombia	1,920	3,427	3,958	3,534	2,601
Ecuador	21,664	17,652	18,305	22,571	.....
British Guiana	9,750	15,687	11,200	16,054	25,406
Dutch Guiana	2,574	6,452	5,485	5,325	2,712
French Guiana	1,292	299	191	280	.....
Peru	19,446	39	9,209	96	4,430
Uruguay	.....	40,265	4,400	64,452	103,639
Venezuela	374	2,671	3,351	5,733	8,553
Asia:					
British India	.....	.....	.....	.....	3,103
Dutch East Indies	.....	.....	.....	.....	8,014
Japan	4,750	6,605	.....	.....	.....
Russia in Asia	1	7	.....	.....	.....
Oceania:					
Philippine Islands	48,213	.....	53,353	45,987	36,837
Africa:					
Belgian Congo	.....	.....	.....	.....	2,742
British West Africa	3,000	7,520	.....	.....	10,950
British South Africa	.....	.....	6,201	.....	3,742
Canary Islands	.....	49,512	.....	.....	20,552
French Africa	55,770	102,498	132,548	142,144	47,389
German Africa	.....	1,493	.....	3,712	.....
Portuguese Africa	.....	14,802	.....	.....	5,418
Turkey in Africa, Egypt	.....	121,275	96,627	73,785	139,606
Liberia	.....	.....	.....	.....	6,045
Morocco	.....	.....	.....	.....	2,348
Tripoli	.....	5,100	.....	.....	.....
Total	11,839,099	14,709,847	16,083,101	15,704,966	14,412,995
RECAPITULATION:					
Europe	254,133	404,905	475,713	923,261	2,061,280
North America	11,290,300	13,415,965	14,877,291	13,937,550	10,756,199
South America	182,932	580,160	441,368	578,462	1,297,291
Asia	4,751	6,612	.....	.....	16,586
Oceania	48,213	5	53,353	46,052	36,847
Africa	58,770	302,200	235,376	219,641	244,792

been noted, our exports to Italy for the first nine months of 1915 were 2,348,870 tons. This would indicate a permanent trade here.

Exports to countries across the Atlantic in 1914 reached 1,463,135 tons, distributed as follows:

Italy	952,714
Sicily	15,433
France	46,594
Egypt	94,979
Greece	72,853
Spain	52,785
Algiers	20,921
Dakai, F. W. A.	78,117
Norway	25,813
Sweden	20,242
Austria	20,099
Portugal	12,091
Grand Canaries	13,106
Gibraltar	26,810
Congo	3,742
India	3,010
Liberia	3,009
German S. A.	1,499

1,463,135

Since the war started, one very favorable development that guarantees permanency to our export coal trade, was the move taken by Americans to build new steamers and to acquire as much of tonnage already in commission by registry under the American flag. The tonnage added to American registry by conversion of vessels formerly flying foreign flags, approximates 500,000 tons. At present, at our domestic shipyards, 500,000 tons of freight vessels are under construction. A goodly number of these will be put in the coal trade.

A considerable number of steamers have been (Concluded on page 509.)

Spanish Needs and America's Plans to Supply Them.

The figures which measure the coal imports of Spain are not convincing. First, authorities differ widely as to their volume. Second, Spain is on the eve of a great industrial change which will make, in the near future, any figures of little value.

Perhaps, as a conservative statement, it may be said that Spain imports 3,000,000 tons of coal per year. This is under some estimates by a million or so tons per year. It exceeds some other estimates to the extent of a little better than a million tons per year. To assume, therefore, that imports will amount this year to 3,000,000 tons of coal will about strike the average and will be conservative. For the purpose of this article—which does not concern itself much with figures anyway—we will use that as the basis of calculation. We do so knowing that, in the near future, the situation is almost sure to change radically because Spain itself is going to change.

Until this year, Spain got practically all of her coal from England. Until this year hardly a pound of coal was sold to Spain by American producers. This situation is also going to change, first, for the reason that England cannot supply that market and, second, for the reason that the commercial relations between the United States and Spain are undergoing a rapid evolution. Indeed, it would not be surprising if, in the near future, these two countries were as close together commercially as they have been far apart geographically, politically and in a business sense for the last fifteen years.

The Influence of the King.

The reason why Spain is to undergo a great industrial change is the same as the reason why new relations are sure between that country and America. That reason is not far to seek. The strong personality of King Alfonso is daily expressing itself more strongly on Spanish diplomacy and on Spanish finance and industry alike. Indeed, his is the dominant force in the nation. Alfonso has seen the drift of things. He knows that a nation is only as powerful as its industry. He knows that industry gives strength only on interchange with other countries. He knows that the interchange is most secure when bound by interlocking investments. And, he is planning along the line of his knowledge. Thus, today, when anyone tries to forecast Spain's future, he must do so in terms of the personality of the Spanish king. This fact makes Alfonso, from the American point of view, one of the most interesting figures in Europe.

His personality as well as his grasp of the international business situation was brought out in a recent interview which he granted an American representative. At that time, England had just shut off her exports of coal to all countries except her immediate possessions and her allies. Spain, being neither, was likely to lose a vital part of her coal supply. The question was: From whence was she to get the needed coal to carry on industry. When matters were in that acute stage the American representative went to Madrid to present to the Crown, at the latter's suggestion, a definite plan by which America might supply the deficiency.

At that time, it was called to His Majesty's attention that a transport tax of forty cents a ton and an import tax of seventy cents a ton stood against a low price of American coal at Barcelona or at any other Spanish port. That is, a combination of the two taxes would add \$1.10 to the mine price of the coal plus the freight rate to Barcelona. That, it was shown, would make the price of American coal so high that importation could at best be temporary and hence unsatisfactory to both parties.

At the same time, it was shown that whereas American coal must pay an import tax of seventy cents, English coal was having to pay only ten cents. This made a *de facto* but, perhaps, an unintentional discrimination in favor of England of sixty cents a ton. The net result was practically to dictate that Spain must get its coal now and in future from English mines. It was called to His Majesty's attention that if a revision in this tax would be made, America could, with satisfaction, supply Spain her immediate

How and Why the Transport Duty Was Revoked—Our Chance to Sell 3,000,000 Tons a Year and What We Will Do to Establish Ourselves.

needs and could look to the future with some encouragement.

At that time the Spanish parliament was about to assemble. There was, accordingly, presented to it, by the court, a bill which allowed the Crown the privilege of suspending all import and transport taxes if, in his opinion, the good of the commerce of the country demanded it. Parliament instantly passed the bill. Almost immediately thereafter Alfonso issued an order suspending both the import and the transport tax on American coal.

The matter rests there now. This seems to indicate that the suspension of the tax is only a temporary measure. It is realized that His Majesty can at any time restore the tax and thus return the trade to England, where it has been, instead of to America, where it promises soon to flow.

However, a situation is arising which seems to assure the permanence of our relations. That is, the whole commercial exchange between Spain and America is likely to be quickened under the advice and leadership of the King himself. This is indicated by certain things said in the interview, previously referred to, between the American representative and the Spanish sovereign.

At that time, the American inquired what Spanish ports could do in the way of unloading boats. Alfonso replied that they could unload six hundred tons a day. Then he inquired what American ports could do. He was told that single docks in America could easily load or unload 8,000 tons a day. His Majesty was astonished at these figures and said that Spain must have some dock machinery of that kind.

This directed the interview to a discussion of the basic difference between American and Spanish industrial methods. Disclosures by both sides made it apparent that the Spanish people need many things which America has. But, it was expressly shown by His Majesty, that Spain needs money with which to develop its resources. This it has been trying to get by import duties. If it cancels these the nation must borrow. For example, the country is very much in need of additional railroad facilities. His Majesty volunteered the suggestion that if American money could be induced to build those tramways, as they are called, the Crown would guarantee interest on the investment and allow the financiers to make as much money as they could out of operation.

He went further and called attention to the

fact that Spain has in its southern district considerable deposits of high grade iron ore which can be developed and can be made to support a considerable steel industry if capital can be interested. The Crown showed a disposition voluntarily to guarantee interest on that investment also, and to leave it to the shrewdness of the investors to increase the profit by developing the industry. Later, His Majesty showed also the need for docks in Spain. In this connection he made the same broad and encouraging proposal.

In a word, the Spanish Crown is now committed to an elaborate and expanding industrial program which has for its basis the guaranteeing of interest on investment to the end that foreign money—American money—may be induced to open the country as it is capable of growing.

This opens quite a broad field for American enterprise. The result must be, if this is followed to anything like a logical conclusion, the establishment of America in Spain on about the same basis as England has established herself in her principal foreign markets. That is to say, we will be privileged to put money into Spanish industries and get in return something approaching a mortgage on a big percentage of Spain's future foreign business. This includes the ownership of docks and through it control, in a sense, of the imports of coal into Spain. Those imports must be large enough not only to support the present business, but the much larger business which is sure to be done if the Spanish Crown carries out its program of increasing the investments in Spanish industry and hence Spain's business by guaranteeing the interest thereon.

Getting Goods Carried.

During the interview in question, His Majesty exhibited a lively interest in transportation matters in so far as they concern the movement of commodities between Spain and America. He inquired of the American representative what the United States was doing toward getting a merchant marine and hence a supply of ships to promote our commerce. He was told the truth about the matter, which is that the upbuilding of our merchant marine has become involved in our politics. Thus, while we may expect, in course of time, to set about building a fleet, it need not be expected or supposed that we were going to make anything like characteristic rapid progress in that direction. On the contrary, it is reasonable to suppose that we will get a representative fleet only after a long delay. It was shown that when obtained it would not be commensurate in all probability with the size of our foreign business. After hearing this comment, His Majesty remarked, in substance:

"There are two ways to get a fleet. One is for the country which has something to sell to provide the ships to carry it. The other way is for the country which wants to buy something to provide the ships to go after what it wants. Spain is going to want a great many things if the bigger industrial program which we have in mind is carried out. It would not be a part of wisdom for the Spanish government to depend solely on the good intentions of the other countries to supply ships with which to carry the commerce to our shores. The safest course for us is to build ships of our own to go out after what we want and what we expect to use.

"I have thought that the best course for us to follow would be to put on a few steamers—I cannot say, yet, just how many—to engage regularly in the trade between Barcelona and New York. If there is to be an exchange of business between these two countries and particularly if investments are made here by Americans, we should show the Spanish good faith by putting on these ships."

What America Will Do.

It would seem there is now a market in Spain for 3,000,000 tons of American coal and a prospective market for much more. It is clearly indicated that if we want to get and hold that market we must not only sell coal, but invest the money in Spain. If that is done, the Spanish government will secure our investments by guaranteeing the interests and will quicken trade by improving



King Alfonso (center), the Dominant Force in Spain.

transportation between the two countries. This is attractive to America.

It remains to be seen what America is ready to do to hold up her end. The attention of the Spanish people is here called to an important fact or two in connection with the American export program. When the war in Europe had gone to some lengths, a suggestion was made to the American bankers that they lend something like \$500,000,000 to England and France. The loan of that amount is now a matter of history.

While the bankers were discussing that interesting proposal, an American coal man advised the bankers that such a loan would defeat the purpose of our new foreign commercial policy unless loans were made also to the countries which are customers of France and England. It was suggested therefore that we set aside another half-billion to loan in Spain, in Italy, in Greece, in the Nile country and in Central and South America. It did not take the American bankers long to act on this suggestion. They saw that a loan to England and France was nothing more than a matter of financing the making and sale of war munitions during the period of the war. However, a loan of an equal sum to the customers of England and France would transform our temporary business with those countries into a permanency.

Therefore there was organized in America a great corporation with an initial capital of fifty million dollars. The purpose of this organization, which is financed by some of the wealthiest men and institutions in America, and which is headed by Charles A. Stone at Boston, is to undertake the financing of businesses in other countries. By this concern financial aid will be given to companies which want to expand their business by using American products or which have become financially embarrassed as the result of the war and need rehabilitation. The initial capital therefore of fifty million dollars is merely a nucleus. Whenever a foreign prospect appears attractive, money will be forthcoming to develop it. That is, if the iron ore mines in the southern part of Spain need to be developed and if American money can do it, this organization will supply that money. If the same is true of the building of tramways or docks in Spain, the money will be forthcoming through this organization. In a word, we are starting out on a program of an expansion of American finance into the foreign field. As Mr. Stone expressed it, we do not want or intend to supplant any competitor. We do intend to put America on the map. This gives assurance to King Alfonso and the Spanish people that we stand ready to make operative the friendly suggestion which he put forth.

American Coal in Spain.

The question remains whether the coal that we have to offer will meet the Spanish need and

whether the people of that country will be disposed to buy what we have to sell. In this connection the statement made about our coal in France applies with equal force to Spain. It has been depending primarily on England for its coal supply. Recently it has not been getting from that source either the quantity that it needs or the quality to which it has been accustomed. Spain cannot turn to France for coal because the French mines are, to the extent of fifty per cent at least, under German control. It cannot turn to Belgium because all the Belgian mines are in the hands of the enemy. It cannot turn to Germany because the German mines are not, now, shipping into export. The only place it can get coal is the United States or Australia. Of course, the United States affords the most available market.

However, the Spanish coal user has been accustomed to a high grade of fuel. He has considered, the same as has the Frenchman, that anything under twenty-five per cent in volatile matter is a steam coal. Anything over twenty-five, or especially over thirty per cent, is a gas coal. For steam purposes he will want the American low volatile coals coming from anyone of a number of eastern seams. For gas production he will probably want some of the higher volatile coals. If the Spanish metallurgical industry takes on any such pretentious growth as the statement of the Spanish monarch wishes, Spain will also want some of our coking coals. Of all these coals we have, virtually, an unlimited supply.

The attitude of the Spanish government towards American coal is indicated by an official act of some months standing. When the American representative had his interview with the Crown several pertinent and pointed questions were asked about the amount of coal which we had available for export, the character of the product, how it is prepared, and the financial responsibility of the concerns which have it for sale. The American representative presented quite an elaborate memorial on that subject which, in fact, was prepared at the suggestion of His Majesty. Accompanying this was a copy of the 1914 Export Number of THE BLACK DIAMOND. Almost immediately thereafter, the official gazette of the Spanish army and navy compiled a list of American coal companies which were willing to supply Spain with coal. A statement was printed enumerating the kinds of coal they have to offer and the quantities which they can be called upon to export. This amounted to practically a free advertisement for the American coals in the *Army and Navy Gazette at Madrid*. That statement has been allowed to stand from the date of its first issue until the present. The Spanish people, therefore, are showing a keen interest in our coal offerings and America is reciprocating, first, by sending a government official to the court of Madrid; second, by establishing coal selling agencies in Spain and, third, by the intention of our financiers to loan money in that country

where it is reasonable to suppose such loans will add some permanency to our commercial relations.

International Corporation.

American coal men who are interested in exporting see great possibilities for American coals in foreign countries, due to the recent incorporation of the \$50,000,000 American International Corporation, which has a directorate made up of some of the strongest bankers and industrial leaders in the United States.

The corporation has a very broad charter, which practically permits it every activity in foreign fields.

As much as \$500,000,000 debentures, covering acquired properties, may be distributed by the corporation among investors. Ultimately the \$50,000,000 capital may be increased and an unlimited amount of foreign investments placed in this country.

In addition to financing and controlling foreign properties, the corporation will seek to foster the sale of American-made materials, commodities, etc., in many foreign countries.

Twenty-four directors have been selected, and to name them is but to name some of the principal bankers and industrial leaders in America.

Frank A. Vanderlip, president of the National City Bank of New York, one of America's strongest banking houses, is the originator of the scheme of the American International Corporation, and he has been named as chairman of the board.

Charles A. Stone of Stone & Webster Company of Boston was appointed president, and R. P. Tinsley, formerly treasurer of the Standard Oil Company of New York, is secretary and treasurer. Willard D. Straight, formerly with J. P. Morgan & Company, is a vice-president. James J. Hill, one of America's foremost railroad builders, is on the directorate, as are Charles A. Coffin of the General Electric Company, J. Ogden Armour of the Armour Packing Company, William E. Corey of Midvale Steel & Ordnance Company, Robert Dollar and Jos. P. Grace, the well known steamship owners, Otto H. Kuhn of Kuhn, Loeb & Company, Robert S. Lovett of the Union Pacific Railroad, Ambrose Monell of International Nickel, Henry S. Pritchett of Carnegie Foundation, Percy A. Rockefeller of Standard Oil, John D. Ryan of Anaconda Copper Company, Charles A. Sabin of Guarantee Trust Company, William L. Saunders of Ingersoll-Rand Company, James A. Stillman of the National City Bank, Guy E. Tripp of Westinghouse Electric, Theo. M. Vail of American Telephone & Telegraph, Edwin S. Webster of Stone & Webster, Albert H. Wiggin of Chase National Bank and Beekman Winthrop of Robert Winthrop & Company. Most of these people have international reputations.

In explanation of how the corporation will go about distributing foreign securities, Mr. Vanderlip said:

"The great drawback in extending direct foreign trade relations is the difficulty of supporting our efforts with adequate financial means. This the new company expects to do on a large scale. Another difficulty is in enlisting the support and cooperation of American investors in foreign enterprises. It is now hoped to overcome this prejudice. The new corporation will, among other things, finance either old or new enterprises abroad. The corporation will in some instances form separate companies and offer to American investors its own debentures, secured by bonds or stocks of the foreign properties. Or the corporation may sell the securities of the foreign companies directly here, when the securities are well known."

To this statement President Stone added:

"It is organized for the purpose of doing an international business and establishing trade relations with different countries, which will help make the world markets for our products. It will finance and promote the developments in foreign countries by American engineers and manufacturers of great public and private undertakings. Also it will assist in the rehabilitation of industries in foreign countries and will undertake such domestic business as seems advantageous."

Coal men believe that the appointment of Charles A. Stone as president of this immense financial enterprise is of more than passing importance to the export coal trade.



The Port of Barcelona, Spain, Where American Coal Is Being Shipped.

Progress Toward an Export Coal Organization.

A year ago, America was a tyro in the matter of exporting coal. It had practically no business. It had, compared with the extent of the industry, practically no export coal selling organization. It had virtually no ships. Foreign exchange in every country was decidedly against it. It had, virtually, no foreign financial policy, either a concern the government itself or the banks, in a large sense. It had no means of getting credit information outside the narrow precincts of its own home market. It was, in a word, a provincial country, so far as coal selling and distribution was concerned.

In fact, about the only things which America did have was an abundant supply of every conceivable kind and size of coal, supported by such a tremendous ambition to sell coal to all the rest of the world it amounted to a passion.

The foreigner, getting his first glimpse of us through the glass of his own immediate needs, looked upon America in a calculating way. He said:

"Here is an interesting market place if it can ever be equipped to do business. One of these days it will be an interesting and attractive place to do business. But it is not, as yet. Just when it will be no one can tell. A miracle may be performed and America may put herself in position to do business before this war ends. But if it does, it will be a miracle. And, in these days, such things do not happen."

The world's appraisal of America was rather severe, but there is no escaping the fact that it was nearly correct. About all we had to offer was our own hope that we could learn to trade and our elaborate natural resources.

Measuring Our Growth.

Seeing with what little promise we entered the big field, the foreign coal buyer may be interested to know what we have done, meanwhile. We have not exactly performed a miracle in those twelve months, but we have come near enough to it for all practical purposes. That is to say, we have sold abroad more than double the amount of coal previously sold; we have learned to finance those sales and even the extension of credit; we have begun to get a foreign credit system that is practical; and we have worked exchange around until it is in our favor and until we can do business without handicaps.

To enable our friends abroad to understand precisely how this astounding change was made, it is necessary to show in some detail what was the situation at this time a year ago and then to show how, gradually, we worked from one thing we had to the other thing we got.

A year ago the American coal producer, with a notable exception here and there, was forced to take this stand:

"We have the coal for sale and we are anxious to sell it. But, if you want it, you must pay cash f. o. b. New York or some other seaport."

The attitude implied by that remark was brutal and not businesslike. It seemed to express in one breath an eagerness to sell and in the next a determination to dictate terms, which questioned the other man's standing. Those terms were not intended, studiously, to insult the prospective buyer but they imparted that notion to his mind just the same. They did not openly challenge the credit standing of the prospective customer, yet they had that effect. They violated the golden rule of trade, which is: Be particular to sell only to those who are good risks but do not let them know that you are inquiring.

Those terms were austere and undiplomatic, but really there was nothing else for America, the exporting novice, to do. We had no knowledge of foreign coal credits. We dared not assume that because so many foreign credit risks are first class all of them must be good. To do any such thing would have involved us in such a succession of losses we would not have recovered from our first attempt at exporting within a period of twenty-five years. To have endured such a loss would have been doubly disastrous because it would have delayed indefinitely our orderly occupation of the foreign field, and it would have prevented us from making those liberal terms which we are beginning to suggest.

To avoid doing anything so disastrous, America had to take the other position, which was: "Since we do not know the good from the bad credits yet, we must play safe and say that all are bad." But it wasn't a permanent program of ours and was never intended to be such. Rather it was merely our first effort at getting a real program. It was a negative proposal which held a situation

In Twelve Months We Have the Nucleus of a Credit Bureau, Simplified Exchange, a Growing Sales Organization, and We Will Get Ships and Docks.

in status quo until we could get a positive one.

From that crude beginning, we soon began to get upon firmer ground. Some buyers from all over the world needed coal sorely. Since the only place to get it was in America, they came to us and met our terms. They paid us cash for coal f. o. b. New York or some other seaport. That gave us our first real "line" on the dependable foreign buyers. We saw the big point behind these cash orders at once, as American business men are likely to do. This point was that concerns which were able to raise the cash to pay for a cargo of coal in advance must also have the resources which must entitle them to credit if they wanted it.

Thus when we found some concerns that were able to pay cash we also found by the same stroke the keynote to our future credit system. That is, we made the second sale to this cash customer on limited credit. Then through our new-found connection abroad we got into touch with other buyers who were equally good. Through the first introductions we got second, and through the second we got the third introductions. This established an endless chain of customers and hence gave us a growing list of accounts and an ever widening market for our coal. It worked out well for us. It worked out equally well for the people at the other end of the line.

By this method we soon began to have financial relations abroad. That is, through the sale of coal to strong buyers, we got in touch with those foreign banking houses who were doing the banking for our new customers. Those banking houses not only got more business to do by dealing with us, but we got through them another excellent source of credit information. It was a process of slow and careful expansion. Still, everything considered, it was a source of rapid expansion too. That tells how we removed our first handicap—the lack of credit information or any system by which we could get credit data.

Simplifying Exchange.

The next thing we undertook was the matter of simplifying exchange. When we started a year ago, on a large scale to export coal, we had practically no exchange arrangement except through London. We had at that time to persuade the buyers of our coal to use the money of their own country to buy pounds sterling. Then we had to use the pounds sterling to buy American dollars if we wished to get the cash for our coal. It was a slow and costly process, involving, as it did, at least two exchanges, both of which increased the price of what we had to sell.

At what was, for us, an opportune time, there came a serious break in the foreign exchange rate. That is, pounds sterling were depreciated in the international money market. After that break, American dollars were considered more stable than pounds sterling and hence were more in demand. This turned the attention of the bankers of the world toward American dollars. It was the first time they had come to look upon their evident stability with any covetous eyes. This was a good thing for America, because it helped along immeasurably our effort to standardize our dollars in the money markets of the world. This served to concentrate exchange as much on New York as on London. The concrete result was most satisfactory to both foreign buyer and the American seller of coal. As a net result, we have today worked out an arrangement which is virtually as follows:

Three of our leading coal companies—and others are following the example—have established their own selling agencies abroad. These agencies make a sale of coal to any point in Europe or South America on terms—price, credit, etc.—satisfactory to the buyer. When it comes time to pay the bill, arrangements are made which will allow the buyer to pay in the coin of his own country through his own bank at the rate of exchange then prevailing. If he thinks the rate of exchange is favorable to him, he can take advantage of it. If the company wants the money at that time, it can draw on that bank and have the money in New York the same day.

But no matter whether the money is transferred to New York the same day it is paid into the foreign bank, or whether the transfer is de-

layed for some time, the effect of it all is to reduce the exchange proposition to simplest possible terms by inserting but one exchange instead of many into the whole transaction. It makes the doing of business extremely easy to the buyer for all he has to concern himself about is raising enough of the coin of his own country to meet his obligation. This he pays into his own bank, which is the simplest possible way for him to do. Then the bank and the seller of the coal undertake the small task of transferring that local currency into United States dollars and effecting the delivery to the United States. Thus we solved our second problem, which was to get a system of exchange by which foreign money can be made to settle American coal bills.

American Selling Plans

In the year, also, we have eliminated many of the crudities from our selling plans. We started at practical zero but now we are approaching true efficiency. A year ago we had nothing worth the name of a selling organization. One of our largest companies was selling coal abroad through the medium of jobbing houses with local connections. Another large company was selling coal by a long distance arrangement which amounted practically to negotiations between a salesman located in New York and a buyer located at some other point. Others were trying the doubtful experiment of sending representatives from the New York office on a tour of the prospective markets. In a word, we had every shade of selling arrangement of doubtful value and very little real representation of any definite value. To get from one to the other and to establish a definite selling program was a commercial task at which even Hercules might have hesitated.

Our only equipment with which we undertook to sell coal abroad was a knowledge of how sales must be made at home. We knew that the foreign buyer was as human as the home buyer; therefore, the appeal to one must be identical with that to the other.

Starting there, we know that before we could sell coal in Europe or South America we must know what are the fuel preferences of those countries and what equipment they have with which to burn coal. That information, we knew, was quite necessary at home; we had every reason to believe it was requisite abroad.

There were only two ways by which we could get that information. We could rely upon foreign jobbers for it. While we had to resort to that plan at first—there wasn't time to do anything else—the American operator has had experience with the coal jobber. He understands that such distributors are interested primarily in the sale for the sake of the commission. Our producers were more interested in establishing a permanent relationship with the consumer. This system of distribution did not appeal to us because it did not promise to make those adjustments of size, preparation and shipping arrangement upon which, alone, the permanency of our foreign trade depends.

The far more satisfactory plan and the one which companies adopted, was the placing of salaried sales agents in London with branch offices in all parts of Europe. The same thing was done in South America. After a year of this sort of thing, they recognize that this must be considered as merely a preliminary step. However, it is a start in the right direction.

These agents, before attempting any actual sales of coal, devoted some months to getting information. This included the quantities of coal used by certain buyers; how deliveries should be made; what distributing center was best; what class of equipment the buyer had in which to burn coal (whether mechanical stoking or hand firing was employed); and, in fact, all about the needs of the larger users of coal.

Thus our start in selling coal abroad was on the graduated plan, which has characterized all our initial actions. From knowing the needs of a few big plants, we came, through them, to know of other and smaller plants which were similarly situated. Thus one big order led to a second smaller order; the second smaller order, in turn, led to a third which was still smaller; and, thereby, we established another endless chain of trade expansion.

The starting point of this ever-widening campaign was the establishment of our salaried sales agents who were equipped by home experience to get this information. No sooner were these agencies established and the flow of coal started

than we came automatically into possession of additional and supplementary information of value. We learned that many foreign buyers have been accustomed to getting coal at regular intervals from a nearby source of supply—generally a dock. In a word, they have been accustomed to getting coal that is moved to those docks by ships which travel on schedule time. Where deliveries are to European centers, the schedule is much faster because the distance from the mines to the point of consumption is not great.

Where delivery is made to Central or South America, the distance from the base of supply is greater, but the regularity with which the ships sail and arrive gives the buyer a dependable supply.

The main point of interest to us was that the coal must move at stated intervals to the storage dock that it may move quite as regularly to the consumer.

The American agent was quick to appraise the value of this arrangement because he was accustomed to something similar at home. That is, we ship coal from our eastern mines to points in our own northwest by the lake. This involves a fifteen-hundred-mile haul; a need for docks; and regular shipments therefrom. Thus we quickly adjusted ourselves to the foreign situation which differs only in that it requires an ocean rather than a lake haul.

But, details and comparisons aside, the point is that America has come to know the necessity of docks for the transfer of coal from ships to shore. We realize now that these docks must be part of the equipment of our selling organization. In other words, we might have the best possible selling agents abroad, but unless they were supported by docks to assure regular deliveries to the consumers, we might as well abandon the foreign field.

Getting Our Own Docks

There were two ways to get the docks. One was to make arrangements with a jobber who owned one. The other was to build our own. We have been, for the last year, using docks owned by other people. We have found them slow for our purposes and not accustomed to handling our coal. Already, therefore, a movement is under way to solidify our foreign business by our larger companies consolidating their foreign selling agencies and establishing docks equipped with American machinery and managed by salaried American men. From these docks, which will be fed at regular intervals with American coal, we expect, in the course of another year, to be feeding coal out regularly to the foreign buyers.

This statement is not a promise of what America will do. It is merely an insight into the trend of our discussion.

It can be seen, from what is here said, that we have solved the third problem which was: How were we to get a sales organization abroad?

If America, in twelve months, had done nothing more than lay the foundation for a system that was to yield credit information; foreign exchange in favor of the American dollar, and make so much progress toward getting a selling organization, the foreign buyer must admit that we have performed practically a miracle.

Extending Our Activities

Our progress in the other important directions has not been so pronounced but nevertheless we have made progress. For example, we started a year ago with practically no ships at all. We did not have, when the war broke out, even a policy touching what our ships should carry and where they should carry it. In twelve months, however, we have done more than broken ground.

The accepted theory of the world, heretofore, has been that cheap coal depended upon its being transported in the lower decks of general cargo boats and hence carried practically as ballast. This might have reduced the ocean freight rate to some extent, but any reduction there was more than offset by the fact of slow loading and unloading at the two ends of the route. America, which believes in doing everything by machinery in order to save time, started on the theory that boats must be loaded and unloaded quickly or coal transportation could not be cheap. Accordingly, we began to arrange for suitable docks at both ends of the route. We had the fast loading docks and need only equally fast unloading plants. That suggested ships designed principally to carry coal and to fit into those docks.

With this theory established, at least five of our coal-exporting concerns have, within the year, bought or built ships of their own. One com-

pany has diverted its vessels, heretofore employed in our own coastwise trade, to the foreign trade. Another company at first took time charters on ships and then bought them. The third company has built new boats of its own. A fourth is having ships built now which will be delivered in a short time. A fifth company announces, just as we are about to go to press, that it has bought the fleet of boats that have heretofore been under a different management. Thus we have five coal fleets already and others will be forthcoming as fast as the shipyards can turn them out.

An accompaniment of these boats will be the erection of fast unloading plants at the points where we expect to do a big coal business. These will duplicate the fast loading plants which we have on the Atlantic coast. To indi-

cate how fast those are, it is only necessary to say that they can load 10,000 tons into one boat in a working day.

That is how we are solving the fourth problem which confronted us.

The fifth problem concerns itself with our financial policy abroad. It is not necessary to dwell at length upon that subject here because our activities have been treated elaborately in another connection in this issue.

Seeing all of these things, the question raised by the foreigner at the beginning of this article—can America perform a miracle in the course of a year and enter the export market before the war ends—seems to us to be answered. America has done practically the impossible. As a result it, today, has a coal exporting organization which is nearing completion.

The Ships Which Carry Panama Railroad's Coal.

The Panama Railroad Company is most fortunate at this time in that the Government had the foresight some two years ago to make an appropriation for building colliers for carrying coal between the American ports and the Panama Canal. During the building of the Canal, the Government was dependent upon private transportation, and the average cost of transporting coal from Hampton Roads to Colon ran around \$1.40 per ton. At this writing, vessels to take coal to Panama could hardly be secured for \$5.00 per ton.

Coal requirements when the Canal was being built ran around 500,000 tons per year, and up to the time the Canal was closed early in October by the Culebra slides, the bunker requirements of steamers passing through the Canal was running around 45,000 tons per month. So that it is reasonable to anticipate that the requirements when the Canal is reopened and shipping is resumed generally, will be considerably in excess of 500,000 tons per year.

About six months ago, the Panama Railroad placed in commission the first of two colliers that were built for it upon special designs, the construction work being done by the Maryland Steel Company at Baltimore. What was considered by many shipping men to be a most radical requirement, was that these steam colliers should make fifteen knots per hour when loaded. The cargo capacity is 12,000 tons, and bunker space allows for about 1,500 tons more. Not only did these steamers make fifteen knots on their trial test, but have been able to make it after six months in service.

When these colliers were designed, it was stated that they would be able to transport coal from Hampton Roads to Panama, a distance of about 1,600 miles, unload and return in ballast to the coal loading piers on the Atlantic seaboard, at a cost of approximately \$1.00 per ton. It is understood that these colliers have been able to make good the duties required of them. They have not been making their full speed, because this has not been considered necessary, as it is found that a speed of eleven and one-half knots is more economical. These boats were built for a maximum speed of fifteen knots, so that in case they were needed as naval auxiliaries, they could be so utilized.

It is understood that the two colliers have been carrying approximately 35,000 tons of coal per month to Panama, and they could take considerably more if they were given quick dispatch at the other end. Early the coming year the first units of the Government's coaling plant at Colon will be ready for service, and these steamers will, therefore, be given very quick dispatch so that they can then make a quick turn at each end of their trip.

In the construction of these vessels, all materials used were in accordance with Lloyd's Classification Society rules, and the United States Steamboat Inspection rules, except as modified by detailed specifications. The shipbuilders agreed that the vessels should be sufficiently strong and have sufficient stability without water ballast to carry their equipment, machinery, stores and bunker and cargo coal, and that when completed in all respects, that all fittings and outfits and loaded with 12,000 tons of cargo and 1,200 tons of bunker coal, twenty tons of reserve feed water, ten tons of drinking water and seventy-five tons of stores and crew, the mean drafts would not exceed twenty-eight feet one inch in salt water, with ballast tanks empty and the vessel trimmed not more than two feet by the stern; that when completed and loaded as stated above,

except with bunkers empty and water in tanks as necessary, the trim should not exceed one foot by the head; and that the metacentric height shall not be less than eighteen inches at full loaded condition without the use of water ballast.

The contractors also guaranteed that the coal consumption for all purposes would not exceed on trial B, 850 pounds per knot run reduced to fourteen knots speed in proportion to the fourth power of revolutions.

When these colliers were under negotiation, the Panama Railroad Company submitted an estimate based on seventeen and one-half round trips per annum for each vessel, which would mean the transportation of 210,000 tons of coal per vessel per annum, that the cost of transportation would amount to ninety-seven cents per ton, not including depreciation and interest on capital invested. It is understood that these colliers have, during the five or six months that they have been in service, given every satisfaction. It is, of course, a source of great satisfaction to the Panama Railroad Company that these colliers were built so that their delivery was made this past summer.

During the year 1913, the cost of water transportation on coal to the Isthmus had been \$1.395 per ton. Prior to the building of these colliers, all coal shipped to the Isthmus was carried down in foreign bottoms. There was constant fluctuations in the cost of water transportation, but the Government had been able to get what was considered a reasonable rate on coal to Panama, due to the fact that the steamers could get return cargoes of ore and sugar from Cuba.

It is, indeed, doubtful that any contracts for tonnage after the expiration of the charters made in 1913 could have been consummated during the past year at any price on foreign bottoms, and there was so little American tonnage available that the Panama Railroad Company could not have secured it except at very high rates. Should a contract have been entered into following the expiration of the old contract for water transportation, on foreign bottoms, the Railroad Company would, no doubt, at this time be finding themselves very much in the position of the private shippers, who have had their vessel contracts invalidated by reason of the requisitioning of steamers by the governments at war.

At the moment, vessels would be hard to obtain to take coal to Panama at \$5.00 per ton.

At the present time, the Government is saving easily \$2.50 to \$3.00 per ton on transportation of coal to Panama, and it is likely that they will save this amount, if not considerably more, for many months to come.

The two colliers were given the name "Achilles" and "Ulysses." The contract for their construction was entered into on April 9, 1914, and the contract awarded to the Maryland Steel Company of Baltimore, who made the lowest bid, \$987,500 each. This may seem high for ships at that time, but the Navy Department took the view that in consideration of the character of service, which these colliers will be called upon to perform and the importance of maintaining their schedules with a minimum of delay for repairs, that specifications for boilers and machinery be somewhat in excess of ordinary ratings and specifications in order to obtain as great reserve power and strength as possible.

On June 30, 1914, the Secretary of War decided that these colliers when completed should be operated for the Panama Canal by the Panama Railroad Company in a manner similar to the operation of the vessels of the Panama Railroad Steamship Line, which vessels ply between New York and the Canal.



The Everett, Our First Ocean Going Coal Carrying Steel Steamer. She Is Shown Loaded with 7,200 Tons of Coal.

Getting a Fleet to Carry American Coal to Market.

In foreign trade our merchant marine consists of thirty-seven steel sailing ships averaging 1,600 tons each, 544 wooden sailing vessels averaging 600 tons, 239 wooden steamers averaging 300 tons and 331 steel steamships averaging 3,800 tons. There are also 537 motor boats and 1,106 barges.

At this writing the merchant fleet of the United States in service ranks second to that of Great Britain. That is, due to war, Americans have made some progress on the seas, and now ships bearing the American flag are going to practically all ports of the world that are open for merchant vessels.

Prior to the war there were no vessels flying the American flag in the Atlantic trade, with the exception of an occasional schooner that made some of the eastern provinces or some of the West Indies ports. It had been many years since a merchantman had crossed the Atlantic flying the stars and stripes.

Now, with Germany's merchantmen interned, including the fleet of steamers on the Great Lakes, the United States will, no doubt, rank second to England in the tonnage of vessels now actually in merchant service.

This article is intended primarily to show that the coal men are largely responsible for the increase in the building of cargo ships, which has enabled the United States to step in during the past eighteen months and take advantage of the remarkable shortage of vessels brought about by the war. The diversion of steamers built originally for coal-carrying coastwise exclusively, to the general trade, has been of great benefit to American shippers in that it has enabled them to export not only coal, but a great deal of cotton, grain and other products, that otherwise might not have moved. The benefit of this has not only been to the profit of the ship owner, but the farmer, merchant and transportation companies have also profited because of the existence of American merchant vessels.

Prior to 1908, the only steamers flying the American flag ran coastwise. There were not so many steamers in service outside the regular liners that made regular schedules between the principal cities along the Atlantic seaboard and the Gulf. Every line of steamers operating to foreign ports was of foreign registry. The steamers engaged in the coastwise trade were combination passenger and freight steamers and freighters.

Our local ship-building plants had turned out very few exclusive cargo ships other than some oil tanks and some small freight steamers, most of which were for service between New York and the Gulf.

It was in 1907 that the first steamers built expressly for carrying coal were launched. The Fore River Shipbuilding Company in that year began turning out colliers for the New England Coal & Coke Company, to use in carrying coal between Hampton Roads, Baltimore and Boston, where the coal company had erected very modern coal discharging and storing docks. The colliers were constructed with a view of having them work quickly between coal loading piers at the ports named and the Boston terminals. Four boats were constructed of the same type. The first of these was the Everett, named after the

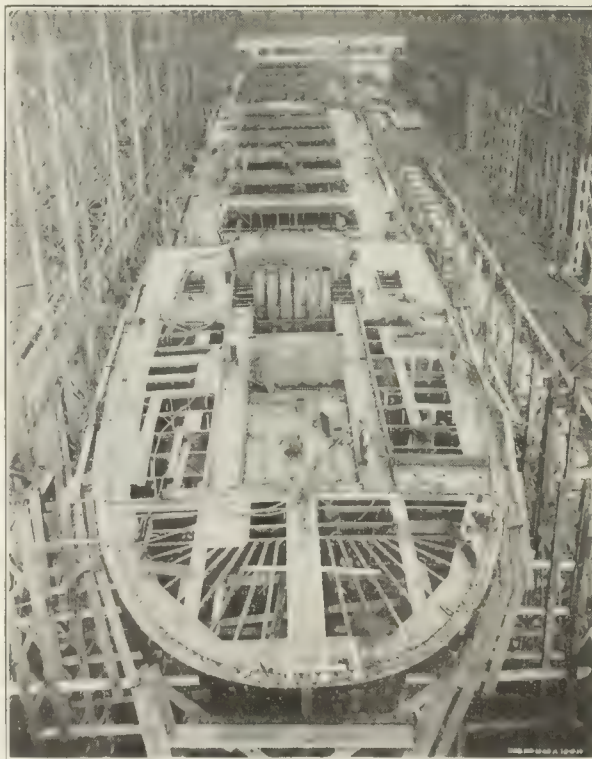
What Our Coal Companies Are Doing to Supply Transportation and the Theory on Which Our Ships Are Built—The Importance of Base Docks.

town where the company's plant is located, in the suburbs of Boston.

In planning these ships, the coal people said: "We have piers where 1,500 or 2,000 tons of coal per hour can be loaded into vessels. We have at our Boston terminals a plant where 1,000 tons per hour can be discharged, provided the hatches of the ship permit. Why not build steamers whose hatches will be uniform; each ship to be of the same size, so that our discharging plant can be worked at maximum?"

Moreover, the company found that it could not depend upon schooners or barges for a regular supply of coal. Both of these methods of coal transportation were uncertain. Schooners were dependent upon weather. They ran slow when there was little wind. They anchored when fogs were heavy. The same could be said about the barges. Then there were no two schooners built alike. There was no uniformity about the hatches. Therefore, it was never possible to get the Everett plant to work at full speed. And full speed was what the company wanted and must have.

Therefore, the design of the Everett. Briefly, this steamer, and her three sister ships—the Melrose, Malden and Newton—were built with five hatches, all uniform, self trimming with cargo space for 7,200 tons and ample bunker space to steam some 1,500 or 2,000 miles.



The Hampden Under Construction.

These steamers were the first words in American collier building. They have been in service now for more than seven years, and they are modern yet. Here is a detailed description of these steamers:

The length of each steamer is approximately 400 feet; the beam is fifty-three feet, and the draft, loaded, is twenty-six feet. As stated, their coal cargo capacity is 7,200 tons in addition to bunker coal. Their speed is about ten and one-half to eleven knots per hour loaded. Year in and year out these steamers, including the more recently built Newton, make an average of from forty-two to forty-six trips each. This means a service of great regularity and in this regularity of movement lies the great value of such steamers both to the shipper and the purchaser of the coal.

These vessels were built specifically to carry coal and were of an entirely new type for such trade. The propelling machinery is located away aft, leaving the whole ship forward available for cargo. In addition, these steamers are self-trimmers, having top side ballast tanks arranged longitudinally in such a manner that the space formerly occupied by the tanks is available for cargo. The space now occupied by these tanks is that which formerly required trimming by hand.

Here are some of the records made in loading these steamers: At Newport News, on June 6th, the Everett took on 7,500 tons of coal in two hours and forty-five minutes, a world's record. At Curtis Bay piers, Baltimore, the Newton took on 7,500 tons in three hours and forty-five minutes.

These boats, due to the fact that they run regularly between modern loading and modern discharging docks, average just about a round trip per week. The distance between Hampton Roads and Everett docks, Boston, is approximately 650 miles. This means that each seven days these steamers travel over 1,250 miles, receive and discharge 7,200 tons of cargo coal. This means that this fleet of four steamers is capable of making forty-eight trips per year each, and to transport a total of 1,400,000 tons of coal.

Following the building of this fleet of steamers for coal carrying, other Boston interests began building steamers on the Great Lakes or at coastwise plants for coal carrying.

Two steamers were turned out at Camden, N. J., for the Coastwise Transportation Company of Boston. This company had formerly operated schooners or barges exclusively. It was in June, 1909, that they gave an order to the New York Shipbuilding Company of Camden, N. J., for the construction of the first colliers to be turned out from their yard.

These boats were the "Coastwise" and the "Transportation," and these were delivered February 1st and April 1st, 1910, respectively. Then followed the Suffolk, which was built in 1911.

The Suffolk type of collier was found to be so complete in its details that this has been followed in the construction of other boats which have been built for the Coastwise Transportation Company since then. These boats were the "Middlesex," built in 1912; the "Norfolk," built in 1913, and the "Hampden," which was launched



The Steamship Plymouth, a Type of Large Collier Built for Trans-Atlantic Service.

March 13, 1914. With the exception of the "Norfolk," which has a capacity of 5,000 tons and 250 bunker, the other boats have the same length and tonnage as the "Suffolk."

The "Suffolk" type is 391 feet over all in length, has a beam of fifty feet and a depth of thirty-two feet. Their total dead weight is 7,500 tons, including both bunker and cargo. They are fitted with triple expansion engines of 2,100 horsepower, which will produce ten and one-half knots an hour loaded and eleven knots light. They have eleven cargo hatches, fifteen by thirty feet, all of which have immense steel covers which are opened and closed by winches and which are of length and breadth to allow easy access for the grab buckets to get the coal from any part of the hold. In the cargo hatches there are no stations or pillars to interfere with the free unloading of the coal. Neither are there any cleatings or stringers on the side walls in these holds so that coal can slip between them and the hull. Arch web frames as a means of construction lend both strength and also add to the freedom in getting the cargo in and out. All of these ships are electric lighted and are equipped with refrigeration plants. A crew of thirty-four men is sufficient to operate these boats. The engines are placed in the after end in all of the boats named above.

In building colliers for the transoceanic trade, which was the next line of construction to be essayed by the New York Shipbuilding Company, it was found that the large amount of bunker coal used necessitated a different kind of a boat. On January 15, 1915, when ocean business was practically demoralized and there was a general call for bottoms for the transportation of coal for foreign ports and particularly to the Mediterranean, the Coastwise Transportation Company entered into contract with the Camden concern for the building of two ocean colliers, which were to be so designed as to be the last word in coal-carrying equipment.

It was found necessary to place the engines aboard these boats in the center, so that the proper sea-going trim would be preserved as the bunkers were emptied.

These were a larger type of boat—sister ships of 8,750 tons total dead weight. The first of these ships completed—the "Franklin"—was launched September 24. The second—the "Plymouth"—slipped off the ways on October 15. The measurements of these two vessels are 395 feet in length, fifty-five feet beam and a depth of thirty-four feet six inches. These boats are now under charter to the Consolidation Coal Company and are used in carrying coal to Egypt. Orders for a third boat of this type have been placed.

The three boats for the Pocahontas Navigation Company, which are building at the present time, are of the same type as the "Suffolk," but of the carrying capacity of the "Norfolk." The "Virginia" of this fleet was sold to a shipping company just before it was ready for service, so an order was immediately placed for another ship to take her place.

Another boat which the Coastwise Transportation Company has contracted for and which is now building is the "Bristol." She is on the ways and when completed will be of the general type of the "Coastwise" and "Transportation."

Two sister ships to the "Virginia"—the "Jonancy" and the "Bylayl"—have been launched for the same concern.

The "Virginia" is a vessel calculated to carry

5,500 tons total dead weight. Her engines are set at the stern. To the bow and in the waist rides her coal cargoes and the navigating bridge and pilot house are set amidships. The immense coal hatches have been built with the concentrated idea of giving both the easiest means of loading and discharging as well as safety in carriage while in transit. Her officers' quarters, men's quarters and the entire scheme of caring for the crew are all most up to date and intended to give the greatest amount of comfort and convenience that a merchantman can afford.

The "Virginia" affords a good contrast between the old and the new methods of coal transportation. When the old type of wooden schooners were in their hey-day, these were the principal means of carriage of coal from one American port to another. Nine to ten trips a year between Norfolk and New England were supposed to be sufficient for a productive twelve-month for such 4,000-ton vessels. One of these reasons why, was that the old wooden hulks could lay on demurrage and make about as much money as while cargo-laden on the high seas. With the coming of the steel collier, however, this was found to be a poignant trespass on good business. The steel collier owners set about to remedy the condition. There must be quick loading and discharging in order that this type of boat would pay. There must be sufficient trips to lower the total cost of carriage and likewise pay dividends for the owners. Forty to forty-eight trips a year in the coastwise trade is what some of the colliers in service to New England ports are called upon to do.

Yankee brains have always been called upon to meet conditions that particularly obtain to this part of the world. So, when it came time to build steel colliers for the American trade, some changes in the old order of things were projected.

With the closing days of October of this year the company entered into contract with the Darrow-Mann interests of Boston for the construction of two deep-sea colliers. One of them eclipses anything that has yet been turned out of the Camden yards. This boat—at the present time unnamed—will have a total length of 453 feet, beam sixty-three feet and thirty-six feet in depth. The capacity is to be 12,650 tons total dead weight. The other ship is to be a duplicate of the "Plymouth" and "Franklin" above referred to.

Some seven or eight steamers were built on the Great Lakes during the past four or five years for the coastwise coal-carrying trade. As these steamers had to be brought to the Atlantic through the Welland Canal, they could only be built 260 feet long. This meant a cargo capacity of 4,000 tons. Some of these steamers are the "Geo. E. Warren," "Edison Light," "Mary E. Harper," "George Hawley," F. J. Lisman, "Seaconnet."

Recently the New England Coal & Coke Company bought two steamers on the Lakes and added them to their coastwise fleet. These are the "Arlington" and "Brandon."

The Clinchfield Coal Corporation bought two new lake steamers this year and put them in service between Charleston, S. C., and the Gulf and West Indies ports. Two new steamers are now being built at Detroit for this company, and they will be placed in service next year. This company also bought an old English steamer and are having her rebuilt at New York yards for the coal-carrying service.

Some six years ago the Berwind-White interests had two steamers built in England for their West Indies coal service. These steamers carry 8,500 tons cargo.

At the moment, American shipbuilding yards, outside of the lake plants, are building 150 passenger and freight steamers. They also have a lot of naval construction.

At Newport News, the local plant is building seven oil steamers and ten miscellaneous freighters.

At the New York Shipbuilding Company plant at Camden, N. J., seven oil and twelve colliers and miscellaneous freighters are under construction.

At Cramps, Philadelphia, vessels under construction include six oil, four passenger and four freighters.

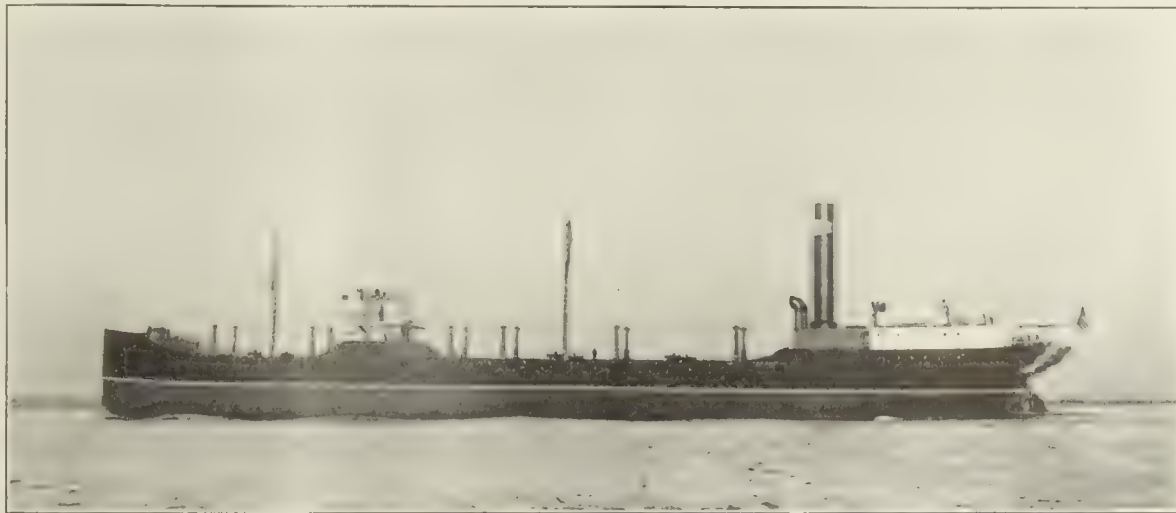
At Maryland Steel Company plant at Baltimore, ten steamers are under construction.

Eight oil steamers are being built at the Harlan & Hallingsworth plant at Wilmington, Del.

Fore River Shipbuilding Company, at Quincy, Mass., are building seven oil and three freight steamers.

Also, all the Pacific coast plants are busy, while local plants at New York are being engaged so that they can build freight steamers.

Moreover, some of our biggest financial interests are now turning their attention to shipbuilding. They no longer look upon shipping as a risk. The war has taught them that many of our industries on land are largely dependent upon sea transportation, and moreover, some of the handicaps against American-built ships have been wiped out by the war. It is not anticipated by those who have given some study to the question, that England's shipyards will in the near future be able to turn out ships as cheaply as they did before the war. The differential in labor, so vastly in English shipbuilders' favor, has largely been removed, and it is not believed that they are going to find the raw materials for shipbuilding as cheap as before the war. Furthermore, it is believed that Americans will give to shipbuilding in future the same serious attention that they have given to other industries, and that this will mean that ways will be found by which ship construction on this side of the Atlantic can be carried on, if not as cheaply ton for ton, then on competitive basis, with ship construction abroad. It is argued that the English shipbuilding yards will, for many years to come, have to pay enormous taxes, and that the income tax also will inflict such burdens upon shipbuilding capitalists that they will not be so anxious to turn out ships merely for the fun of it.



The Steamship Hampden, a Type of Vessel in Our Coastwise Coal Trade.

How America and Europe Met on Coal Question.

The attitude of the business people of the United States toward the foreign trade was, as a rule prior to the outbreak of the war, one of indifference. Since the general declarations of war it has been one of intensified interest. The possible foreign customer of American concerns may fail to understand why a great nation like ours should at one time be totally indifferent to such an important subject and at another keenly alive to it. The possibility is that we may be grossly misunderstood unless our change is explained.

The best explanation of America's change of front is made by C. L. Dering, the president of the Chicago Association of Commerce. His organization is, perhaps, the largest and strongest individual or local commercial organization in this country, and hence his word must carry some weight. He said, in a recent address:

"Profits at home have been too easily made to supply the necessary stimulus to the search for profits abroad. Our own country with its natural wealth has offered so rich a field that the foreign field has seemed less attractive by comparison. And, if we in the past have viewed with complacency the greater progress of others in the winning of world markets, it has been because right here at home were more generous rewards than could be found over seas. But we are facing changed conditions."

It is a fact, known to every student of our affairs, that even before the war we were quickly arriving at the point where production at home was becoming so heavy, in nearly every industry, the home market could not longer sustain the full force of our productive genius. To find relief we must do one of two things—abate something of the zeal for production at home, or enter upon a campaign to win foreign markets, which would give us a broader market zone. We were just at that point when the war broke out and practically forced us to occupy the foreign market in order to relieve the needs of oversea communities as to the necessities of life.

Even so, our occupancy of the foreign market had thus to be almost instantaneous and hence under something of pressure. This quick change of front did not alter the fact that America was going into markets that it did not know and that Americans were going to deal with concerns about which they knew nothing. It did not alter the fact, either, that we were going to solicit the trade of concerns and communities which did not know us. There was ignorance, on our part, of the credit standing of foreign buyers. There was ignorance on their part of the financial standing, productive capacity, quality of goods, etc., of some of the most stable houses in America.

To clear up this evident and mutual lack of understanding, there was need for some kind of American representation abroad that was other than commercial. That is to say, the representative of an American house might plead the financial responsibility of his own concern but his word was likely to be discounted on the score of his self-interest. Also such a personal representation could not very easily solicit an order one minute and inquire pointedly the next—with the order in his pocket—about the financial standing of the person by whom the order was given. In a word, it was necessary to establish an accepted intermediary between buyer and seller that the two might be introduced as their respective standings warranted. This intermediary must be someone who knew intimately about home producers and foreign consumers and who could in a way vouch for one to the other. He could smooth the way so as to make future relations satisfactory and profitable to both.

The most natural person to occupy this delicate position was a commercial representative of our government. In view of the fact that America was the one that was seeking business, the commercial attaché of the United States, accredited to places where we wanted to sell, was the person to undertake this diplomatic mission. Since he was to speak for America, he must be something of a diplomat. That he was skilled in the fine points of commerce and knew what is needed to help along the expansion of our trade went without saying.

America was fortunate in having, at the outset of the war, a commercial attaché in the person of C. W. A. Veditz, who was at that time accredited to Belgium and France. Later he was, on the request of its monarch for such a representation and hence on the broadening of our commercial prospects in Spain, asked to extend his

The United States Changes Front on Exports Over Night and Its Commercial Attaché Introduces Its Coal and the Producers in a Way to Expedite Business.

territory to include that country. He has performed, both for the American producer and for the European buyers, an extremely important and valuable service. As the result of his work, all of these countries are in position to exchange business on a bigger and broader plan in future.

It is understood, of course, that a commercial attaché must concern himself with all forms of business. He must express industry as a whole and not be a partisan of any one. At the same time he must be able to treat each separate industry intimately that it might be supposed his discussion of anyone business were the sole object of his mission abroad. Thus, while Mr. Veditz concerned himself from time to time with touching most of our business enterprises, he took occasion to study minutely the question of coal and the market for it because there is so much opportunity for the immediate and future sale of our product in Europe.

Among others with whom he discussed that question was the minister of public works of France. As is outlined in another connection, the French fuel problem is intricate just now and far from simple. The minister of public works, who buys the coal supply for the French railways, was much interested in the broad question of fuel, and particularly in what we have to offer. He showed, in explaining France's position, that between fifty and sixty per cent of the French mines are now in the hands of the enemy. Naturally, they are not producing any coal for the country which owns them. Further, he showed that the supply, on which France has been dependant from Belgium and Germany, had been cut off, naturally. This indicated that France was depending for much of its coal supply on England alone. Thus, as shown in another connection, is crippled first because the available coal supply had to be spread out thin over such big territory and, second, because England lost miners to the army. This placed France in a position where its coal supply was in jeopardy and where it was eager to know more about coal supply, and especially about the dependable concerns here which produce coal.

When the position of France had thus been disclosed, Mr. Veditz went as far as time would allow into a preliminary study of the kind of coal to which France has been accustomed. He wanted to know what we must sell if we want to hold trade. He could not carry this as far as he wished because the information in dependable form was not immediately available. He did uncover some facts of importance. One was that the French coal buyer wants, for steam making, a coal which comes under thirty per cent in volatile matter and preferably under twenty-five. He disclosed the further fact that the French buyer is not interested in any except a clean coal that will not form a clinker, and will not, under

any circumstances, make smoke. This simplified the discussion for Mr. Veditz. It told him that certain American coals would suit admirably. Accordingly, he told the minister of public works what American coal fields produce fuel coming within those limits. He indicated that at least three veins in central Pennsylvania supply almost unlimited quantities of this coal; that nearly all the state of Maryland produces it, and that three big fields in West Virginia supply that quality of coal. He showed further that some of the veins worked in Virginia yield approximately the desired quality.

He was able to show from the tonnages produced by these states and by the names of the companies which operate in those fields that France could buy any reasonable amount of coal here and do business in America with the utmost assurance.

This interview was timely in view of what the leading American coal houses had done. Some of them, seeing an opportunity to expand our trade abroad, had established agencies in Europe. Three in particular have salaried representatives in London. These men are in charge of the entire European market. They have branch offices in France, in Italy, and in Greece. It happened that these companies were soliciting business from France at about the time Mr. Veditz made such a strong representation of our coal and, incidentally, mentioned these companies as dependable.

With the introduction of our producers thus made, the field was opened to the American producer. By the same process our producers were enabled to proceed securely, as they were given every facility to learn who are the dependable buyers of coal on the other side. The work of Mr. Veditz has been of incalculable service, therefore, not only to the American coal producer of standing, but also to the French coal buyer of reliability.

While our commercial attaché was in Paris he was visited one day by the representative of a big coal house in England. This representative said that, at first, he had heard about American coal but had laughed at the idea. Afterward he had heard some more about American coal and wasn't quite so sure that his early pessimism was warranted.

Then he had seen some of the American coal, after which he was decidedly uneasy. He wanted to know about American coal—all about it. Through this and other similar channels Mr. Veditz was able to give important concerns in France quite a lively impression of both the quality and quantity of coal that can be shipped from the United States.

About that time, the American ambassador to Madrid cabled the State Department at Washington that King Alfonso had requested the appointment of a commercial attaché to Spain. No commercial diplomat was available for that post and Mr. Veditz was asked to extend his territory to include Spain. He went at once at the suggestion of the Spanish monarch to Madrid for an interview. At that time, as is outlined elsewhere, His Majesty consented to suspend the import and transport taxes."

Production of Peat in 1913 and 1914.

During 1914 no new processes or machinery for preparing peat for fuel were reported to have been given commercial trials in the United States. The whole number of plants reporting production was fourteen, of which ten sold peat for fertilizer uses. Two firms that furnished data for 1913 did not cooperate for 1914, and four firms are represented for the first time, having made their initial production during the year.

The fourteen plants known to be at work during the year were distributed as follows: Maine, 1; Massachusetts, 1; Connecticut, 2; New York, 1; New Jersey, 3; Pennsylvania, 1; Florida, 1; Michigan, 2; Illinois, 1; Indiana, 1.

The following tables give the quantity of peat products made and used in the United States in 1913 and 1914, so far as these have been reported:

PRODUCTION, IMPORTS AND CONSUMPTION OF PEAT IN THE UNITED STATES IN 1913, IN SHORT TONS.			
Use—	Production		Imports
	Quantity.	Value.	Quantity. Value.
Fertilizer	28,460	\$169,660	
Stock food	4,800	27,600	
Stable litter			10,983 \$55,719
Total	33,260	\$197,260	10,983 \$55,719

Consumption			
	Quantity.	Value.	
Fertilizer	28,460	\$169,660	
Stock food	4,800	27,600	
Stable litter	10,983	55,719	
Total	44,243	\$252,919	
PRODUCTION, IMPORTS AND CONSUMPTION OF PEAT IN THE UNITED STATES IN 1914, IN SHORT TONS.			
Use—	Production		Imports
	Quantity.	Value.	Quantity. Value.
Fertilizer filler	22,767	\$136,994	
Fertilizer	14,962	112,905	
Fuel	1,925	6,540	
Miscellaneous*	7,439	53,253	
Peat moss litter			9,921 \$57,542
Total	47,093	\$309,692	9,921 \$57,542
*Only one producer each of peat for stock food, mud baths and paper pulp.			
Consumption			
	Quantity.	Value.	
Fertilizer filler	22,767	\$136,994	
Fertilizer	14,962	112,905	
Fuel	1,925	6,540	
Miscellaneous*	7,439	53,253	
Peat moss litter	9,921	57,542	
Total	57,014	\$367,234	
*Only one producer each of peat for stock food, mud baths and paper pulp.			

Who Will Supply France With Coal After the War?

America is asking today: "Who is going to supply France with coal after the war is over?" From certain indications Frenchmen in official positions are asking the same question.

Both realize that France before the war consumed fifty per cent more coal than she produced. After the war, her production will probably be reduced for awhile and her consumption will be increased. The question as to who is going to supply that coal is a very live one, therefore, and concerns both the American coal producer and the French coal consumer.

A statement of the case, as made by one who has first hand information on the subject is both interesting and important to America and France. He allows each to see the other and itself at the same time. Prior to the war France consumed—the figures are official—sixty million tons of coal per year. The French production was only about forty million tons. This left a deficit, prior to the war, of about twenty million tons per year. This deficit was made good by shipments from English mines of about ten million tons and by shipments from Belgium and Germany of another ten million tons.

According to this authority, this interesting statistical situation has been changed by the war and perhaps permanently so. He shows, for example, that the French mines in the north-western portion of the country are under German control and are likely to remain so for some time. He estimates that from fifty to sixty per cent of the French mines are now in the hands of the German army. Just what is happening to those mines, no one knows. If they are not being worked, the damage to some of them may be almost irreparable. If they are being worked, the damage due to the change of method may be considerable. No one has the slightest idea of what is likely to be their condition at the conclusion of the war. Therefore, no one can predict with any certainty what their productive capacity will be after peace is declared.

He considers it conservative to say, however, that for several years these mines will not be back to normal capacity. In the meanwhile, they will be short of it at least twenty-five per cent.

Assuming that these mines had the capacity to produce twenty million tons per year, to cut that down twenty-five per cent would reduce it to fifteen million tons. The result would be—assuming consumption to be the same—to increase the importation of coal in France by about five million tons a year. That would make the coal imports of France after the war twenty-five million tons instead of twenty million before the war.

The possibilities, he believes, are for a much heavier consumption when peace is restored, first, because France will try to duplicate America and produce more of the stuff that she uses than heretofore, and second, because quite a good deal of the coal burning equipment will be of a temporary character and therefore more inefficient than the permanent installations and hence more wasteful of coal.

At any rate, this authority believes that France will be in the market for twenty-five million tons of coal when the war ends. That causes to be insistent the question: Who is going to supply this coal?

To answer that question, he studies the situation as it now stands and then assumes a projection of the same situation into the coming times of peace. At the minute, England is trying to carry the whole burden of supplying coal to France with such little assistance as she is getting from the United States. And it is quite a job that England has undertaken. For example, France, of course, is getting no coal from Germany. Further, the mines in Belgium which have served her are, like her own mines, under German control. Thus, assuming consumption to be the same as it was before, or sixty million tons per year, France is now short: Twenty million tons from her own mines now under German control and ten million tons which she formerly got from Belgium and Germany. This makes a net increased shortage of thirty million tons. Assuming a slowing down in her business due to the war, the French supply, today, is short due to the closing of her mines and to the shutting off of imports from Belgium and Germany, in excess of twenty million tons a year. This calls upon England to supply not only the ten million tons that she did before the war, but thirty million tons additional or thirty million tons all told. There is, of necessity, quite a good deal

Germany Will Be Cut Off, Belgium Incapacitated, and French Units Below Normal—England and America Will Compete with England at a Disadvantage.

of conjecture about these figures, but that conjecture seems warranted under the circumstances.

The question then arises: What facilities has England for meeting this extraordinary demand? How is she going to do it? A statement of the English position is made by the authority in question, who has recently studied the situation thoroughly. He says that instantly the war was declared, England lost twenty-five per cent of the miners who left the pits and enlisted in the army. This automatically cut England's production, of course, twenty-five per cent.

However, England could not sustain the twenty-five per cent reduction in her coal output and meet her growing demands. So she had to put unskilled men in the mines. These were not employed as practical miners, but as miners' helpers. While in that capacity they might have been reasonably efficient from a manual standpoint, they could not do the work of cleaning the coal that the experienced miners' helper was depended upon to do. Therefore—and this is an important point—the quality of the English coal has been much deteriorated even though the quantity may have been practically the same.

Still, even though England's output was thus restored to normal, it could not take care of an additional demand for twenty million tons from France and a much larger demand from its army and navy without sacrificing its trade in some other direction. This, according to the expert, explains why England decided to shut off the exports of coal except to English possessions and to the allied countries. In a word, according to this investigator, England was forced to sacrifice part of its foreign commercial market in order to meet the insistent demand of its ally, France, for coal.

Projecting this situation beyond the close of the war, the investigator in question then proceeds to ask: What will be the English coal owner's position following the war? Many of the miners, he says, who went to the war will never return. Others who do return will hardly want to go back into the mines again after having had a year or more in sunlight. Some of those who were recently taken into the mines may be expected to return to their own callings when peace is restored. England, therefore, is likely to have a tremendous struggle to get its coal production back to where it was.

In the meanwhile, England will have suffered in two directions. It will have suffered a loss of its commercial export trade due to the war order restricting shipments. It will have suffered a loss of prestige in France due to the fact that people who heretofore have used French, Belgium, or German coal have now been compelled to use, for the first time, the English product of inferior quality.

"That is," says the expert, "the best coals from England have been going to the navy, therefore, they have not found their way into France. The second grade coals, which alone were shipped to these customers, are not of the best quality, even when carefully prepared. But, today, it especially lacks quality because it is not prepared according to the true English standard, that work being done by unskilled men in the mines. England, therefore, is going to suffer in France from the fact that she got her first hearing when she had only a depreciated and off-grade product to sell."

As to where, in future, France is to get her coal, opinions differ radically. An American, who has studied the situation, believes that, after the war, prejudice against the Germans will be so strong no German coal can be sold in France for years to come. However, a citizen of England and a citizen of Russia take a different view. They say that the prejudice against the Germans is national and not personal. They say that even though it should be personal, it will not dictate business considerations. That is; they look upon business as an impersonal matter altogether. When the question of dollars and cents is involved, the matter of national disputes and personal unpleasantness is soon subordinated. Therefore, with peace restored and with an urgent question of dollars and cents raised, they believe that a German will have as good a chance to sell in France as he has had heretofore.

However, all concede that while the Germans may have a chance to sell coal, they will not have the coal to sell because their working force has been so depleted production will be decreased.

Also, after the war, the Germans will be so eager to extend their markets beyond the continent—it is for this right they are fighting—they will not care to participate in the intensive competition in nearby fields.

It is also conceded that while Belgium has an almost unparalleled recuperative power, it will take some time for the Belgian mines to get back to anything like normal productive capacity. This is due to the fact that the mines there are so deep and working conditions normally are so severe it will not be easy to restore them to productive capacity.

Every suggestion made about the French situation leads irresistably to the conclusion that America must sell coal in France not only now but hereafter. According to some authorities, we have a sure market there for about ten million tons of coal a year.

In that connection America is considering two or three questions which concern her future vitally. The first one is the character of the demand for coal in France. This demand may be said to come under two heads. The average French buyer of coal says, for example, that coal under twenty-five per cent in volatile matter is a steaming coal; that which runs over twenty-five per cent and especially over thirty per cent in volatile matter is a gas coal. He concedes that there is a neutral zone ranging between twenty-five and thirty per cent where a coal may be either a steam or gas producer.

The French buyer knows that, as a rule the work over, the low volatile coals are more friable than those which are higher in volatile matter. There is no scientific explanation of this fact, but it is generally recognized to be true. Therefore, when the Frenchman buys a low-volatile coal, he rather expects to get one that will break up easily. However, on the other side he has been accustomed to a form of preparation which overcomes this natural difficulty. That is, the foreign coal producer has become accustomed to briquetting his fine coals and the Frenchman has been accustomed to using those briquets.

The point which the American is beginning to appreciate is that the Frenchman insists upon quality and also insists that coal of good quality shall be prepared in the way he is familiar with. We also know that the French have no objection to paying whatever price is dictated by the combination of proper quality and the proper preparation. These facts are sure to influence our exporting program.

The second matter which confronts the American exporter to France is that of transportation. The matter of distance alone from our coal loading ports to France, as compared with the distance from English coal loading ports to France makes a difference in the ocean freight rate. This difference varies, but is considerable. The transportation fact about which our coal people are thinking most is that the big factor in rates isn't so much a matter of distance as a matter of the time involved in a voyage. We have corrected part of the differential in time against us by increasing the speed of the loading facilities at our home ports. We have not as yet finished the correction of the time by putting up faster unloading equipment at the other end of the route. The unloading time for boats in France is rather slow now, being about six hundred tons a day on the average, with perhaps a few very exceptional cases where a thousand tons a day can be done if every facility were pushed to the limit and if the men worked with extraordinary zeal. This, of course, is not fast enough to correct the factor of time against us and thus correct also the freight rate which takes time into consideration.

Our American coal producers are familiar with the situation and today know the need. As a consequence they are planning to overcome this obstacle. It would not be surprising if they succeeded in putting in some co-operatively owned docks that would make as fast time in unloading in France as they make in loading at our own ports.

The buyer of coal in France may be sure of this one thing: America appreciates the opportunity of doing business there now and is going to do what is commercially necessary both in preparation and in transportation in order to warrant the patronage of French coal buyers.

Vital Statistics of Some of America's Markets.

Valencia, Spain.

The American Consul at Valencia, Spain, writes THE BLACK DIAMOND, under date of August 5th, on the coal situation there at that time as follows:

"Although the coal movement at Valencia reaches the respectable figure of 250,000 metric tons (2,204.6 pounds to the ton) yearly, more or less, it is so distributed that hardly one-fifth comes within the scope of freely competitive business.

"About twenty per cent of the total is native coal from the Asturias mines of northern Spain, which always has a limited outlet because it is slightly cheaper than imported coal though admittedly of inferior grade. The tendency in recent years has been to discard it, however, as shown by steadily declining receipts, which now range from fifty to sixty thousand tons against a former yearly consumption in excess of 80,000 tons.

"Approximately 150,000 tons of foreign coal are imported yearly for three concerns. All of it is contracted for outside of Spain, and constitutes but a fraction of the gross requirements of the interested concerns in the kingdom at large. Naturally their purchasing agents demand and receive the personal concurrence of foreign shippers or their agents who desire to bid for the business. Only about 50,000 tons of foreign coal are purchased in the open market by seven retail concerns in Valencia or parent corporations in other localities, for general consumption.

"The three large consumers are: The Northern Railroad of Spain (Ferrocarriles del Norte de Espana), about 100,000 tons, purchased by the main office in Paris; the Aragon Central Railroad (Ferrocarril Central de Aragon), 20,000 to 25,000 tons, with the purchasing office in Brussels; and Lebon & Cia., 25,000 to 30,000 tons, also contracted for by its Paris headquarters for a chain of gas works in Mediterranean ports.

"American gas coal has been used here in varying quantities for many years, and of late the Northern Railroad of Spain has received several cargoes from the same source and is said to have arrangements for an indefinite period. As far as can be ascertained the Aragon Central Railroad has made no purchases for Valencia in the United States.

"Interested exporters in the United States would gain nothing by addressing inquiries to Valencia, but should arrange to send personal representatives to headquarters of the concerns mentioned.

"The general coal trade of Valencia and tributary territory is not alluring from the American exporter's standpoint. Fifty thousand tons is a small consumption, in spite of the limited industrial development of the region. An important dealer estimates that hardly twenty factories use as much as 500 tons a year, while the vast majority consume between five and twenty-five tons. Coal is not used to an appreciable extent for heating purposes. Winters are very mild in the first place, and during the three months or less of coldest weather coke and charcoal are the fuels used, the former being supplied by the gas works and the latter by individual enterprise.

"Quite recently coal consumption has been almost stationary, with a slight tendency to decrease with the gradually increasing supply of cheap hydro-electric power. Steam is now used as auxiliary power in many plants where formerly it was primary motive power. Electric power is also displacing steam in numerous irrigation plants. In general it may be conceded that the use of coal in this region, except by public service corporations, will not increase; rather may it be expected to decrease as new electric developments now contemplated are completed and in operation and transmission lines are extended to regions not hitherto served.

"Previous to the war England supplied nearly all foreign coal consumed here. The only exception consisted of an occasional cargo of gas coal from the United States and sometimes from Belgium. The English monopoly was easily maintained by reason of the high reputation enjoyed by Cardiff and Newcastle coals, and the efficiency of maritime communications. A numerous fleet of fruit vessels ply nine months of the year between this coast and England, carrying oranges, onions and other products of the soil and returning with any cargo that is offered. The latter consists chiefly of coal and fertilizing materials, which together embrace considerably more than half of Valencian exports, so it was quite natural that her coal should predominate here. The trade was further fomented by the sharp

competition among fruit vessels, which, in time of peace, insured low freight rates and enabled local dealers to carry on business with limited capital investment, giving rise to the now well-established custom of ordering frequently and in small quantities. Cargoes of English coal seldom exceed 2,000 tons, and are generally not over 1,000 tons. Quantities of 100 to 500 tons are quite usual. Local competition and the limited gross consumption (a good part of which is restricted by contract to English coal) compel dealers to maintain this system of buying as far as conditions permit in order to avoid being caught with large stocks on hand in times of sudden price changes, fluctuation in ocean freights, etc.

"For these reasons no one firm here feels disposed to handle cargoes of 3,500 tons or more from America; and smaller shipments would prove uneconomical. Of late an American coal exporter investigated this field in person and reached the conclusion that the obstacles outlined would prevent business unless local importers would combine enough small orders to make a full cargo. One of the dealers interviewed said this might be done if all of his colleagues would agree to protect each other by maintaining prices until the cargo was disposed of, and intimated that conferences were being held with this in view.

"There are only four independent coal importers of importance in Valencia (see attached list). Another firm handling bunker coal is merely the agent (without authority of purchase) of a larger concern in Barcelona having the privilege of maintaining floating coal depots in Spanish ports. A sixth concern is bound by contract with English collieries (through partnership connection to supply its entire needs from that market.

"The facilities for discharging coal at Valencia are fairly good. The sea side of two docks are set apart for this purpose, each having accommodation for one very large vessel and equipped with two one-ton electric traveling cranes. Hand labor is also employed with the aid of the typical mat baskets used here in all kinds of manual labor. The average rate of discharge is 250 to 300 metric tons per day, but this varies with the facilities offered by the ship. Some contracts specify as much as 400 to 500 tons per day of ten hours. The S. S. Rosebank, recently from Baltimore, with coal for railroad use, discharged at the latter rate. Receivers do the unloading, but collect from the ship at the rate of 1.50 pesetas (about 27 cents) per ton, although the actual cost usually works out as less.

"All fiscal charges on imported coal (except port duties) are suspended temporarily. Usually the chief items are customs duty and transport tax, the former being about sixty-eight cents a ton and the latter thirty-nine cents on American coal and nine cents from European countries.

"It is calculated that steamers of 8,000 to 10,000 dead weight capacity can be accommodated in the port of Valencia."

Pernambuco, Brazil.

Consul A. T. Haeberle of Pernambuco, Brazil, under date of November 2nd, writes as follows:

"Since August, 1914, the consumption of coal in this district has been reduced notwithstanding the fact that about fifteen months ago a very heavy consumer of coal entered the field when the Pernambuco Tramways and Power Company substituted the present electric system for the long-used mule car system. This company owns and operates the gas company's plant also and so are large importers of coal. Much more coal will be imported in the future when the tramway company installs the proposed electric light plant. At present the trolley wires are extensively tapped to supply much of the downtown street and store lighting. Incidentally there will be additional power required for the running of the elevators in the many new business blocks building or proposed.

"The power houses of the tramway company being new and modern, that company is able to use in its fireboxes the fine American coal from which they are obtaining good results. However, in most of the grades in Brazil it is possible to use only the larger sized screened coal which is imported from Wales.

"High freight and insurance rates is responsible for the tendency to cut down, save and substitute whenever possible. The numerous inter-urban railroads are now using wood where formerly they used coal. Cotton and other fac-

tories are beginning to use wood wherever possible. The sugar mills use "bagaco" (the dried pulp left after the sugar is extracted from the cane) and wood when there is not sufficient of the former.

"The fewer number of vessels touching this port since the war has, of course, played an important part in the reduced coal consumption.

"The shutting down almost entirely of the extensive dock improvement work and of other municipal construction work, should also be noted.

"This being a tropical climate, no coal or other fuel is required for domestic heating purposes and for cooking charcoal is used almost exclusively.

"There is no water power to be developed in this section so that all power is generated from steam plants.

"Since August, 1914, Welsh coal has varied from \$12.50 to about \$18.50 per ton delivered in bunkers, while American coal varied from \$10.25 to about \$11.50, c. i. f. (Added to this are the high handling costs, i. e., stevedoring, lighterage, et cetera.) The present price of Welsh coal is about \$16.80 delivered in bunkers and of American coal \$10.50 c. i. f. However, the prices are, of course, constantly fluctuating.

"There have been no dock improvements during the past year and so cargoes are discharged as formerly by means of lighters.

"From April 28, 1914, to March 23, 1915, not one American vessel touched this port, however, on March 24 an American schooner loaded with coal arrived from Norfolk. To date fourteen American schooners, carrying coal from the United States, have arrived in Pernambuco and mail sent from home in care of this consulate indicates that there are three or four more schooners en route.

"To date this consulate has not been successful in obtaining authoritative information regarding the imports of coal into this port, but it is hoped that statistics will be received in the near future."

Coal Trade at Gibraltar.

The American Consul at Gibraltar, Spain, writes THE BLACK DIAMOND under date of October 25, about the coal situation there as follows:

"I regret, however, to have to inform you that no American coal whatsoever has yet been imported, the principal reason being that Gibraltar offers no coaling accommodation for the storage of large cargoes. Coal imported for mercantile purposes is stored in floating depots moored in the open bay and their capacity is very limited. The number of hulks is nineteen, which number cannot be increased owing to military objection, their average capacity is about 1,800 tons.

"The advantages of importing British coal is that orders can be executed more promptly, as it is impossible to estimate what the monthly sales will be; this is most important.

"Certain firms endeavored to import American coal but, owing to the time cargoes would take to arrive here, and the size of the cargo, the idea was given up.

"The majority of the colliers arriving with coals are of one to two thousand tons, and in exceptional cases there have been steamers of 3,000 tons or over.

"During the present circumstances freights fluctuated from 13s 3d to 30s per ton. Present prices for coals are about 54s, ordinary Welsh, and 52s Durham unscreened f. o. b., which are the only coals imported here.

The government keeps a very large stock of coal which is all of Admiralty descriptions.

"No improvements have been made to accelerate the discharge of coal and the handling is done by manual labor in baskets of 100 pounds as heretofore.

"During the nine months from January 1 to September 30, 1915, about 270,361 tons of coal were supplied to 1,248 steamers."

Chilean Conditions.

The American Consul at Valparaiso, Chile, writes THE BLACK DIAMOND, under date of October 20, about the coal situation there as follows:

"Prices of Pocahontas coal on this coast have varied from forty-four to fifty-four shillings during the past fourteen months. Present prices are quoted as forty-six to forty-eight shillings, depending on port and sailing.

"At the principal ports in Chile all coal is unloaded into lighters. Port conditions do not indicate that any more rapid type of unloading will be available for many years."

Why American Coal Sells at Low Mine Prices.

An incident which occurred recently suggests that some buyers of coal in other countries may have gained a wrong impression from the fact that American coal sells at a low price at the mine. To be frank about it, they may have concluded that our coal is worth no more, else we would ask a higher price for it.

The one fact which stands out so conspicuously in the international market is that the average selling price of coal at the mine mouth in England is, even in normal times, two and a quarter times as high as is the average selling price at the mine mouth in America. We have a saying in the "States"—borrowed from one of our advertisers—that "there is a reason." Perhaps the man who has been asked to buy some of our coal and who has been told the price at the mine has thought that "there is a reason." Indeed, he may have decided that we have such a poor coal it is expensive even at that figure.

The incident which suggests that conjecture happened here in the "States" some weeks ago. One of our leading retail dealers advertised his coal at a very low price. He made an unfortunate selection of words and called it "cheap coal." When the people, who had been accustomed to paying a much higher price, read the amount he was asking, they placed special emphasis upon the "cheap" and slurred the "coal." One man who read the advertisement, remarked.

"What is going on here? Are you fellows shoveling the whole mountain into the car and calling it coal? Or, have your scales broken down? What is wrong with the coal that you name such a price upon it?"

The Origin of Our Prices.

It is true that American coal is remarkably low priced. It is also true that America has unusual quality in coal. Our government and our whole industrial system had, of course, nothing whatever to do with the quality of the coal, but they have had much to do with the price at which it is sold. Therefore, a brief statement is to be made here—for the interest of our readers abroad—which we hope will harmonize what seem to be the hopelessly conflicting facts that some of the best coal on earth is selling at the lowest prices named anywhere on the globe.

As an initial proposition, we will ask the reader to remember that the United States is an extremely young nation. That is, politically, we date back to 1776, but industrially we date back only to 1865. Our industrial history has encompassed, then, only fifty-five years.

At the close of our Civil War, we had nothing but our natural resources and they were locked up in the earth. But, we had no manufacturing business, we had not even rail communication—or any other—between the places where the resources were to be found and where the center of population might supply enough labor to manufacture them. Such immediate neighbors as the north and the south were not connected by carriers. This was one of the causes of war, incidentally; ignorance, due to a lack of travel, bred hostility.

In a word, we were, then, where Russia is now except that the average intelligence of our citizenship was higher. Industrially we were then about where some countries of South America are today.

One policy, only, was open to us. We had things but no money. We needed money more than we needed the things. So we decided to sell what we had and get the money. We had, at that early date, a notion we should go into the export market as we have done in the last three years. So we adopted the idea of "everything going out and nothing coming in"—except money. We wanted to sell abroad and we built a tariff wall so that nothing could come in.

We expected to get a big export business, but instead we drew one of the most remarkable examples of internal expansion that the world has ever seen. We expected to sell our natural resources, but we found that no European country was particularly interested in our coal, iron, ore, timber and what not. Europe clearly would not buy them, but it was interested in their development; it was perfectly willing to lend us money upon them.

We borrowed that money, always expecting to repay it by selling what we produced while using it. We manufactured things, but, we still could not sell them largely because we were so busy satisfying home needs. Thus we kept on for fifty years, borrowing money abroad and using it

A National Zeal to Produce Has Brought Over-Production and Loss—Our Excellent Mining Conditions and the Use of Machinery Cut the Cost.

to build railroads, open iron and coal mines, hew down forests and all that. Meanwhile we also built great cities and came to have the most astounding civilization in the world—astounding because it got dimensions in such a short time. It got solidity and beauty, too, along with the dimensions.

Underlying all of this, there was one dominant policy for the whole people. It was: "Make two blades of grass grow where only one grew before." Build two miles of railroad where there was only one. Open two coal mines where there was but one. Get two or more factories where there was but one. In a word, our basic ambition was to "produce." We did that in everything.

This idea of production as the chiefest good of the whole people dominates our business, our law, our political economy, our politics, our system of education and even the thought of our pulpits. You cannot read our literature without finding the same ideal protruding from almost every page. It is essentially the ideal of the whole people. What wonder, then, that it should dominate and mould our genius?

How would it be possible for our coal mines, fitting so intimately into every phase of our business, to escape expressing the same ideal. Ours was a passion for production without reason and without definite goal. We produced regardless of our ability to consume. We produced despite towering evidences, at times, that we were overdoing the whole thing. We had so much momentum along the lines of production, there was no checking our progress. Along with the procession, the coal mines produced also. They knew nothing else to do.

The Railroads and Coal.

But the secret of our coal production lies a little deeper. The one thing we needed most was railroads. We needed them to bring the widely scattered districts into closer social relation. We needed them to develop the interior farms and to carry things to the farmers. So, every dollar that we could spare from production was put into new railroad lines.

We built them so fast and we put down so many of them that it was an eternal struggle to make them pay. They were pioneering as far as concerned the opening of new agricultural districts which had not yet come to flower and fruit in the building of cities. Since the sections for which they were built could not support them, something else must. We came, then, to depend upon the opening of coal mines to help pay the running expenses of these carriers.

Naturally, with so much unprofitable (immediately) railroad building, we came to a time when the money needed to finance or refinance these lines was not readily forthcoming. We had to tie something in with the railroads to attract the money of the investor. We decided that this should be the coal lands. Thus we bound the coal acreage and the carriers together in many a financial flotation. And, in the end, the coal lands had to develop mines and the mines had to produce extravagantly to help pay the railroad's interest.

It can be seen that, partly due to our national mania to produce and partly due to the need to give our new railroads some easily increased tonnage, the coal mines came to be worked on most an elaborate scale. We have, in fact, gone so far in that direction we have hardly stopped to ask whether all of this coal production is profitable or how we shall set about making it pay a profit.

A detail of which the American coal producer is vividly aware is that we have opened so many mines we can produce nearly 600,000,000 tons of coal per year for sale and still have the equivalent of all of our mines standing idle one-third of the time. In a word, we could, by merely using the idle time of our miners and the idle mine machinery, produce, easily, 200,000,000 tons more coal than we do.

As this indicates, our coal business has not been profitable. It is not now. It is hardly likely to be so for years to come. This fact is boldly brought out by one of our government

officials who says that of the six states which produce more than eighty per cent of all our coal, but one has ever been able to show a profit, as a state. The other five have not taken in over the counter for their coal what they paid out through the cashier's window for labor, supplies and the like.

As this indicates, the outside world is not getting American coal at a ridiculously low figure because the quality of that coal is low. It is getting our coal at a bargain merely because we have overdone production and are now selling our product at a loss.

In this statement, the American coal producer is not asking the sympathy of the world. All he asks is that his prices shall, being understood, be considered as bargains and not as a condemnation of the product which he has to offer.

Influence of Machinery.

There is another fact which explains these prices. The United States, from the beginning of its industrial development until now, has made such imperfect use of its working force it has always been short of men. That is to say, workers have gone into the coal fields and have become anchored in their employments. There they would get work for only three or four days a week. While not enough to satisfy them, it tied them to the mines and hence kept them out of other employments.

The same thing has been true in our mills and factories. We had so many working places, each with its complement of men, and so little mobility of our working force, except in a few occupations, we have been constantly short of workers. What we have been able to import has not helped us except temporarily.

For this reason, we have depended more completely on machinery than any other nation. Most of the others who are in our class as industrial nations have faced the reverse situation—an overplus of workers.

By depending upon machinery, we have learned to produce extravagant tonnages from single mines. It is, consequently, a small American mine which cannot produce 2,000 tons of coal a day. It is only a moderate sized mine which produces 3,000 tons of coal daily. Our larger mines produce from 4,000 to 6,000 tons. Naturally this helps to cut the cost of production and goes far toward dictating the low prices we name.

Further, our mines are relatively near the surface; have, on the average, thick veins; and, have extraordinary roof and floor conditions. All of these things help to dictate the extremely low prices which we name. As is shown, the quality of coal has nothing whatever to do with the price at which the coal is sold.

Builds More Steamers.

The Clinchfield Navigation Company, of New York, which is associated with the Clinchfield Fuel Company and Clinchfield Coal Corporation interests, will have three more steamers in its coal service out of Charleston, S. C., in 1916.

One of these steamers will be put in service early next spring. This is the British steamer Dunholme of 5,500 tons cargo capacity, which was purchased about a month ago, and which is now undergoing substantial repairs at the shipbuilding plant of Tietjen & Lang in New York. These repairs are of such nature that the steamer will be eligible for American registry when they are completed, so that the stars and stripes will fly from her mast-heads.

On Monday of last week the Navigation Company closed a contract with the Great Lakes Shipbuilding Company of Detroit, Mich., to build two cargo steamships, each to be according to Lloyd's A1 specifications. These steamers are to be of the same model as the George Hawley and Edison Light, built by this same shipbuilding company some two years ago for Boston interests, and which have since been engaged in the coastwise coal-carrying trade. These boats are constructed with a view of having them fitted for any kind of service, and both the Hawley and Edison Light have been in the trans-Atlantic trade since the war brought about such a scarcity of tonnage and such enticing rates.

The new boats are expected to be in service on the Atlantic early next fall. When they are put in service the Clinchfield fleet will number five vessels.

Why Ocean Rates are High--How to Reduce Them.

The world is facing the most serious shortage of vessels in its history. Rates have now advanced to such high levels that one wonders how shippers can pay such transportation costs.

It is worthy of note that, so far, none of the English or American writers have said anything convincing about one of the most glaring causes of our present inefficient vessel service—abnormal detention at discharging ports, especially of coal cargoes.

We, in America, have, during the last twenty or thirty years, been frightened away from embarking in the shipping business by tales of how cheaply Englishmen can operate ships. We have been told that it was but to invite bankruptcy to try to compete with them. Hence, until the commencement of the present war none of the American ships would venture away from the coastwise trade. In the latter they were safe, being given a monopoly by our federal laws.

It is interesting to note here also that notwithstanding the vessels used in American coastwise service, built exclusively at American shipyards, cost from thirty to fifty per cent more than ships of same tonnage built at English yards, and that, moreover, our ships are much more expensive to operate—due to our higher standard of wages and also to the fact that we have to carry more officers and crew than the British ships—our freight charges have been much cheaper on the average than the charges made by British vessels for about the same mileage.

For the years 1909, 1910 and 1911, according to Professor Jevons, an English authority on coal and transportation, the average rate from Cardiff to Bordeaux, about 540 miles, was 4s 8½d. This is about \$1.13. From Cardiff to Diepe, 415 miles, the average was 4s, 5d, or \$1.06.

Now how does this compare with American rates for the same mileage?

In 1914, the average price for transportation of coal between Hampton Roads and Boston, was sixty-eight cents. The mileage is practically the same as between Cardiff and Bordeaux. Moreover, this rate meant the return of vessels one way in ballast.

The above rate was the average of all classes of vessels. No doubt the modern colliers used in this service, carried coal at fifty cents per ton, or considerably under. On the other hand, it is quite possible that the steamers taking coal between Cardiff and Bordeaux and Dieppe, got return cargoes.

Furthermore, a great deal of coal handled along the Atlantic seaboard between Hampton Roads and New England points is in schooners and barges, many of which are antiquated, and consequently do not lend themselves to rapid unloading. Moreover, a great many of the small docks that the barges and schooners take coal to are not equipped with modern coal-handling equipment. Were all of the New England coal-receiving plants modernly equipped, and all coal transported in the new type of colliers, ranging from 4,000 to 12,000 tons cargo capacity, the average per ton for all classes of transportation would be most radically cut from the average of sixty-eight cents per ton made last year in this coastwise trade.

Just now when vessels are commanding from twenty-five to thirty shillings per month per net ton dead weight, as compared with four shillings the prevailing rate before the war, the value of transportation is fully stressed. Therefore, it is entirely within reason to argue that the more trips between certain fixed points that a steamer makes, the greater service it renders and that the revenue return is accordingly increased.

The statement that the foreign countries that import coal have paid during the sixteen months of the European war, enormous premiums upon their inadequate discharging and storing facilities for coal, is entirely supported by facts.

For many years the shipping world have fixed a speed of nine to ten knots per hour as an economic speed for a tramp steamer when loaded, but little attention has been paid to the dock question in most of the ports where tramp steamers trade, as it has been argued that the detention of a steamer ordinarily chartering at four shillings per ton deadweight capacity per month, is not so heavy as to offset the cost of providing and operating modern discharging equipment, and but few ports in those foreign countries that import coal have discharging facilities that will enable them to discharge a ship at a greater speed than 500 tons of coal per day. There are probably a half dozen exceptions where

A Study of American Port Methods Gives Us Good Reason for Entering the Foreign Trade, While Using Ships Owned and Operated by Americans.

an average of 1,000 tons per day is reached, these exceptions being mostly in the cases of large industrial or railway plants, who have some idea of the value of quick dispatch. Of course at most places the ship pays a premium for discharge above a fixed tonnage per day, which is usually 500 tons at most of the ports, and 300 tons per day at others.

It may be a very broad statement, but it will no doubt be supported by facts if the proposition were tried, that the tramp steamers that are now engaged in moving coal between the Atlantic seaboard ports of the United States and the South American and Mediterranean ports, could transport fully twenty per cent more coal per year than they are doing at present were they enabled to dock promptly, and discharge their cargoes say in not exceeding two days at destination.

Prior to the war, charters as low as nine shillings from America to the Mediterranean had been made on coal cargoes. For a long while the range of rates was between twelve and fourteen shillings. Today the lowest rate quoted is around ninety shillings. America has built and is still building the most modern docks for loading coal into cargo steamers, and no matter how large a cargo steamer may be, it is possible to give it a full cargo and full bunkers at any of our principal ports within a working day. On the Great Lakes, by means of modern equipment, 12,000-ton coal steamers are discharged within a working day, and some of our coastwise plants at ports that receive coal by water, as in the case of Boston, have discharging facilities that average 1,000 tons per hour per steamer. If, for instance, Rio and Buenos Aires in South America, which ports take the greater part of the tonnage that we are now exporting to this country, had discharging facilities that would enable them to unload the average tramp steamer, say 6,000 tons cargo capacity in two days, the saving accomplished on a steamer of this capacity at the present charter rates, would mean at least eight days or \$12,000. The average time of a steamer from Hampton Roads to Buenos Aires is three weeks. This means that a steamer taking a cargo at Hampton Roads in one day, would take up twenty-one days in reaching Buenos Aires, and according to present methods, about twelve days to discharge. Say that it came back in water ballast taking twenty-one days, the round trip would consume fifty-five days. Say that ten days were saved in discharging and you would find a ship making a round trip in forty-five days.

The distance from Hampton Roads to Rio de Janeiro is approximately 4,500 nautical miles. A cargo steamer making ten knots per hour would take about nineteen days to make the run. Say that the steamer takes 6,000 tons of coal, and is discharged at the rate of 500 tons per day, and she would lay twelve days discharging, exclusive of Sundays. This would mean fourteen days. Let us say that she could discharge in two days, and allow her one Sunday, and she would be in port only three days. Making twenty-two days from port of origin of cargo to destination and completion of discharge. This would mean a saving of ten working days, or at the rate steamers are today being chartered to take coal to Rio, about \$22,650 on the voyage.

The freight rate on coal to Rio at this writing is fifty shillings per ton. It therefore costs \$72,500 to transport a 6,000-ton cargo of coal to Rio. Figuring the time of the vessel actually employed in this work, and we have thirty-two days, divided as follows:

	Days.
Taking cargo.....	1
At sea.....	19
Discharging	12
	32

Divide the cost of the charter, \$72,500 by thirty-two, and we have the cost per day of the steamer, of \$2,265. But, argues the shipping man, you must allow something for the time the steamer consumes in reaching the loading port. We will do this, and see how it looks.

A great number of steamers that take coal from America, come to American ports, either Hampton Roads, Baltimore, Philadelphia or New York with cargo. If they then go to the Roads for

coal, the time consumed need not be longer than two days. Say that they come in ballast from the other side, and we would add twelve days. This would make a total of forty-four consumed in taking a cargo of coal from Hampton Roads to Rio, or at fifty shillings per ton freight, about \$1,650 per day. Ten days saved in discharging would therefore mean a saving of \$16,500. This is quite a nice sum when one considers that prior to the war a 6,000-ton steamer chartered at about \$6,000 a month, or \$200 per day.

Let us see what modern discharging facilities would mean at Genoa, where a great deal of American coal is now going.

The distance from the American coal ports to Genoa is about 4,200 miles. Thus a steamer traveling at the rate of ten knots per hour would make the run in 420 hours or under eighteen days. Taking twelve days to discharge a 6,000-ton steamer here, we would have the trip consume in time, about thirty-one days. Allow twelve days for steamer to come on in ballast for cargo, and we would have forty-three days consumed on the trip. At the present rate of freight to Italy, about eighty shillings, we have a 6,000-ton cargo of coal costing about \$120,000 for freight. This would mean about \$2,800 per day as the cost of the ship.

Willard, Sutherland & Co.

Effective January 1st, the coal business of Willard Brothers, a well-known New York house, and the Atlantic & Eastern Coal Company, owned by the same interests, will be consolidated under the name of Willard, Sutherland & Company. The principals of the new firm are Le Baron S. Willard, who is now the senior member of Willard Brothers, and John E. Sutherland, who has been associated with the firm since it was organized about ten years ago. Mr. Sutherland has been a partner for the past five years. No change in ownership or management is involved. The company will maintain its present offices at No. 8-10 Bridge street, New York.

The steam and bunkering business of Willard Brothers have grown very rapidly of late, and they are now shippers of a large tonnage of high grade Pennsylvania and West Virginia coals, being financially interested in Pennsylvania and West Virginia coal properties.

In addition to its general trade with large industrial consumers throughout the east, the firm does an important bunkering business at all of the principal Atlantic ports, and are also prominent in the export trade, being large shippers through Hampton Roads of the well-known New River and Pocahontas coals. In Europe, they are represented by Gueret, Gait & Co. Ltd., of London and Paris. They also represent a line of coal depots, which enables them to contract for the supply of bunkers at foreign ports in all parts of the world, being American agents for James Burness & Sons of London and other foreign companies.

Buys Pacific Mail Ships.

NEW YORK, December 13.—The American International Corporation by interests connected with the National City Bank and other prominent financiers today announced the purchase of the entire remaining fleet of the Pacific Mail Steamship Company, consisting of seven steamships.

In this venture the corporation has secured the cooperation of William R. Grace & Co., importers and exporters between the United States and South America, who are represented on the board of the new International corporation.

Incidentally by the step the last fleet of vessels under the United States flag on the Pacific ocean will not suffer complete disintegration.

The statement issued by officials of the American International Corporation says:

"Since the organization of the American International Corporation appeals have been made to it to take up the situation, especially with a view of saving, if possible, the shipping service between Pacific ports and the west coast of Central America. The San Francisco Chamber of Commerce and the business men of the coast, it was learned, have protested seriously against the breaking up of the fleet.

"In order to maintain the shipping service with Central America so that trade relations can be continued the fleet has been acquired and will be kept intact, enabling a continuance of the service for the present."

The Proper Size of Coal for Locomotive Use.

The railroads in the United States, comprising more than 225,000 miles of railway, burn approximately twenty-five per cent of the total bituminous coal production of the United States. The total output has been averaging, for the past few years, around 500,000,000 tons per year. This means that American railroads burn each year around 125,000,000 tons of coal, or more than one-third of the entire coal production of Great Britain.

The supposition, naturally, is that as coal is such an item of expense, the railroads use it as economically as possible. It is to be supposed that every known means of reducing the use of coal and securing the greatest results will be employed. Such has been the case. There can be no dispute on that score. The American railroads are today getting more value from the coal they burn than do the railroads of any other country, with the possible exception of Germany.

It was not surprising, therefore, that some months ago, one of the big French railway systems sent their chief engineer to America to study our railroads and how they secure the best results from the coal they burn upon their locomotives.

In this connection, it is interesting and significant that many of the railways in foreign countries which have sent their coal specifications to American coal exporters recently, have, with few exceptions, asked for lumpy coal. In many instances, "double screened" coal has been requested. Americans have heard many stories as to why foreign railways want lumpy coal. In none of these has the question of economy been brought up. One of the principal reasons given for the request

for lumpy coal for locomotive purposes is that the firemen find it easier to fire the lumps than the fine or run of mine. That the grate bars used on most of the foreign operated locomotive are so widely separated that the fine coal falls through, and is, therefore, an almost total loss. Whatever may be the case it is unquestionably true that, until a few years ago, Americans made but little progress in selling coal to foreign railways. That they have made such material increase in exports to foreign railways during the past two years, is chargeable directly to the fact that they have been able to convince certain foreign railway interests that the economy in fuel consumption comes from using the fine or run of mine coal.

That Americans have not gone in extensively for screening coal for locomotive or general stea muse is due to the fact that American coals, as a rule, are "cut" out of coal measures. That is, some coal is left for the roof and some for the floor of veins, so that only pure coal is brought to the surface. For this reason it has not been necessary to screen it.

On the contrary it is charged that the "double screen" habit originated in certain of the foreign coal fields, where coal was cut directly from between fire clay measures, and screening became essential if a clean product was desired.

The result of the study of the American railway and the coal consumption questions by the French railroad engineer is said to have been his conversion to the plan of utilizing fine coals for railway purposes. This will unquestionably be the verdict that any unbiased engineer will arrive at from a similar study.

W. A. Marshal & Co., New York, Clearfield, Philadelphia, Baltimore.
Wittenberg Coal Co., New York, Clearfield, Philadelphia, Baltimore.
Punxsutawney Coal Mining Co., Philadelphia, Clearfield, Philadelphia, Baltimore.
New Central Coal Co., New York, Georges Creek, Baltimore.
Thorne, Neale & Co., Philadelphia, Georges Creek, Baltimore.
B. Nicoll & Co., New York, Cumberland, Baltimore.
B. Nicoll & Co., New York, Georges Creek, Baltimore.
B. Nicoll & Co., New York, Davis, Baltimore.
B. Nicoll & Co., New York, Youghiogeny, Baltimore.
Pittsburgh Coal Co., Pittsburgh, Pa., Youghiogeny, Baltimore.
Westmoreland Coal Co., Philadelphia, Westmoreland, Baltimore, Philadelphia.
Keystone Coal & Coke Co., Philadelphia, Westmoreland, Baltimore, Philadelphia.
Keystone Coal & Coke Co., Philadelphia, Greensburg, Baltimore, Philadelphia.
Berwind-White C. M. Co., Philadelphia, Westmoreland, Baltimore, Philadelphia.
Dexter & Carpenter, New York, Westmoreland, Cambria, Somerset, Baltimore, Philadelphia, New River, Newport News, Pocahontas, Lambert's Point.
Thorne, Neale & Co., Philadelphia, Cambria, Baltimore, Philadelphia.
Alden Coal Mining Co., New York, Fairmont, Cambria and Somerset, Baltimore.
Skeele Coal Co., New York, Clearfield, Cambria, Somerset, Baltimore and Philadelphia.
Stonega Coal & Coke Co., Philadelphia, Stonega at Charleston.
Whitney & Kemmerer, New York, Wicova at Charleston; Cambria and Somerset at Baltimore and Philadelphia.
Hartwell, Lester & Clitter, Inc., New York, Pocahontas, Lambert's Point; New River, Sewall's Point and Newport News; Fairmont and Westmoreland at Baltimore; Somerset and Cambria at Baltimore and Philadelphia.
A. Sidney Davison Coal Co., New York, Cambria, Clearfield and Fairmont at Baltimore and Philadelphia.
Chesapeake & Ohio Coal Agency, Boston, New River at Newport News.
Gano, Moore & Co., Philadelphia, New River, Sewall's Point and Newport News; Pocahontas at Lambert's Point; Fairmont, Somerset and Cambria at Baltimore and Philadelphia.
J. J. Hobbs, New York, Pocahontas at Lambert's Point; Fairmont at Baltimore and Philadelphia.
Willard, Sutherland & Co., New York, New River, Newport News and Sewall's Point; Cambria at Baltimore, Philadelphia and New York.
Western Fuel Company, San Francisco, Wellington, British Columbia.

The Pocahontas, New River, Georges Creek Somerset and Cambria coals are known as low volatile coals. Splint is a gas or high volatile coal. Clearfield is a good steam coal but running higher in volatile than the other coals above named. Fairmont is a gas or volatile coal, and is used for both steam and gas making. Youghiogeny and Westmoreland are also well known gas or volatile coals. Clinchfield and Stonega are volatile coals, running around thirty to thirty-two percent, and have many uses. Alabama coals are of various grades. The volatile is around twenty-eight to thirty and in some cases the ash runs very low.

These coals take the following freight rates from the mines to loading ports:

New River to Sewall's Point and Newport News, \$1.40 per gross ton. Splint or Kanawha coals, to Newport News, \$1.50 per gross ton. Clinchfield and Stonega to Charleston, \$1.40 per gross ton; to Norfolk (Lambert's Point) \$1.50 per gross ton. Pocahontas takes rate of \$1.40 to Lambert's Point. Georges Creek takes \$1.18 rate to Baltimore; Somerset, Cambria, Cumberland and Clearfield, \$1.18 to Baltimore; Fairmont, Pittsburgh, Youghiogeny and Westmoreland, \$1.43 to Baltimore; Colver, \$1.18 to Baltimore, \$1.25 to Philadelphia. Alabama coals take an average rate of \$1.10 from mines to Mobile or Pensacola per net ton. These rates apply to coal going into export, bunker coals in some instances taking a higher rate.

Coal Shipping Ports and the Rates Applying.

To show the foreign reader at a glance where the principal coals suitable for and going into export and bunker trades are loaded, and who ship them, the table below has been prepared.

Houston Coal Company, Norfolk, Va., Pocahontas, Lambert's Point.
Pocahontas Fuel Company, No. 1 Broadway, New York, Pocahontas, Lambert's Point.
B. Nicoll & Co., No. 149 Broadway, New York, Pocahontas, Lambert's Point.
Smokeless Fuel Company, No. 1 Broadway, New York, Pocahontas, Lambert's Point.
Crozer-Pocahontas Company, Philadelphia, Pocahontas, Lambert's Point.
Castner, Curran & Bullitt, Inc., No. 1 Broadway, New York, Pocahontas, Lambert's Point.
Hasler Bros., Norfolk, Va., and New York, Pocahontas, Lambert's Point.
Flat Top Fuel Company, Bluefield, W. Va., Pocahontas, Lambert's Point.
Chesapeake & Ohio Coal & Coke Company, Norfolk, Va., Pocahontas, Lambert's Point.
Berwind White C. M. Co., New York, Pocahontas, Lambert's Point.
Pocahontas Coal Sales Company, Cincinnati, Ohio, Pocahontas, Lambert's Point.
West Virginia Coal Company, Richmond, Va., Pocahontas, Lambert's Point.
New River Coal Company, Charleston, W. Va., New River, Newport News and Sewall's Point.
Berwind White C. M. Co., New York, New River, Newport News.
Chesapeake & Ohio Coal & Coke Company, Norfolk, Va., New River, Newport News and Sewall's Point.
B. Nicoll & Co., New York, New River, Newport News and Sewall's Point.
Clinchfield Fuel Company, Spartanburg, S. C., Clinchfield, Charleston and Lambert's Point.

Hasler Bros., Norfolk, Va., New River, Newport News and Sewall's Point.
West Virginia Coal Company, Richmond, Va., New River, Newport News and Sewall's Point.
C. G. Blake Company, Cincinnati, Ohio, New River, Newport News and Sewall's Point.
White Oak Coal Company, Newport News, Va., New River, Newport News and Sewall's Point.
Castner, Curran & Bullitt, New York, New River, Newport News and Sewall's Point.
Chesapeake & Ohio Coal & Coke Company, Norfolk, Va., Splint, Newport News.
West Virginia Coal Company, Richmond, Va., Splint, Newport News.
Castner, Curran & Bullitt, Inc., New York, Splint, Newport News.
Wyatt Coal Company, Charleston, W. Va., Splint and New River, Newport News.
Island Creek Coal Sales Company, New York, Splint, Newport News.
White Oak Coal Co., Newport News, Va., Splint, Newport News.
Consolidation Coal Company, New York, Fairmont, Baltimore.
Hutchinson Coal Company, Philadelphia, Fairmont, Baltimore.
New Central Coal Company, New York, Fairmont, Baltimore.
B. Nicoll & Co., New York, Fairmont, Baltimore.
W. A. Marshall & Co., New York, Somerset, Baltimore.
Brothers Valley Coal Company, New York, Somerset, Baltimore.
Berwind-White C. M. Co., New York, Somerset, Baltimore.
W. A. Marshall & Co., Cambria, Baltimore.
Berwind-White C. M. Co., New York, Cambria, Philadelphia.
Pennsylvania C. & C. Corp., New York, Cambria, Philadelphia, New York.
Pennsylvania C. & C. Corp., New York, Clearfield, Philadelphia, Baltimore.

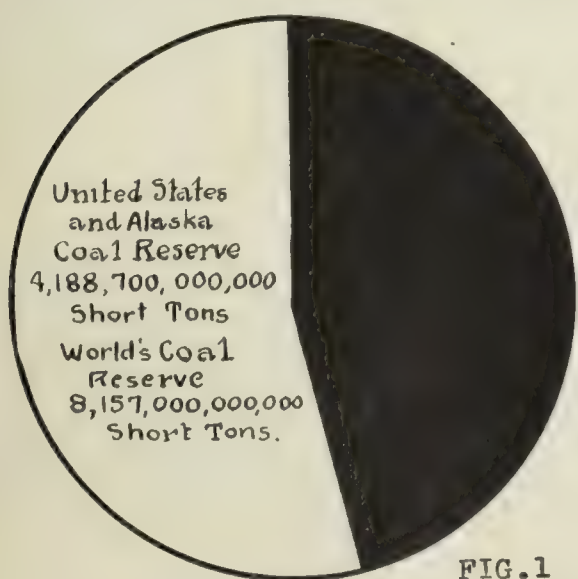


FIG. 1

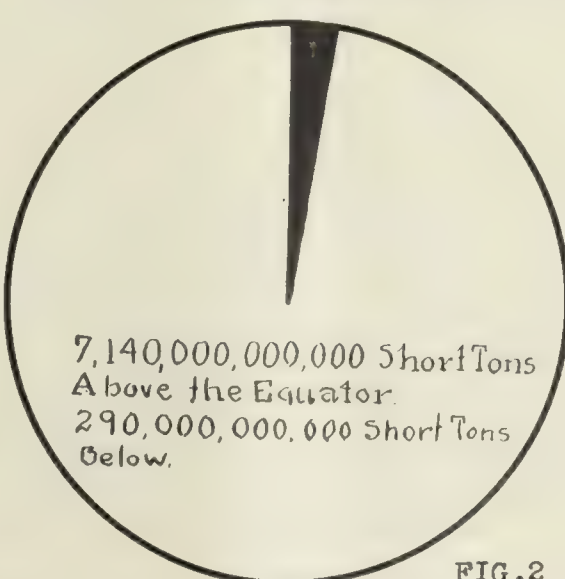


FIG. 2

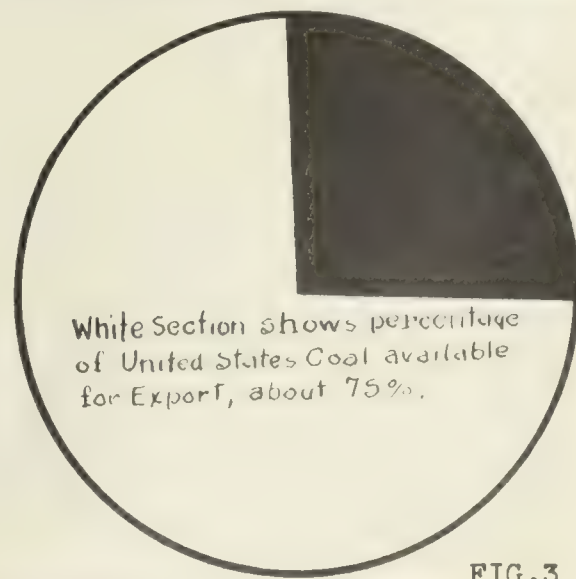


FIG. 3

Three Charts Which Tell Their Own Story—America Has the Coal Reserve of the World—Most of it is Near Tidewater.

Opening of Panama Canal Permanently to Traffic.

Naturally ship owners and coal contracting firms throughout the world are interested in the Panama Canal, and await the latest word as to when it will be reopened for commerce. The Panama Canal was first opened for traffic in August, 1914, and slides occurring in Culebra cut have occasionally closed it, but only for a few days at a time until October 14th, when a slide of such size appeared that the Canal was closed. At the moment it is still closed and predictions as to when it will be reopened are made hesitatingly.

The latest information from Panama is under date of December 8th. A wire on that day said that but fifty feet of earth locks the channel in Gaillard cut, so rapid has been the work of the dredges. It was expected that this miniature cut, less than twenty feet high, would be removed in a few days. This wire stated that while prospects are that the waters of the two sections of the canal will speedily join each other, there is no expectation that the channel can be made ready for the passage of ships for many weeks. It was further stated that a more cheerful spirit over the outcome of the dredging work and probability of definitely overcoming the twin slides in the Gaillard cut at an early date, is being manifested by the canal engineers, including Col. Goethals.

On December 4th, Col. Goethals sent a long report from Panama to the Panama Canal office at Washington on the recent slides in the big ditch. In this report, he estimates that from 7,000,000 to 13,000,000 cubic yards of earth will have to be removed from the cut before the slides are entirely stopped. He believes that the amount will really prove to be about 10,000,000 cubic yards.

It should not be inferred, however, he says, that the Canal must be closed for ten months or until this large amount is taken out, for it is the intention to pass ships as soon as a navigable channel is opened with a fair prospect of maintaining it. He does not volunteer a statement as to just when this will be completed.

General Goethals in the first part of his exhaustive report discusses the causes of the earlier slides, the theories offered in explanation of them, and the steps taken to check the movement of the banks and bottom of the ditch. Then he comes to the slides of October of last year and their treatment. He says in part:

"Ships were passed through the canal when a channel of sufficient width and depth was dredged through Cucaracha slide, and when there was a very reasonable hope of maintaining it. In this respect there was no subsequent disappointment, and the dredges were completing their work in this locality when, on Oct. 14, 1914, without any warning, a section of the east bank north of Gold Hill settled vertically 20 feet. This section measured 2,000 feet along the prism face and extended back about 1,000 feet from the axis of the canal, generally along an irregular curved line.

The top of the bank was from 300 to 350 feet

It Is Delayed by Recent Slides and the Date When Shipping May Pass Is Not Set—Report of Col. Goethals, Governor of the Canal.

above sea level, and the extension of the ground eastward was relatively flat country. In the settlement the upper portion that broke away remained practically parallel to its original position, and the benches which formed the upper part of the slide had not changed their relative positions, though they were badly broken up, while the lower strata were squeezed out across the canal.

"Subsequently the broken mass moved into the cut, reducing the depth of water from 45 feet to 9 inches at one point. Until August, 1915, the dredges were able for the most part to keep up with the movement as it came down and probably would have been able to maintain this condition had not a movement occurred on the west bank, necessitating work on this side to the detriment of the east side.

"A crack was found on the slope of Zion Hill in June, 1914, but observations made upon it showed no movement and the solidity of the hill was never doubted. Subsequent to the break on the east side, a gradual but general breaking up of the west bank followed, and the crack on the slope increased in size and new ones developed farther up the hill, until finally one extended to elevation 480, the limit of the present break. The movement into the cut from the west bank occurred early in August, 1915, when a section of Zion Hill broke away and settled down. The edge of the break on this side is also a curve.

"The movements from the two sides are toward the central portion of the inclosed area, and at this central portion is the obstruction to the channel. It first appeared as an island forced up from the bottom, then as a peninsula projecting from the east bank, and, finally, was pushed entirely across the channel, completely closing it.

"The dredges in attacking the closure have made little headway thus far, for any gain was offset by a movement in the vicinity or in the rear of the dredges, forcing them to withdraw and begin again their approaches on it. These successive movements are due in large measure to the rains, which were above the average through October. The amount of material blocking the Canal at this locality could be easily removed in ten days but for the recurring movements. When a cut is secured through this mass and it can be held, some idea can be formed of when the passage of ships can be resumed, but until this is accomplished it is impossible to make any predictions.

"Sluicing the obstruction is producing some results, and the nozzles are being increased and streams with greater pressure are to be put at work, to force the material to the dredges and to draw down the material which is the cause of

obstruction. This sluicing, however, will not decrease the amount of material to be handled by the dredges. In the meantime, the dredges not employed on the obstruction are working to the north of it digging the channel to full depth and as much wider than the prism as is necessary to remove those portions of the slide.

"In moving toward the cut the material on the east side is forming into a succession of waves, which move gradually into the prism. The one that occupied part of the channel in October is being dug away, except at the obstruction, another has formed in its rear, and still another is forming up the slope of the hill. This material in moving down has at the same time taken away the support of the overlying rock on the north side of Gold Hill, which, being seamed, becomes overbalanced and breaks away, producing the same results as occurred on the south face of Gold Hill during the removal of Cucaracha slide.

"On the west bank the wave effect is also evident. Here the bank was pushed forward horizontally into the channel, followed by a settlement of the mass. The benches in some portions still maintain their relative position with respect to each other, but the ground in their rear settled, forming sink holes on the side away from the prism. There is some movement northward along the axis of these depressions into the prism. The southern portion of this west bank has come to rest, but projects into the channel.

"The breaks in the vicinity of Culebra cut were handled by excavations in the prism and by steam shovels lightening the banks above; at Cucaracha a great deal of material was diverted from the prism by sluicing. When the break of Oct. 14, 1914, occurred and examination was made to ascertain if relief could be afforded by either of these methods, but neither was practicable for the east bank.

"The configuration of the ground made it impossible to sluice any material away from the prism. Steam shovels and trains could not operate on any portion of the broken mass, which was incapable of giving them necessary support, and so far as concerned the stretch of ground between the break and the limiting crack, it was in such condition that before preparations could be completed for beginning work it would be broken up so that steam shovels could effect nothing; subsequent developments have verified this. No further cracks or indications of a further extension eastward have occurred, and judging from past experience the existing limits are definitely marked, the farthest section being 1,300 feet from the east water line of the Canal.

"Similar investigations were made with regard to the use of steam shovels and sluicing operations on the west bank. The configuration of the ground is such that all the material in the present movement will be taken away long before the area involved could be reached. Like the east side, sluicing away from the direction of the prism is impracticable.

"The conclusion reached, therefore, was that



Government Coaling Plant at Balboa, Canal Zone, Showing Progress of Work of Construction on September 15, 1915.

the only method of handling the slides on the two banks is to remove the material from the prism by dredges as it comes in. The breaks on the two banks are clearly defined, and judging from experience with other slides and breaks, the limits of the movement have been reached.

"Mr. MacDonald, the geologist formerly employed, passed through here on his way to Costa Rica three weeks ago, and, after going thoroughly over the slides, reached the same conclusions as to the limits to which the sliding would take place, and the methods employed for handling the material. His profession, his intimate knowledge of the formation of the locality, and his experience with the various slides and breaks make his opinions on the subject of value. He also expressed the belief that the troubles due to slides would end with the removal of the material from those in progress.

"When the break occurred in October, 1914, and the subsequent breaking up of the west bank became evident, it was decided to augment the dredging fleet by another fifteen-yard dipper dredge and three 1,000 cubic yard barges, all of which are now in service, and the dredges are handling at the slide nearly 1,000,000 cubic yards per month at a cost less than 30 cents per cubic yard.

"As to the amounts involved, it is difficult to make any reliable estimate. As already stated, when the break occurred at Cucaracha in 1913, it was estimated that 2,000,000 cubic yards were involved, but before the movement ceased 4,679,238 cubic yards were taken out by steam shovels and dredges, in addition to upward of 1,000,000 cubic yards of material which would have entered the prism had it not been removed by sluicing.

The length of the slides, which are directly opposite each other, is approximately 2,200 feet (the channel through which is navigable with the exception of 600 feet); the banks are 300 to 350 feet above sea level on the east and extend up to 480 feet above sea level on the west. The area of the territory affected on the east side covers 81 acres and on the west side 78.5 acres.

"Assuming that all material, lying above planes extending from the outside limits of the bottom of the prism, reference 40, up to the limits of the breaks, will move into the Cut, 7,000,000 cubic yards will have to be removed before the slides are entirely stopped. Mr. Comber, Resident Engineer of the Dredging Division, assumed a surface parallel to the surface, existing on Oct. 14, the date of the last complete survey, and forty-five feet below it, on which basis 13,000,000 cubic yards would be the quantity to be handled. He thinks, however, that a mean between the two amounts may be more nearly correct, which was the method of arriving at the 10,000,000 cubic yard figure which has appeared in the press. It is at best only a guess.

"It must not be inferred from this that the Canal will be closed until this amount is dredged, for such is not the case; on the contrary, it is the intention to pass ships as soon as a channel is secured through the remaining 600 feet, and there are reasonable grounds for assuming that a channel through the obstructed area can be maintained.

It is certain that the troubles are due to the failure of underlying strata because these were unable to bear the weight that the banks brought upon them. Under the circumstances it is difficult to understand the impression that has gained credence in some quarters that a sea-level canal would have avoided the difficulties encountered, since the cutting would have been through the same material, but at least eighty feet deeper.

"It is also certain that nothing can stop the movement now in progress until the angle of repose is reached for the materials under the conditions that exist, and that this can be reached only by removing the excess amount of material. If experience counts for aught, then that gained in the handling of the slides and the breaks that have occurred along the line of the Canal leaves no doubt that the means adopted and now in use will effect a cure in the slides that now close the Canal; furthermore, that when cured no further troubles need be anticipated from slides in this locality."

Acting Chief Geographer.

Secretary Lane has ordered the transfer of Mr. R. B. Marshall, chief geographer of the Survey, to the position of superintendent of the National Parks, effective at once, and to continue during the balance of the fiscal year.

Mr. Sledge Tatum has been designated acting chief geographer and he will continue to serve as geographer in charge of the Rocky Mountain division.

Rates on Bunker Coal for 1916 Are Uncertain.

At this writing, those who supply bunker coal on the Atlantic seaboard are undecided as to what schedule of prices will obtain at the Hampton Roads ports over 1916. This inability to decide brought about largely several months ago by the notice given by the three railroads serving these ports, that rates on bunker coal would be advanced twenty-eight cents per ton, effective January 1st. The Hampton Roads shippers took issue against the attitude of the railroads, inasmuch as the railroads serving Baltimore, Philadelphia and New York assured their shippers that rates on bunker coals to these ports would not be advanced. The Hampton Roads bunker suppliers saw their trade drifting to the upper ports in case the southern railroads insisted on an advance, and consequently these railroads decided that for the time being no changes in the Hampton Roads bunker rates would be made.

However, they have not so far given shippers assurance that rates will remain stationary throughout the year 1916. Therefore, such shippers as have entered into contracts over the year have in most instances inserted clauses which will protect them in case the railroad rates are advanced.

The railroads, it is stated, take the position that they are compelled to abide by the decision of the Interstate Commerce Commission, which has authority to prescribe rates, and that should the commission at any time decide that the railroads create a differential between coals intended for bunkers and those for exports, that they would be forced to make immediate revisions in their freight tariffs.

The Interstate Commerce Commission in the case of a complaint brought before it on the part of some of the shippers at a Gulf port, decided that bunker coals were not entitled to an export rate, but should take the local rate, which in the case of Hampton Roads, makes a difference of about twenty-eight cents per ton. The export and "beyond capes" rate to Hampton Roads is \$1.40 per gross ton, and this has always been the rate on bunker coals supplied foreign vessels. The local rate on road to Hampton Roads ports intended for domestic distribution is \$1.50 per net ton. If this rate were enforced, it would make the bunker rate \$1.68 per gross ton.

Contractors for bunkers for vessels engaged in the foreign trade that call at the Atlantic seaboard ports, particularly New York, Philadelphia and Baltimore, should bear in mind that the present high prices being asked at these ports for spot lots of coal are abnormal. Coals that come to Baltimore, Philadelphia and New York ports are now affected by a shortage in coastwise transportation, which has brought about such a scarcity of coals in New England that mine prices in the Pennsylvania bituminous fields and in the northeastern fields in West Virginia have advanced in the past few weeks from fifty to one hundred per cent. This condition may continue for some weeks, perhaps for months, unless the transportation question can be righted. This situation is directly chargeable to the general shortage of vessels in the foreign trade, which has caused the diversion of a great number of schooners and other vessels that are at ordinary times available for handling coal coastwise.

It will no doubt be interesting to the foreign coal man to note that while prices on the Pennsylvania and eastern West Virginia coals moving through the ports above named have advanced so radically that there has been no advance in the prices of New River and Pocahontas coals that move through Hampton Roads ports. This is due to the fact that the New River and Pocahontas coals cannot move by rail east of the Potomac River, on competitive rates of freight, and as long as there is a shortage of water transportation to take these coals to New England ports, which is their natural market, prices will remain easy, unless a larger outlet to the west can be obtained. While the west is calling for a great deal of New River and Pocahontas, due to the enormous quantity of shipping in every direction, the railroads are not able to supply shippers with the cars that would be needed to materially increase their shipments west. Added to this, exports have fallen off about fifty per cent from the summer tonnage, because of the shortage of vessels, and this also accentuates the easy position that the New River and Pocahontas shippers find themselves in at the moment.

However, it is only in extreme cases that foreign vessels calling at Baltimore, Philadelphia and New York have to go out into the market and buy spot coals and pay the high prices prevailing at the moment for same. Most of the owners who send their vessels to these ports have

contracts with regular bunker suppliers, and so far these suppliers have taken good care of their customers. These suppliers in no few instances are forced to buy spot coals at prevailing prices, because of the great congestion of general merchandise at our tidewater ports, and the shortage of equipment provided by the railroads for moving coal from the mines.

In this particular, it is interesting to quote from the bunkering number of "Fairplay," the well known London shipping paper, which under date of November 18, in writing of the bunker situation, said:

"We must say that during the war, American coaling contracts have been fulfilled in the most honorable manner. The coal contracted for has been shipped with good dispatch, and we believe that we are correct in saying that not one single complaint has been made by owners. Considering the enormous differences in prices as between the highest levels touched in Wales, and the contract prices in the United States, it is greatly to the credit of the United States suppliers that they have so honorably fulfilled every contract, for everyone knows that contractors could cause much trouble by declaring inability to supply through partial stoppages or strikes, railway delays and causes beyond their control. No advantage has been taken of such points as these."

We might add that so far THE BLACK DIAMOND has not heard of any complaints from the foreign shippers over the quality of bunkers that are being supplied at our ports. Americans returning from Europe during the past month have complained at the delay in arrival of their steamers by saying that two or three days in some instances were lost because of poor coal supplied on the other side, or that slow time was made because the captains wished to economize on coal. Questioning the economy of slow time, right now, when vessels are worth three or four times what would be their average worth per day in normal times, several shipping men in position to know have told us that the ships are being supplied at some of the European ports with bunker coals from the English mines that are inferior to the coals supplied in normal times. The statement is made that the better grade coals are not available for bunkers, due to the fact that most of these coals have been requisitioned for government purposes. Also, recently, there have been some very bad gales on the Atlantic and a good many steamers have been compelled to put in to Bermuda to get bunkers enough to bring them to our ports.

The bunkering business at New York and Philadelphia has been very good for the past two or three months, due to the great number of steamers calling at these ports for grain and munitions. The Russian government is shipping a great deal of heavy tonnage through New York and Philadelphia to Vladivostok. The steamers taking these cargoes have to take large bunker supplies here, as well as most of the steamers taking cargoes to ports where the supply of coal is uncertain. However, with freight paying so handsomely, some vessel owners are stinting on taking more bunkers than are absolutely required to get them to destination.

Some interesting figures showing bunker coals supplied the foreign vessels for a number of years are given elsewhere in this issue.

Colorado Mine Commission.

PHILADELPHIA, December 15.—The President's Mine Commission to inquire into conditions in the Colorado fields, will leave for Denver on December 26 and there will take up the various phases of the coal mining problems which have been a source of disagreement for the past couple of years. The personnel of the commission is, Seth Low of New York, Charles W. Mills of Philadelphia and Patrick Gilday, the well known representative of labor in the Pennsylvania fields.

The commission has written to Governor George A. Carlson of their intention and have asked that any assistance which will expedite their inquiry be offered. It is the intention of the members of the board to carefully review the scope that is offered by the new industrial board of the state of Colorado and go over the new plan and working agreement of the Colorado Fuel and Iron Company's new agreement with its men. Various other lines of inquiry have been mapped out, but are tentative with conditions which are met when the commission commences this actual work in the field.



Double Tippie Loading Arrangement at Arno Mines.



Where Contentment Reigns Supreme—Keokee, Va.

Coal Offerings of the Stonega Coke & Coal Co.

Forty square miles of coal lands, which by outcrop, bore holes and openings are known to run in uniform seams from five and a half to seven feet and a half in thickness.

A capacity production of four million tons a year possible under existing conditions.

Enough coal to last, at the present rate of production, for the next two hundred years—and then some.

Coal of a quality which in its own wealth of argument has placed it as a premier in the east, west and south.

A geographical location which gives entry to southern, middle western and eastern markets and precludes a fore-shortening of car supply.

Five essentials to make a trade story worth while. It is like taking the last throbbing chapter from the end of a novel to thus detail the meat of what is to follow, yet the foregoing is part and parcel of the story of the Stonega Coke & Coal Company's immense operations in Wise and Lee counties, Virginia.

Let us, then, get back to Genesis—

Working in Veins Which Produce Excellent Coal for Coke Making, Gas Producing and Steam Generation, It Has Plants with Which to Prepare the Product.

start at the beginning. The business of the Stonega Coke & Coal Company started, as its name would indicate, as a coke proposition. Its mine at Stonega was one of the first to be opened in the Virginia coal fields. From this the analysis showed that the coal was high in volatile, low in sulphur and had the component parts to make good coke. In existence today is one of the early reports on the coke product. The comment declares it "to have the purity of Pocahontas and a structure excelling the Connellsville."

Came a time, about ten years ago, to be specific, when a combination of railway facilities and a reputation that the coke made was an opening wedge for the free sale of the coal that can be, and is, produced at the mines of the company. New openings brought in new lines of

coal to be placed on the market. The range that is offered by the Stonega people runs, at the present time—good gas coal, good steam coal, and good domestic coal—metallurgical, foundry and furnace coke with a national reputation for excellence—and any bituminous proposition which can offer this need not take a back seat in any mining congregation.

Yet there are other worlds to conquer, according to the way that the officials of this corporation look upon their product. At the present time about 10 per cent of their coal goes to tidewater. Actual tests made of Stonega coal show that it will fill bunkering purposes and export requirements. The opening of the Southern Railway's new coal pier at Charleston, S. C., offers a new channel to the markets of the world, and Stonega coals are to play even a bigger part in producing the steam that propels the ships which sail the sea and drives the wheels of industry abroad.

Agents of the company have placed before the foreign buyers the point of interest that the coal from the Stonega



Tipples Nos. 1 and 2 With Trackage at Roda Mines.



No. 1 Tipple and Braize Bin at Stonega Mine.



Portion of Coke Ovens at Stonega Mines in Operation.



Railroad Yards at Osaka With Tipple in Distance.

regions contains. The first ship to be bunkered from the Charleston pier sailed away with Stonega coal in her holds—not that she was the first ship to use Stonega coal, but the first to be bunkered at a pier where it could be had of free access. "Stonega Bunker Coal" it was—coal that for bunkering purposes will soon make a name for itself. While high in volatile, Stonega cokes sufficiently in the firebox to produce tremendous heat and still can be so heavily fired that its popularity with firemen and stokers grows in direct proportion to its use.

Of its export and bunkering possibilities one of the strong points that has been put forth is its excellent storage qualities. On numerous occasions quantities of this coal have been placed in stocking piles and there has never been a trace of spontaneous combustion. One storage pile of 40,000 tons, under extreme weather conditions, stood for nine months, near Greensboro, N. C., without a sign of heating.

The Stonega Company is a young man's organization. At its head is Daniel B. Wentz as president. In the early days of operation of this company he was a resident of Stonega and he is so familiar

with the region that much of the company's progressive policy can be laid to his association with local conditions there. Vice-president Dr. John S. Wentz has so long been associated with coal production and has been so prominently connected with the development of the Virginia coal field as to make comment unnecessary. Vice-president Otis Mauser, who directs sales and traffic, has long been associated with the properties. Vice-president and General Manager Everett Drennan was for years associated with another large coal corporation, and was instrumental in the development of a great area in the Eastern Kentucky fields. Vice-president Wm. C. Kent of Wyncotte, Pa., concludes the directorate of the Stonega Company. Ralph E. Taggart, general superintendent, is a son of the first general superintendent of the company and also the man for whom the Taggart vein was named. The younger Taggart has been intimately associated with the operating end of the interests the whole of his life.

William Johnson & Co. are the representatives of the company, and have charge of the bunkering of ships, which is done at Charleston, S. C. Mr. Johnson

recently made a trip abroad to explain the merits of the coal and meet with foreign agents.

One of the strong selling points of Stonega coal is its comparative freedom from dirt or refuse. All of the mines—Arno, Clover Fork, Imboden, Keokee, Roda and Stonega—are drift mines. Of the commercial characteristics of the veins, the Imboden seam, which is mined at Arno, Imboden, Osaka and the Stonega mines, is, in the run of mine, an excellent steam and coking coal. In the sized coal it gives excellent results for domestic use.

The Taggart vein, which is found in the Keokee and Roda mines, is the company's highest grade of gas coal. Where mechanical stokers are used, the smaller sizes have given utmost satisfaction to users. Its big, blocky lumps takes odds from no other coal for bunkering purposes. It is also an excellent coking coal.

A feature of tipple inspection is used at the mines of the company, and as one phase deals with the commercial end it will be taken up here and the mine inspection later. The sales department maintains an inspector at each tipple and on each battery of coke ovens, who



Keokee Tipple and Slack Bin at Keokee, Va.



Block Coal Ready for Shipment From Stonega Mines.

watches carefully every car of coal and coke that is loaded and has strict orders to refuse shipping instructions for any or all cars which are not up to a strict standard.

In addition, the company maintains a testing chemical and physical laboratory with the latest apparatus, and daily samples are taken and tests made of coal from all of the workings. This brings us to the point of the physical make-up of the coals as mined by the company. Below is given, for comparative purposes, recent analyses:

STONEGA OR IMBODEN VEIN.

Moisture	1.19
Volatile matter	32.74
Fixed carbon	59.67
Ash	6.40
Sulphur	0.757
B. T. U.	
(as received)	14119
(dry basis)	14289

RODA OR TAGGART VEIN

Moisture	1.12
Volatile matter	34.4
Fixed carbon	60.9
Ash	3.58
Sulphur	0.48
B. T. U.	15183

PROXIMATE GAS ANALYSIS FROM RODA COAL.

Hydro carbon	4.20
Carbon monoxide	5.40
Hydrogen	50.18
Methane	32.73
Nitrogen	7.49
Specific gravity .....	.38
British thermal units per cu. ft. gas.....	.661
British thermal units per pound coal.....	3,298
Gallons coal tar per ton.....	13
Pounds sulphate ammonia per ton.....	26
Cubic feet gas per ton	11,200
Per cent coke per ton	63.8

Two things stand out today in the sale of coal—two things vital and essential—after the cardinal point of cost. The first is quality and the second is preparation. When He who made the mountains and the seas finished His task, modern man's fuel was left tucked away far below the surface. Like wine, age improved its quality. So, when it is brought to the surface, the work of the Master Hand is over and the human must do its bit. At the mines of the Stonega Coke & Coal Company all of the latest and improved methods of mining and engineering brains can produce are being lavished on this fruit of the bowels of Mother Earth.

A first principle in mechanical efficiency is the production of the highest

volume of power at the lowest minimum of cost. So, in the production of intensive energy, electricity stands as the vital power to make things move. The Stonega Company, with its supply of virgin coal, looked elsewhere than at home from which to obtain its "juice." It could be had at a lower cost.

From the Kentucky Utilities Company it has contracted for a supply of power sufficient and adequate to supply all of the needs of its six mines in this field for the present and, if needs be, any requirements that the future may hold. This electrical company, which is under the management of Samuel Insull of Chicago, has increased its plant at Pocket, Va., in order that any demand made upon it can be met. Even more, it is also connecting this plant with high tension provisions with its other equipment at Verrilla, Ky., and no matter what mishap may befall, this will insure a continuous supply of power.

Most modern forms of transmission are used in bringing the current the thirty miles across country, and once on the property of the Stonega Company, the very latest means of transforming the high voltage to the various requirements is to be found.

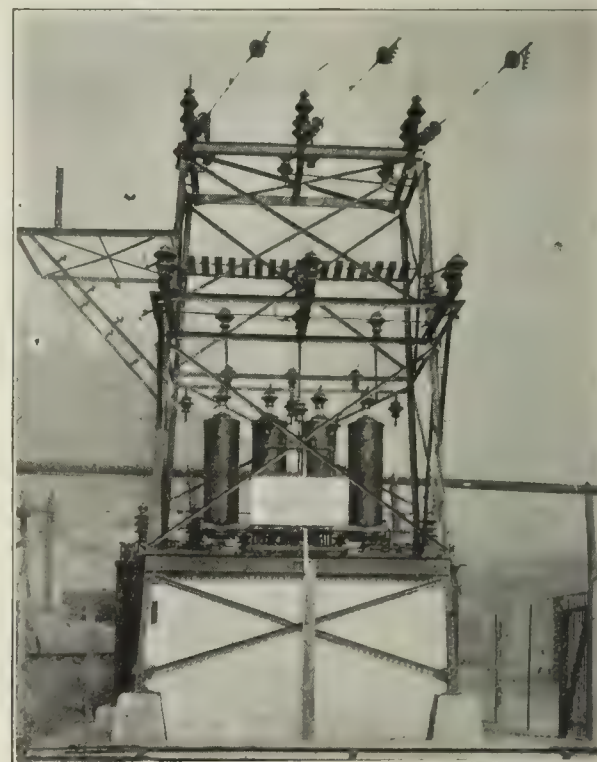
The DC. stations are placed underground and as near the center of the load as possible, insuring good voltage at terminals and on all power circuits. The voltage is transmitted to each of the company's plants at 33,000 volts, where it is reduced to 23,000 volts and then taken through bore holes to the underground DC. stations, where it is again reduced through transformers to 196 volts. Then it is converted into direct current, 250 volts, by Westinghouse rotary converters—two to a station—of 300 kilowatt capacity. Though this is an electrical technicality, it is used here in explanation that those who are familiar may see that there is a sufficient and ready current to use at all times for the motors and the large number of various types of coal cutters which are in daily use in the mines.

In this connection it might be said that all mining machinery is electrically driven. Undercutters of the latest pattern and model do the bulk of the work. A big four-and-a-half-ton top cutting ma-

chine with a twenty-four foot arc is a giant among this species. High speed electric locomotives are used to bring the coal out from all headings.

All six of the mines are equipped with fire-proof fans and most modern systems of mine ventilation. All of the fans employed are reversible and of sufficient capacity to assure good, fresh air at the face of all workings. These, usually, are run exhausting in the summer and blowing in the winter, and if free use of steam to humidify the atmosphere inside is necessary, attachment of this equipment can be made at a moment's notice.

In that we now have the coal on the surface, let us return to the inspection, two forms of which are employed, inside and at the openings. Heretofore it has been mentioned that the sales depart-

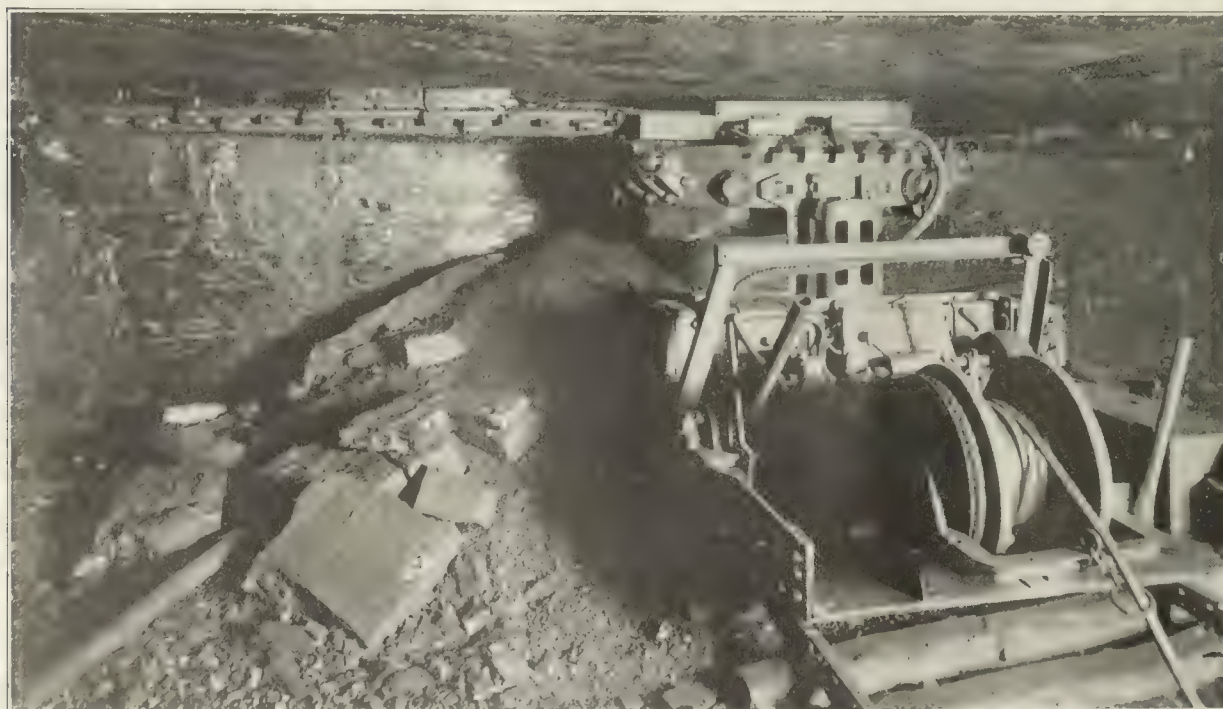


Type of Outside Sub-station in Use.

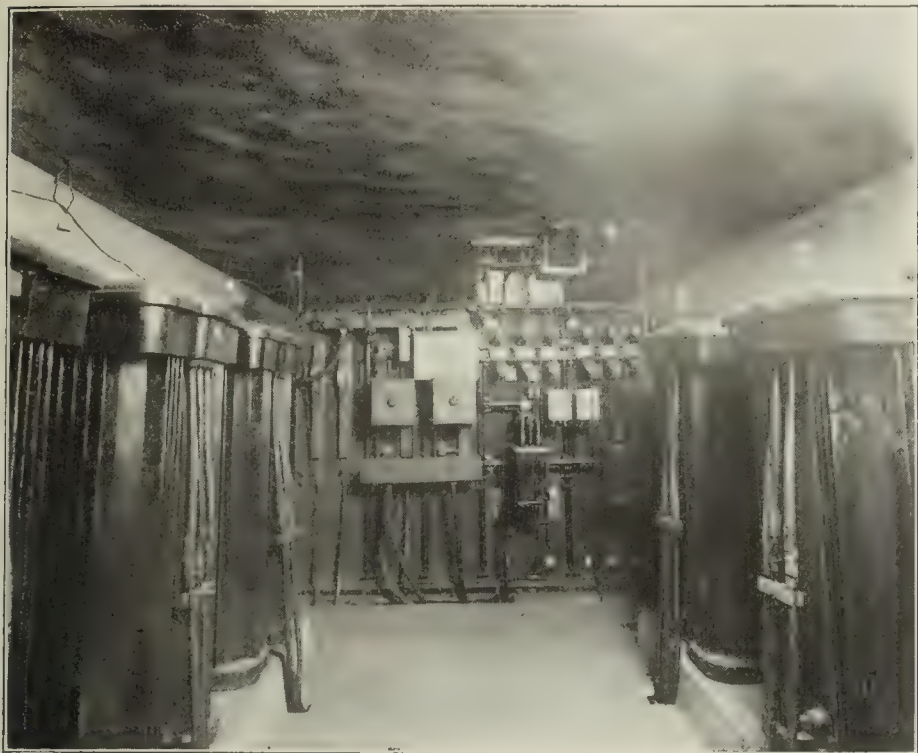
ment has a man whose eagle eye is on all coal and coke loaded into railroad cars. "Inside" inspectors are constantly "on the job" to scrutinize the coal as it goes into the mine cars. A lay-off or a discharge is the penalty the miner draws for persistently loading refuse. At the tippie still another inspector takes one loaded car from every twenty, reloads it a shovelful at a time with extreme care. Any dirt or refuse found here means penalization for the miner. There is no side-stepping this, and the miner is going to right his idea of what is wanted if he has to pay for continued carelessness.

All of the tipples are equipped to make three sizes of coal—lump, egg and slack. The lump passes over the shaker screens with perforations four inches wide by nine inches long, where it meets with traveling loading boom, which deposits the coal in the cars with a minimum of breakage.

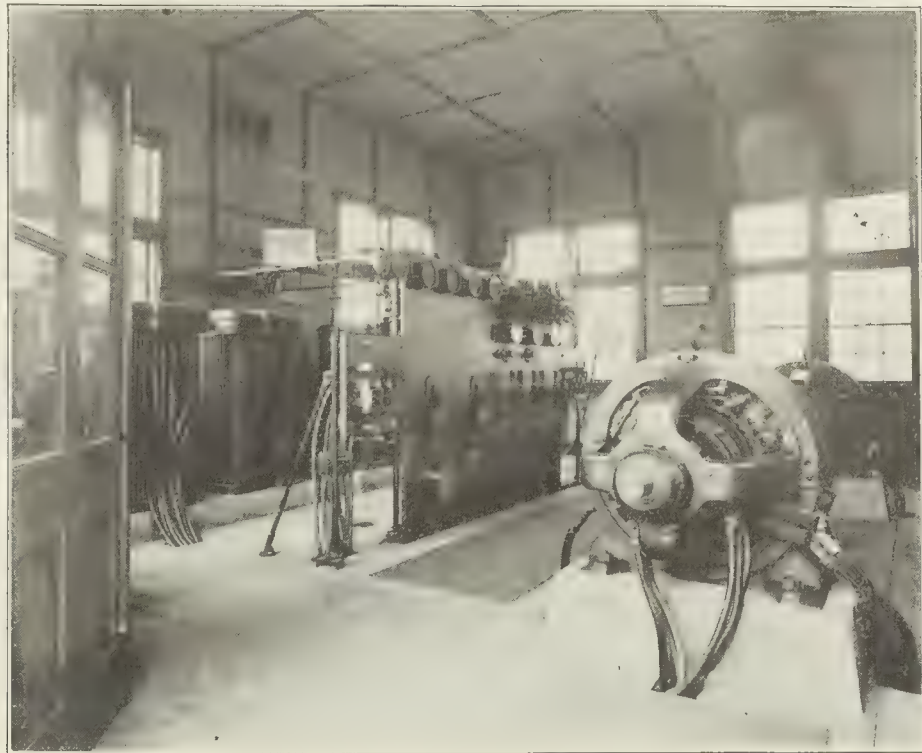
As has been intimated, coke has played a great part in the upbuilding of the business of the Stonega Coke & Coal Company, and it would scarce be fair to proceed further without telling something regarding this product. The ovens are of the bee-hive type and have a capacity of between 92,000 and 93,000 tons a month. Roda coke, which is manufactured from the coal produced at the Roda and Keokee mines, is in great demand



Top Cutter at Work at Company's Mines.



Rear View Showing Transformers in Underground Station.



Interior View at Outside Substation Imboden, Va.

from companies manufacturing gas and it is also very attractive to manufacturers of high-grade iron. It is exceptionally low in sulphur and ash and contains practically no phosphorus. Foundrymen also are heavy users of this coke and especially those at considerable distance from the ovens, who find freight rates a consideration. The extreme purity of the Roda coke leaves a minimum of freight to be paid on fuel and it commands a premium price in all markets.

Coke from the Imboden vein has always been in demand by both furnace and foundrymen on account of its low sulphur and excellent structure. This coke, as is Roda, is loaded entirely free from braze or ash. On account of its large lumps, much better service can be had from it than from the finer cokes. All of the Stonega Company's cokes for foundry consumption are loaded with lump middles and from six to eight walls to the car—built of large lumps. This makes separation for the foundryman and if he desires he can lay the larger of the coke aside for use in the bottom of cupolas. Its structure is such that it will support tremendous burdens.

Experts who have passed upon the

merits of the coke and coal of the company awarded it gold medals at the St. Louis and Jamestown expositions. Now, then, a word about the geological formation of the coal.

The Stonega Coke & Coal Company's coal lands, comprising an area of approximately forty miles, are a part of the Virginia coal fields and lie in the southern edge of the incline between Powell River on the south and Pine Mountain on the north. On this property the strata dips about three degrees to the northwest, with very few local disturbances. The lowest vein, the Imboden, occurs in practically the whole area and the other coals occur in a decreasing area toward the top of the Black Mountain, where the highest coal, the High Splint, has an area of not quite two square miles.

The coal beds in this section belong to the same period as the measures known as the Pottsville Conglomerate series, or No. 12, in western Pennsylvania. In the Pennsylvania field these measures carry four workable seams, namely, Upper Mercer, Lower Mercer, Quakertown and Sharon coals, below which is found the Pottsville Conglomerate; the total thick-

ness of the series above the Pottsville Conglomerate being a maximum of only about three hundred feet.

In this field the series has thickened greatly, and beginning at bottom shows intervals as follows: Lee Conglomerate (corresponding to Pittsville Conglomerate), one thousand feet interval, consisting of sandstones, shales and small coal seams, above which comes the Imboden coal seam. Above this seam is another interval of two hundred feet, and then we have the seam known locally as the Wilson seam as mined at Keokee. This seam has been correlated with the Harlan seam of southeastern Kentucky and the Rockhouse coal of the Kentucky River. About two hundred feet above this seam is the seam known to the coal trade as Roda. This seam is variously known as the Taggart, McConnell, Keokee, Killioka and Darby. After about one thousand feet interval, we find the limestone coal, known as such from its proximity to a persistent bed of fossil limestone, varying in thickness from one inch, to eighteen inches, and found throughout this field about fifty feet above the limestone coal. Three hundred and seventy-five feet above this is



Undercutting Coal in Stonega Company's Mines.



Miners Loading Coal From the Roda Mine.



Type of Permanent Construction of Stonega Mines.



Approach and Entrance to Arno Mine.

the Cornett coal, and seventy-five feet above this is the High Splint, the highest of the coals in this series and occurring only in the top of the ridges on this property. This makes a series in this property about three thousand feet in thickness, or ten times the thickness that is found in the Pittsburgh field.

After considering the geological formation of the Stonega fields as a whole, it might be well to turn attention to the individual history and characteristics of each of the six mines which are operated by the company.

The Stonega Mine.

The Stonega mine proper was first exploited in 1891, and for four years little more than prospecting work was done. In 1895 arrangements were made and a plant started to convert the coal into coke, and actual shipments were commenced in 1896. The total producing capacity of this mine has risen to 60,000 tons a month since that day. The coal is on the Imboden seam and runs from six to seven feet in thickness. Main track haulage is by motors, though mules are used to gather the coal from the butts. Inside electrical equipment gives free use

of high-power mining machinery within. Outside two tipples, fitted with screens, give free access to the cars on the tracks below. Sufficient yardage is in connection to allow one day's storage of empties and loads. Being the first of the coke ovens located in this field, the Stonega plant is really the "daddy" of that industry in this section. Here are located 666 bee-hive ovens in which coke can be made from either run of mine or slack coal. These have a total production of 35,000 tons a month.

The Osaka Plant.

This opening was first made in 1902, and is also on the Imboden seam and is of the same general characteristics as the Stonega mine, the vein running from six to seven feet in thickness. The production of coal here is running about 35,000 tons a month. It is also electrically equipped, with motor haulage in the main heading. At this plant the company has 400 coke ovens, which can convert run of mine or slack coal to a capacity of 22,000 tons a month. Here are located elevating devices for the coking of coal which has been transported from any of the other mines of the company.

At the Arno Mines.

Arno is another of the mines of the company where mule power is used to gather the coal, but other than this, electric equipment is used throughout. High-powered motors carry out in the neighborhood of 45,000 tons of coal a month from the workings back from the two openings of this mine, which is also on the Imboden seam. The tipple is equipped for handling the three standard grades of coal and the yardage capacity is sufficient to allow a one-day's storage and empty-car supply. This mine was opened in 1907.

Imboden Plant.

This is one of the plants which was opened by other than the Stonega Company. It was opened by the Imboden Coal and Coke Company in 1902, and shipments were first made in 1903. The plant was taken over by the Keokee Consolidated Coke Company, and in 1910 was acquired by the Stonega corporation. The capacity of this mine strikes a tonnage of 45,000 a month and, as its name indicates, it is on the Imboden seam. There are storage yards here for a one-



Rotary Dump in Operation at Keokee Tipple.



Loading Boom in Operation at Roda Tipple.



Loading Stonega Coal on a Ship at the Charleston, S. C., Dock.



A Near View of the Mechanism on the Charleston, S. C., Dock.

day supply of cars above and below the tipple. The company also has 320 coke ovens located here, which have a producing capacity of 17,000 tons a month.

The Mines at Keokee.

These, with three openings, were acquired from the Keokee Consolidated Coke Company in 1910, and here is found a difference in the veins as mined in the preceding locations. What is known as the McConnell vein locally and elsewhere as the Taggart or Roda seam, as well as the Wilson seam, is on this property, the thickness of which varies from five and a half to six and a half feet. Here the company has tunneled through the mountain to the Kentucky side in order to give natural drainage. Since the plant was opened in 1907, many improvements have been made, so that there is now complete electrical equipment with a producing capacity of 45,000 tons of coal a month. Cutters, motors and lines to all parts of the mine are served with electric current.

The Roda Workings.

Last, but by far the least is this mine, which is the pride of the properties of the company. The Roda is a generous producer and puts 80,000 tons a month at the hand of the consumer. She has two mine openings, made in 1903. The character of the coal is of the Taggart seam and runs uniformly from six to seven feet. A double tipple arrangement, both well equipped with latest types of shaker screens and loading booms, prepares the three standard grades of coal shipped from there. Yardage is so arranged that there is always a day's supply above and below the tipple.

From the foregoing it can be seen that the total capacity of the six mines of the company ranges about 325,000 tons a month, or well onto four million tons of coal a year. Some dubious person may offer a skeptical quiz on the last statement upon the grounds that twelve months is a long while to work a group of mines up to averages or capacity production. It is well to remember that the records of this company show operation for years together without the loss of a working day.

This also brings about a necessary explanation as to the labor conditions in their fields and the methods by which the company is able to assure itself of as many working days in the year as the calendar affords. Fifty-fifty, in present-day slang indicates that a thing is half-and-half; then labor in the Stonega territory can be considered thirty-thirty-thirty. That is, one-third is foreign, one-third is white American and one-third negroes. "Whether our foreigners go on a holiday, our 'niggers' on a jubilee, or our whites get drunk, you can see that we are pretty well assured of two-thirds of the men turning up on any and all occasions," was the facetious explanation that one of the officials made.

John Fox, Jr., the novelist, lives in Big Stone Gap, where the general offices of the company are located and in many of his word paintings he has faithfully described the natural beauties of his native heath. Far be it that this humble writer attempt to improve upon his excellent work. Suffice it to say that if rugged, picturesque Mother Earth is conducive to a man's contentment, the miners should have what many a millionaire has cut capers with his dollars to find.

Add to this all of the conveniences that the human craves for and you have the conditions which obtain in the care of the employee. Churches of all denominations dot the hillsides, distributed by creed to minister to the particular wants of the inhabitants. In ministers the range is from the shouting parson for the colored folk to his Greek church brother in the cloth. Motion picture halls, lodge meeting places, free library, pool rooms, and even bandstands and parks are the provisions made to satisfy those who crave entertainment.

While the company maintains eleven stores, scattered over their fields, each located to be of easy access, no attempt is made at the compulsory commissary system. Competitors range side by side with these and the miner always has the option of dealing where he pleases. Company doctors are always at his beck and call, and centrally located—at Stonega—is the company hospital, well equipped

for minor and major operations and with competent nurses in charge. First-aid work and safety-first instruction have been one of the lines of uplift into which the miners have heartily entered, and over 150 men showed their skill in the open competition which was held in Big Stone Gap on July 4 of last year. Stonega Company teams also made their bid for honors in the open state competitions of Tennessee and Kentucky.

Within the past four years over 200 miles of macadam roadways have been laid in Wise county. These connect all of the Stonega Company's plants. Not alone is this an attractive feature for the company, but for the employees as well, for in this section, as well as elsewhere, there are numbers of the miners who have their own autos and enjoy a spin after working hours.

Lumber for the use of the company, be it for building a hen-coop or a commissary store, a tenant house or a mine car, is manufactured at the company's mill, which will turn out about 5,000,000 feet a year. A planing mill in connection dresses all lumber needed in interior work. It has been said that the company can build everything about the tenant houses except the window panes.

Machine shops are located at each plant, with a large central plant and foundry at Stonega, where all the heavier work is done, so that there is no delay in replacing anything from an intricate electrical part to a heavy pier of bar iron.

While labor is a cornerstone in assurance of supply to consumers, and the foregoing is an attempt to show that there is plenty of care taken to make living conditions attractive, yet there is another thing which the Stonega field excels in—getting its coal to market. That is the all-important item of car supply.

Two main lines enter the field, viz: the Interstate Railway and the Virginia and Southwestern, which is a subsidiary of the Southern Railway. For its total trackage the Interstate has a higher percentage of rolling stock than will be found elsewhere on independent lines, and the V. & S. W. is by no means stunted. Add to this the fact that these

initial carriers have shipping connections with the Southern Railway, the Louisville and Nashville, the Norfolk and Western, and the Carolina, Clinchfield and Ohio, and it will be seen that the bane of the operating man's existence—lack of empties—becomes a fly-bite in comparison with other worries.

The tidewater outlet for this coal has been a source of study for the company's officials for some years. Through the energy of the executive officers of the Southern Railway Company, there has been established pier equipment at Charleston, S. C., which is to make that city one of the notable coaling stations of the world. With only seven miles to sea, Charlestown is bound to be a favored port of bunkering for both foreign and coastwise steamers. Hundreds of miles closer to South America and closer to Spain and the Mediterranean ports, this presents prospects for exports that are already being realized upon. A freight steamer bound from South American or Gulf ports to English Channel ports will average a day and a half sav-

ing, and a steamer bound to Mediterranean ports will average three days saving if it bunkers at Charleston instead of bunkering at Norfolk. The long established and well known firm of William Johnson & Co. is the exclusive bunker agent of the Stonega Company at Charleston. With two of the mines—Keokee and Imboden—on the lines of the subsidiary of the Southern Railway, and the other four having direct connection with it, coal can be moved to the shipping port in a week without any bother. Where fast time has to be made, even this can be reduced. From the Stonega fields the freight rate carried for export coal is \$1.40 to Charleston. At this port the company has tugs and ocean-going barges to transfer coal to the ports north or south.

Lambert's point, the ocean terminal of the Norfolk and Western Railway, is the other tidewater shipping point for the outlet of these coals. The connection is between that line and the Interstate Railway at Norton, Va., from which there is a haul of a little over 100

miles to Bluefield, where the main line of the N. & W. is met. Coal has been sent to this port in four days, though six is the average time required for delivery. Stonega export coal at present takes a freight rate of \$1.65 to Lambert's point.

Still another source of car supply to tide is afforded through connection with the Carolina, Clinchfield and Ohio. From the terminal of the last named road at Spartanburg, N. C., it has a traffic arrangement over the Southern Railway to Charleston.

The movement south and east, however, is not all—not by a jugful. With a connection with the Louisville and Nashville at Appalachia, Va., and connections either at Louisville or Cincinnati, thousands of tons of this coke and coal moves yearly to radiating points about Chicago, where the reputation it has established among by-product oven plants and blast furnaces and foundries has placed it in a class by itself.

[This article is styled an advertisement to comply with the postal laws as revised August 24, 1912.]

A New Basis Proposed for Chicago's Gas Prices

Early this week officials of the People's Gas Light & Coke Company of Chicago proposed to Mayor Thompson a new basis by which to determine the selling price of gas. The new proposal was in the form of a letter. It follows:

"For many years there has been a succession of controversies between the city of Chicago and this company upon the subject of rates to be charged consumers of gas.

"Previous similar controversies between the city and this company and its predecessors have never satisfactorily accomplished their object, but have caused much expense both to the city and to the company concerned.

"It is our desire to bring the pending controversy to a conclusion, and we believe that this can be done by negotiations between the city and the company far more promptly and satisfactorily than by continued litigation.

"Will you permit us to suggest that you invite the city council through its proper committee to confer with the officers of this company, with a view of determining whether a schedule of rates can be evolved which will be mutually satisfactory. If an agreement can be reached it can then be submitted jointly by the city and the company to the state public utilities commission for approval by that body.

"We have in mind proposing a system of rates graduated along lines heretofore adopted in other cities which would tend to encourage the use of gas not only for domestic purposes but also by local industries, both small and large, and which, in our opinion, can be adjusted fairly and reasonably so as to result in reducing from time to time the selling price of gas through reductions in the cost of its manufacture.

"The constantly increasing price of oil, which is the factor of greatest expense in the manufacture of water gas now supplied by this company, must inevitably call for an increase in the price of gas in the near future, unless the conditions surrounding its manufacture shall be so changed as to enable the company to avoid the increasing cost.

"Gas in the city of Chicago is now supplied according to a prescribed standard of 'candle power'—the highest to be found in any large city in the country. We believe this standard of quality to be unsound. A change of standard to a 'heat unit' basis would permit the manufacture of gas without the use of oil, and would thus place the company in a position to lower the cost and price of its product.

"For heating and cooking and for lighting in burners equipped with mantles the candle power requirement is wholly useless. A high candle power is important only in gas used in old type open flame burners. Only a negligible percentage of the gas now consumed in Chicago is used through these old style burners, and from the standpoint of efficiency and economy to the consumers these old burners ought to be entirely

discarded. They are as much out of date and as wasteful as the old type carbon filament lamp now is in electric lighting.

"The public utilities commissions of Illinois, Indiana, Wisconsin, Pennsylvania, Washington, Oregon, New Hampshire, Missouri, Nevada, and the District of Columbia, after exhaustive study of the question, have adopted the heat unit standard. Other states are considering the change and will doubtless follow their lead.

"If the city is willing to co-operate with the company by eliminating the unwise high candle power requirement it will allow the company an opportunity to erect a coal gas plant on property heretofore acquired for that purpose, and will thereby promote the possibility of future greater reductions in the price of gas. The erection of such a plant, with the regular extension of the company's distribution system, would necessitate an expenditure by the company of not less than \$14,000,000 within the next three years.

"We invite the careful consideration of the city to this subject."

The letter bears the signature of Samuel Insull, chairman of the board, and E. G. Cowdery, president; John J. Mitchell, James A. Patten, and Stanley Field, constituting the board of directors.

Coaling Importance of Honolulu.

The Inter-Island Steam Navigation Company at Honolulu are now operating the only commercial coaling plant in the islands. This plant was installed by the C. W. Hunt Company and consists of two steeple towers, one through tower and cable railway. At the time this plant was installed, some seven years ago, it was considered adequate for the coal handling requirements of the islands for the next twenty-five years, but the islands have shown to be such a desirable coaling station for Pacific shipping that at the present time it is operating practically twenty-four hours a day to meet the demand for coaling. After the opening of the Panama Canal, the present facilities will be entirely inadequate. To meet this condition of affairs, not to mention the future development of Russia, the Inter-Island Steam & Navigation Company, always progressive, have acquired what is known as the Dorsett property, located right in the harbor of Honolulu, and this property will be developed as a coaling station.

The final plant contemplates storing over 100,000 tons of coal, all of which can be reclaimed by machinery. Before deciding upon the method of handling this coal, these people made a very thorough study of the latest and most approved methods of efficient handling of this commodity.

C. W. Hunt Company has installed two steeple towers on Pearl Harbor, Hawaii, for the United States government, and four steeple towers on the

Atlantic side of the Panama Canal, and two steeple towers at the Pacific end of the Panama Canal. These towers are about to be completed, and the towers purchased by the Inter-Island Steam & Navigation Company are similar in design to these recent towers, though the Inter-Island's plant will be electrically operated throughout, and the plant includes in addition to steeple towers equipment, elevated bunkers for reloading to ships. Mechanical reloaders and movable storing and reclaiming bridge, with electric motor cars are used in handling the coal throughout the plant.

The ultimate plant contemplates arrangements for loading six vessels at the same time, with four towers to be used in unloading at the same time. This plant will be, when consummated, the largest on the Pacific Coast, also one of the most completed modern plants in existence. It will be a monument to the officers and directors of the Inter-Island Steam & Navigation Co.

This plant was designed to be efficient and rapid in reloading, as well as unloading, and can unload effectively from any vessel with ordinary hatches (a feature point).

They are now supplying both Japanese and Australian coals, and in the near future use American coal.

The Inter-Island Steam & Navigation Company advise THE BLACK DIAMOND that they do not anticipate that the new coaling plant will take away any considerable business from the Panama Canal coaling plants, and therefore work to the disadvantage of American coals. They state that, under most favorable condition, supplies cannot be landed at their port at a figure low enough to compete with the canal depots, where ships are now supplied with bunkers at the rate of \$6.00 and \$7.00 per ton, which is less than the actual cost of supplies of Australian and other coal C. I. F. Honolulu, and to which must be added the expense of handling same in and out of storage as well as a reasonable amount of profit. Vessels are only calling there for the purpose of replenishing their bunkers and taking only sufficient to carry them on to the next port of call. This is a fact that all shipowners are well aware of and can be verified by inquiry of shipping firms having vessels calling at that part.

American Coal Values.

The subjoined table taken from the United States Government reports, just issued, shows the output and value of American coal for ten years:

Year—	—Bituminous—		—Anthracite—	
	Quantity.	Value.	Quantity.	Value.
1905 . . .	315,062,735	\$334,659,294	69,339,152	\$141,879,000
1906 . . .	342,874,867	381,162,115	63,645,010	131,917,694
1907 . . .	394,759,112	451,214,842	76,432,421	163,584,056
1908 . . .	332,573,944	374,135,268	74,347,102	158,178,849
1909 . . .	379,744,257	405,486,777	72,384,249	149,181,587
1910 . . .	417,111,142	469,281,719	75,433,246	160,275,302
1911 . . .	405,907,059	451,375,819	80,771,488	175,189,392
1912 . . .	450,104,982	517,983,445	75,332,855	177,622,626
1913 . . .	478,435,297	565,234,952	81,718,680	195,181,187
1914 . . .	422,703,970	493,309,244	81,090,631	188,181,399

American Quality of Coal.

(Concluded from page 485.)

100,000,000 tons of coal per year, if there were a demand. We could do this without going further, at home, than taking up the idle time of our plants and men. By expanding our exports to any such volume, our foreign trade would equal the total export coal business of England, Belgium and Germany as those records stood before the war. We do not expect to do any such volume of business, but this statement indicates what a reserve force we have behind our offerings.

American Labor Situation.

The one question which remains to be answered is whether the labor situation here is such that the mines are as dependable on that score as it is indicated they are with respect to their financial resources, their transportation facilities and their abundant productive capacity. A brief statement of the labor situation will clear up that point. Perhaps it will prove convincing.

The entire field which produces Pocahontas, New River, and Tug River coal is non-union. The miners' organization has not yet established itself there. The same is true, to a certain extent, of Maryland and of central Pennsylvania. However, a little more than half of the mines in the central Pennsylvania field are under union control. This means that more than seventy-five per cent of the field which produces the low volatile coal is free of labor disturbances such as spring from union activities.

The mines in the Fairmont field are non-union. Those in the Pittsburgh district which produce a gas coal are unionized. They are subject to periodical interruptions—not more often than once every two years, however—when the wage contract is to be renewed. This next spring this labor contract will have to be renewed. These interruptions of mining seldom last for more than thirty or forty-five days.

In the big gas coal producing district of West Virginia only a very small section of the mining district is under union control. The great majority of the mines are non-union. In eastern Kentucky no labor unions are recognized. The same is true of the mining field in southwestern Virginia. Thus not more than twenty-five per cent of the gas coal field is under union control, and hence subject to interruptions of mining due to labor unrest.

Taking the whole eastern or coal exporting district into account, only about twenty-five per cent is under union control. Even though labor trouble should tie up one-fourth of the mines, the others, owing to their excess productive capacity, could meet the market requirements of all the outside world, as far as American coal is concerned, without one contractor having to default on a single contract.

Even of the unionized district, there is this to be said: The union is trying to make itself national and international in scope. It is going about extending its hold on the mining district according to a well defined plan. It makes a big demand on one district today and then, having won its point, leaves that district until it can bring all other districts up to approximately the same level. Thus it scatters its centers of disturbance, striking in one place today, and in quite another place a year hence. It very seldom delivers two blows in the same place in successive wage periods. Only at widely scattered intervals—the division in point of time is often ten or twelve years—is any general disruption of mining attempted by the miners. Thus, in a broad way, it may be said that only seldom is the American coal field subjected to any serious labor disturbance.

The foreign buyer may, therefore, proceed with the utmost confidence to place his orders here. He may know that if he wants a coal of a good quality the operator who contracts to supply it can either do so from his own mines, or if they should be tied up by a labor disturbance, he can get enough coal to fill his contract from some nearby producing field.

Growth of Our Exports.

(Concluded from page 487.)

brought into the Atlantic from the Great Lakes, and a goodly number of these have been placed in the export coal trade.

To take care of some of its foreign business,

two modern steamers were built for the Consolidation Coal Company, each of 8,500 tons cargo capacity, and these have already been placed in commission between Baltimore and Alexandria, Egypt. A third steamer is now being built for this service.

The Pocahontas Fuel Company interests have had three steamers built and an order has just been placed for the fourth.

The Clinchfield interests have brought around two new steamers from the Great Lakes and placed them in the West Indies trade, and are rebuilding now at New York a British steamer recently purchased, that they will place under American registry.

These companies will, no doubt, increase their coal-carrying fleets as rapidly as they can have steamers built, or acquire by purchase, steamers already in commission.

Exports of bituminous coal from principal Atlantic ports for sixteen months:

	Hampton Roads.	Baltimore.	Philadelphia.	Total.
1914—				
August	294,180	52,786	55,786	402,635
September	432,685	128,178	58,545	619,408
October	196,423	85,152	57,049	338,617
November	163,550	75,998	58,136	297,674
December	132,946	50,712	51,037	234,695
1915—				
January	117,607	89,779	40,648	248,034
February	150,417	79,029	32,794	262,240
March	262,687	76,888	48,646	388,221
April	444,239	193,293	60,207	697,739
May	445,917	232,866	107,645	786,428
June	608,599	305,917	122,379	1,036,895
July	712,955	258,585	167,321	1,138,861
August	628,995	210,700	154,965	994,720
September	603,558	200,926	64,351	868,835
October	441,643	139,562	87,775	669,070
November	334,643	55,343	73,000	462,986
Total				9,460,254

The above figures do not include exports from New York, Charleston and the Gulf ports. Charleston has only recently begun exporting coal, while Mobile and New Orleans have been shipping less than 1,000 tons per month each. New York will run around 2,000 to 3,000 tons per month.

Four Dodge Generations.

The accompanying photograph shows four generations of the Dodge family of retail coal people in Monroe, Wis. The founder of the business, to the left, is just retiring. The new candidate, to the right, is perhaps a trifle too young to be thinking much of coal retailing so far.

The four generations reading from left to right are:

A. C. Dodge, born in Barre, Vt., November 6, 1834.

C. S. Dodge, born in Fulton, Rock county, Wis., July 31, 1861.

Laroy Weatherby Dodge, born in Oakdale, Neb., September 23, 1888.

Wesley Lamont Dodge, born in Monroe, Wis., September 2, 1914.

A. Clarke Dodge started in the coal and lum-



Four Generations of Dodges.

ber business in Monroe, in 1865, and is now actively in charge of the Dodge Lumber Company.

Charles Sumner Dodge started in business in Shullsburg, Wis., in 1882, under the firm name of Dodge & Son. Sold out in 1883, returned to Monroe.

The Dodge Lumber Company was incorporated with A. C. Dodge as president and C. S. Dodge, secretary, in 1893.

In 1899 C. S. Dodge took charge of the Monroe Planing Mill Company and later bought out the same. In 1913 took his son, Laroy W. Dodge, in partnership with him and changed the firm name to C. S. Dodge & Son.

Lackawanna's New Head.

In appointing Chief Engineer Arthur C. LaMonte to the position of general manager of the mining interests of the Delaware, Lackawanna & Western Company, President W. H. Truesdale has again recognized long and tried service in the company's employ. Mr. LaMonte has been in continuous service with the company in various capacities for the last 26 years, and worked his way from the post of chainman on a surveying corps.

Mr. LaMonte was born in East Worchester, N. Y., and came to Scranton with his parents when 14 years old. He was educated in the Scranton schools, graduated from the high school and then entered the employ of the Lackawanna Company at the age of 20 years. In 1903 he was named assistant chief mining engineer. Two years later, when John F. Snyder retired as chief engineer, he was advanced to that position.

Coming to the position of chief engineer soon after the appointment of Colonel R. A. Phillips as general manager, he was of great aid to the latter in modernizing the mining plants of the company, and in all of the moves to improve and build up the various properties he has been foremost.

It had been generally considered that C. E. Tobey, general superintendent of the company, would be advanced to the post of general manager, so the appointment of Mr. LaMonte came as a surprise, he being as much surprised as any one. The fact that he was a practical mining man, and that neither President Truesdale, Vice-President E. E. Loomis nor Superintendent Tobey had practical experience, brought about the appointment.

Mr. LaMonte is well liked by the thousands of employes of the company, and stands high in the city, being a past president of the Engineering Society of Northeastern Pennsylvania.

Proposed Merchant Marine.

In his annual report to Congress, Secretary of the Navy Daniels asked an appropriation of \$500,000,000 covering a five-year upbuilding program for the navy. It is proposed to spend \$100,000,000 annually on various naval constructions.

In his report, Secretary Daniels declares that one of the great needs of the navy is some provision for auxiliaries "properly built and equipped with trained Americans." He asserts:

"A merchant marine with foreign crews is not available for American defense. An American merchant marine, opening new markets, paying its way in time of peace, ready to be converted into a powerful, suitable and efficient naval auxiliary in time of war, is a need that cannot be overestimated.

"The solution for the government is to construct, from time to time, a sufficient and suitable auxiliary fleet, proportioned to the needs of the navy, and to have such auxiliaries operated in commerce during peace times in such a way as will preserve them and train the essential naval reserve men, and while doing this relieve the government of the burden of the cost of maintenance through the income or earnings of the vessels employed in commerce.

"In order to insure the maximum efficiency to our present fleet in time of war we should need 400 merchant vessels for auxiliaries with a total of 1,172,000 gross tonnage. It has been estimated we could draw approximately 800,000 gross tonnage from our present privately owned merchant marine, but most of these ships would not be suitable for the best service, and there would still be wanting 400,000 gross tonnage.

"How shall this need be met? Clearly, the only certain and satisfactory way is for the government to seize the opportunity of providing the necessary auxiliaries by constructing ships for commercial uses so built and manned as to give the navy its essential requirements."



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America's Record Performance.

There is no disposition among American business men to boast of what we have done in the last twelve months in the way of getting ready for a systematic engagement in the export trade. We do not boast of what we have done so far, because every American appreciates that we are just entering the woods instead of coming out of it. We know that we have still much to learn.

Still, we do not depreciate the fact that in the last twelve months we have made astounding progress. This we are not unwilling to measure in public because we believe such a statement as will result will convince the foreign buyer that we can do what we promise. In measuring that progress we keep always in mind and must ask our customers also to remember that we started at practical zero. In the beginning, even the habits of the buyers were against us. Surely the habits of our own people were against our rapid progress so far from home. Further, we had practically no machinery with which to do an off-shore business. In a year this whole record has

changed radically, as a few known facts will indicate.

When we tried, first, to sell abroad, we and our customers were alike conscious of a lack of any credit system; we had not even a plan by which we could get credit information. This was embarrassing because we had to try to make sales while flatly refusing to consider any terms except cash in advance at our own ports. We soon saw that this could not continue, so we built an ingenious credit system. We, at first, got in touch with one buyer who could pay cash. We learned thereby that he was strong enough to be allowed credit. When we had investigated and proved this indication correct, he became a valuable asset because he introduced others who also were of sufficient standing to do business on credit.

We were perfectly safe while proceeding in this way, because we were dealing with big business men. They appreciated that losses due to bad credits must be paid by those whose credit is good. Therefore, no man who intended to do business on credit would introduce another who would not pay his bills. This would penalize rather than reward business introductions.

In this ingenious way we put virtually a community of foreign buyers to work to build the framework of our growing credit system. By this means we got an endless chain of good credit risks abroad. We will have to elaborate upon that system after while, but the foundation principle is so sound we could hardly improve upon it.

We started to sell abroad with exchange against us. The American dollar was not known favorably in the foreign markets even as the obscure coins of small countries are not known here. The only common meeting place for American dollars and coins of other countries was in English pounds sterling into which all money had to be changed in order to effect its transfer to New York. We speedily got rid of that cumbersome method by inserting the local banks of the buying country in place of pounds sterling. That is, they look in the money of their own country and transferred it into American dollars. This inserted the foreign bank into our selling system and relieved both buyer and seller of any need to study the intricacies of the exchange system.

We started the year without any selling organization. We soon began to use our own sales agents who were familiar with our coal, who were interested in the enlargement of our output and in the expansion of our market, and who were financed by us, instead of relying upon foreign selling agencies, familiar with foreign coals, interested in the expansion of the market for foreign coals, and in a sense financed by the producers of those foreign coals. The instant we adopted the plan of selling through salaried representatives, we were led to study the needs of foreign buyers as those were dictated by their local customs, the equipment of their plants, and their arrangements for receiving coal. This is leading us to think about solidifying our selling agencies that we may simplify the cost of gathering this information and that we may, by uniting the capital of the selling organizations, erect docks which will give the kind of service that is required at principal points. This is going to lead us in the end to the construction of ships fitted nicely into the requirements of those docks.

As this indicates, we are making tremendous progress toward getting ocean trans-

portation for our own coal. The astounding statement is made that, in a year, America—if the lake tonnage is included—has come to occupy second place in the shipping world as to boats in service. If we do not, presently, occupy first place, it will be surprising. America is now committed to an expansion of her foreign trade. To assure that we are planning to loan money on an elaborate scale to countries where we expect to do business. Our financiers, who are committed to a loan of one-half billion at least, know that this program cannot be supported unless we have ships. These they are already beginning to provide.

Paying the Fiddler.

The foreign coal importer has paid dearly, since the outbreak of the European war, because he had not prepared himself by providing docks to unload economically and handle coal on shore. Before the war, when freights were cheap, and delay at unloading ports meant very little, it was all very well, perhaps, to stumble along with antiquated and slow systems of discharging. But the loss of tonnage by destruction and the employment of such an enormous amount of tonnage by the governments has left such a small merchant fleet that there are not enough vessels to go around. Thus many countries which import coal are paying freight rates that make the cost of the delivered product out of any reasonable proportion to the cost at the point of production.

In carrying coal the vessels now in use could easily carry twenty per cent more tonnage than they do, were it possible for them to be discharged at anything like the rate of speed customary in America. This twenty per cent saving in tonnage would naturally mean a reduction of like percentage in freight costs. This, then, measures the cost of the lack of proper docks at European ports.

There are other things to consider. For example, what are the English coals going to cost after the war? Again, what are ocean freight rates going to be?

Every one familiar with shipping believes that as soon as the present rush of grain and war munitions is over, the tonnage situation will be much relieved. However, the European countries, devastated by the war, are going to rebuild as rapidly as possible. To do this, it will be necessary to import great quantities of raw and finished materials. Consequently, there will be demands for tonnage. Moreover, there will be a disposition on the part of no few countries to go a little further toward preparedness than they have done heretofore. This will mean that certain countries will have a lot of work for their merchant ships to do. There is no promise that merchant vessels now under requisition to their native governments, are to be returned to commerce.

The United States government is committed to a policy of preparedness that means, for the next five or six years at least, that our naval and ordnance work will be carried on. This program will call for importation of a great deal of raw material. What this country is proposing and is committed to do, will no doubt be followed closely by the European countries. These countries will have greater needs to import ores and other materials than we.

Moreover, it is certain that no longer will the English tramp steamer roam the seas in a position to name a rate that will give it the business, irrespective of what other vessel owners may ask. England is spending \$25,000,000 per day as her part of the war. Her subjects have got to pay the enormous debts that this war is piling up. Her two great big industries, coal and shipping, cannot evade their part of this burden. What is this burden going to mean to them?

No one dares predict. Some authorities say that English coal after the war, will not be mined for within four shillings per ton of what it cost prior to the war.

And as for shipping. England has lost many ships. While English ship-owners today are getting rates that Captain Kidd would not have thought of asking, one-half of what they secure, over a normal rate, is being taken by the government as a war or income tax. This tax is not going to be materially reduced when the war is over.

Whether the tax be direct or indirect, the English coal operator and the English vessel owner must pay their fair share. This will mean that, for years to come, there will be no English vessels offering for time charter at four shillings per ton, deadweight per month, as was the case up to August 1, 1914.

Another point, English ship yards will no longer be able to turn out merchant vessels as cheaply as was the case before the war. In fact, they are going to find it hard to turn out ships as cheaply as Americans were building them with high-priced labor and high-priced materials prior to the war. Cost of shipbuilding on both sides of the Atlantic will be equalized. There is a chance that Americans may, eventually, build ships just as cheaply, if not cheaper. They have not, heretofore, gone into shipbuilding as an international proposition. They have built only for domestic use, for lake or coastwise service, where navigation laws have protected owners from foreign competition. Now, we are building for the world. As some of the biggest men in steel and banking have gone into the shipbuilding business, we may look for some developments that will make America a shipbuilding power.

Finally, the war has given English labor a taste of better wages. England stands, therefore, committed to paying her workmen more than she has ever done. This means that she must secure better prices for her coal and her shipping, and this in turn means that the importer of coal must pay the price, or shop elsewhere.

America's Factors of Safety.

An American minister of the gospel who was built in the mold of a statesman, made the statement, one time, from the pulpit that the American continent is divided into three valleys by two mountain ranges. These mountain ranges are of such height as practically to dictate three separate climatic conditions. These weather conditions make it extremely unlikely that all three, or indeed, any two of these districts will be devastated by the same season of drought or excessive storm. Therefore, he said that by a providential provision America was always sure of a crop which would sustain the people and support its trade. He considered the mountains, therefore, a factor of safety for the agricultural districts in the valleys.

We have, in America, other factors of safety which equal those just brought out. Considered from the point of view of coal and coal being considered from the point of view of labor supply, it is apparent that America is hardly likely to any such general interruption of labor supply as that which recently embarrassed all of Great Britain, and which is likely, at any time, to embarrass it seriously again. That is, America has so many miners and these are scattered over such an enormous territory, a collusion among them can hardly handicap, to any serious extent, our production of coal.

For one thing American mines which are today producing close to 600,000,000 tons of coal per year employ upwards of 750,000 men. Only about fifty per cent of these are enrolled by the labor union. Thus, even though all of the union miners should be called out on a strike, one-half of our mines are left to supply the requirements. In view of the fact that the non-union miners are, because of over-production, working only two-thirds time, they could go very far towards making up any shortage due to a general suspension of the unionized mines.

However, the 400,000 miners in the union are scattered in so many different districts they can hardly all be called out at any one time. For example, we have twenty-eight coal producing states. The miners' union has a foot-hold in about twenty of these. It is extremely unlikely that all the miners in those twenty states could be called out at any one time. There would be no purpose, in reality, in doing so because some of the districts are not competitive. Further, it would be so expensive to undertake a general strike of this character, the miners' union would very quickly exhaust even its elaborate resources and would be forced to sue for peace.

Thus, in the size of our coal business and in the lack of control of the situation by the union and in the extent of the territory over which our mines are spread, we have a factor of safety as to labor supply, which must be reassuring to the foreign buyer.

Also, we have another factor of safety in the matter of coal supply. Figures compiled by the leading geologists of the world indicate that the American continent has something like fifty per cent of the coal reserve of the world. These figures may, one of these days, prove to be inaccurate because we are convinced that the coal reserves in Russia and China have never been appraised at their full value. Even so, what is known of America's coal reserve indicates a deposit running upward of 4,000,000,000 tons. Knowing how easy it is to open these veins, this, in itself, is a factor of safety of tremendous importance, not only to our own people, but to customers abroad.

In this same connection we have a secondary factor of safety in the extent to which we have expanded our productive capacity. As indicated, we are getting out today, close to 600,000,000 tons of coal per year. At the same time our mines on the average are not working much more than 200 days per year. This means that we are working to about, or a little better, than two-thirds of our capacity. This indicates that with ease, and without increasing either the number of mines, the machinery or the number of men employed, but by merely employing them full time, we could increase our production by 200,000,000 tons per year. In a word, we could take over the entire

export coal business of England, Belgium and Germany as it stood before the war, and still have productive capacity lying idle.

In the way of money resources we also have a third factor of safety. Our banking system is one which doesn't take account, alone, of the solid money, including specie and bullion, but of the conversion of our natural wealth into a circulating medium. This is done by a banking process. By this banking process our wealth is transferred into a bank deposit after which the borrower is permitted to draw his check against his deposit.

The facts in that connection are that we have a national wealth of approximately \$150,000,000,000, while by the banking process mentioned, our deposits or our credit money have grown to only \$20,000,000,000. We have, therefore, about seven and one-half times as much wealth which can be turned into credit money as we have today in actual credit money. This means to say that if we cared to do so, we could expand our business—and finance it—by something like six or seven times.

These various factors of safety in American business tell the foreign buyer that we can enter upon a most elaborate campaign of foreign selling with the utmost assurance.

The Car Storage.

The coal trade has been struggling to understand the car situation. It has been apparent that cars are short in the east, but reasonably plentiful in the west. That was not easy to explain. If this were attributable to any shortage of cars or engines or both on the railroads, it would seem that it would find equal expression in both districts.

Starting with the coal car fact in mind, Mr. Murray, the western editor of the *Wall Street Journal*, made an investigation which resulted in an enlightening conclusion. He sought all the facts pertaining to the car situation everywhere. Therefore, he wanted to know what was the car supply for the movement of grain, live stock, steel products, manufactured articles, war munitions and coal. He discovered that the big shortage of cars was in places where box cars are used for the movement, principally, of foodstuffs and steel products. This resulted, according to his information, from, first, an extraordinary movement of those commodities to tidewater, and second, principally from the shortage of ocean-going vessels. That is, everybody is trying to ship stuff to Europe. As a consequence, goods are going to tidewater far faster than they are moving over seas. The result is a very natural delay of this equipment at tidewater and consequently a terminal congestion there.

From this it is very easy to explain why there is a shortage of cars in the east and practically none in the west. That is, the coal cars, going to tidewater, become involved in the terminal congestion there and consequently the movement is slowed down. Thus it takes two cars in the east to do what would normally be the work of one. However, the same number of cars moving to the west avoid any suggestion of terminal congestion, and, as a result, the supply of cars in the west is reasonably free. On these accounts Mr. Murray's investigations are tremendously important because they explain the situation which has puzzled a great many coal men.

News Local to Chicago.

William J. Jackson, receiver, of the Chicago & Eastern Illinois Railroad, announces that effective December 15, E. J. Alexander is appointed fuel agent, with offices at Chicago, Ill., vice C. G. Hall, resigned to engage in other business.

John S. Reiner of the Reiner Coal Company, at Fifty-eighth and Robey, Chicago, has organized the Superior Ice Company with a capital of \$100,000. The new company is now building an up-to-date and modern artificial ice plant which will occupy a space 100x150 feet. The plant will have a capacity of one hundred tons a day. The officers are: John S. Reiner, president; J. B. Anderson, vice-president; August S. Reiner, secretary, and A. K. Brown, treasurer. The ice company will be operated in conjunction with the Reiner Coal Company.

An interesting letter was received last week by Arthur M. Hull, secretary of the National Coal Association, from Charles E. Lester, former Imperial Pictor of the Order Ko-Koal and now an active member of the coal association. Mr. Lester was, at the time of the writing, in Paris. He relates in that letter that he ran into John D. Valleaux in Paris and found that he was Ko-Koal number fifty-one. Mr. Valleaux is a Chicagoan, formerly selling coal for the Chicago, Wilmington and Vermillion Coal Company and later for the Jones & Adams Coal Company.

On Wednesday of this week the reduction in the rates on steam coal to the former basis by the railroads went into effect in the western territory. It will be remembered that the railroads were given by the Interstate Commerce Commission the right to increase interstate rates to certain points in the west about ten cents a ton. It is recalled that these rates applied into the northwest without there being a similar application of increased rates from the docks. The Illinois and Indiana coal operators protested vigorously but at the hearing their protest was without avail. They subsequently appealed to the railroads not to check in the advance, especially on the steam coal and the railroads consented to that modification as effective December 15. All sizes under two inches are included in the new rate ruling.

Carl Scholz, president of the American Mining Congress, went to Washington on Wednesday of this week, where on Thursday he attended a luncheon given by Van. H. Manning, director of the U. S. Bureau of Mines to influential men. At the luncheon were Mr. Ingalls, president of the Mining & Metallurgical Society of America; Mr. Saunders, president of the American Institute of Mining Engineers; Mr. Scholz, president of the American Mining Congress, and the members of the Senate and the House who are on the committee of mines and mining. The matter immediately under consideration was the revision of the mineral land laws, with such changes as are likely to result therefrom, affecting the attitude of the Government toward the whole mineral industry.

Some Chicago operators received this week with some amusement the announcement that the mine at Gebo, Wyoming, had been closed down. This mine has had a very interesting experience as far as eastern operators are concerned. It was first opened by private interests but it was soon discovered that it was developing government coal land. The original owners had therefore to surrender the mine to the Government. The Bureau of Mines seized upon this opportunity to put into effect some very interesting rules for the conduct of the mine and insisted that these rules were very highly practical and would in no sense hamper the operator of a mine which was under competitive conditions. The operators all through the east declared that these rules were entirely too burdensome and it was impossible, therefore, to continue a mine so operated, in active production. The announcement from Gebo that the mine is closed is taken to indicate that the eastern operators were right and the Bureau of Mines' officials were wrong in their assumptions touching the supposed innocuous effects of the Government rules.

N. H. Kendall, commissioner of the Chicago Coal Merchants' Association, recently sent a communication to the members which said: "It is reported that a committee, representing the railroads of the country, is now before the Interstate Commerce Commission requesting the privilege of amending the national demurrage code. The principal changes sought are the elimination of the average agreement, which is so beneficial to shippers and receivers of carload freight, and increasing the

demurrage charges from \$1.00 per day to a basis of \$1.00 for the first three days, \$3.00 for the next succeeding three days, and thereafter \$5.00 per day. This is a matter that should be given careful and continued attention. At the last regular meeting of the Association the railroad bureau was instructed to file a petition with the Interstate Commerce Commission, protesting against the advance in rates governing Illinois and Indiana coal to the Chicago territory. Petition was duly filed, and we are just in receipt of advice from the Interstate Commerce Commission that certain tariffs have been suspended until April 13, 1916. During the past month two thefts of coal have been reported to the Association. One case has been tried. The teamster selling the coal is now serving a sentence in the Bridewell. We were unable to secure a conviction of the party purchasing the coal. Everything possible is being done to stamp out this practice. Members can protect their interests, to a large extent, by keeping a record of their teamsters, and when one is discharged for cause, report the matter to this office, giving full information. We will then be in a position to furnish other members with his record when he applies for another position. It is only a few minutes work to keep a record of each of your teamsters, and when they know that it is impossible to secure work without filling out an application, giving references, which will be investigated, the liability of improper actions on their part is immediately decreased."

J. S. Chipman Dies.

James S. Chipman died Friday, December 10th, at his residence, 6925 Perry avenue, Chicago.

He was born in Momence, Ill., and was fifty-six years old. For over thirty years he had been connected with the coal trade. First, with the old anthracite house of Langdon, Harvey & Richardson; then with their soft coal mining connection, the Crescent Coal Company of What Cheer, Iowa, afterwards for a short while with the Philadelphia & Reading Coal & Iron Company at Milwaukee when under the management of F. R. Buell. From there he came to Chicago in 1891, associating himself with Charles L. Der-



J. S. Chipman.

ing in the coal jobbing business and afterwards going with Mr. Dering to the S. C. Schenck Company with which firm he had been connected ever since, a period of some eighteen years.

Always of frail physique, he was possessed of indomitable courage and a happy optimism, which endeared him to a host of friends. Many a young man owes his start in life to the sterling principles which Mr. Chipman so thoroughly and so happily taught to all who worked with him.

"We are a very sad household," said one of his co-workers. "We shall miss his cheery presence very, very greatly."

Mr. Chipman was as much beloved and will be

as greatly mourned in his circle of social friends and acquaintances as he will be with his business associates.

He is survived by his widow, Louise Scully Chipman, a son and four daughters.

Henry Hafer Dies.

Henry Hafer, one of the veteran coal operators of America and the head of Henry Hafer & Son Coal Company, died on Tuesday morning of this week at his home, No. 4631 Michigan Avenue, Chicago. He was at his office on Wednesday of last week, but shortly thereafter contracted a cold which developed into pneumonia, from which he passed away.



Henry Hafer.

Mr. Hafer was born December 26, 1837 at Homburg, Germany. This is a watering place of some prominence in Germany, being made so because of its natural beauty and its many attractions.

Mr. Hafer obtained his early education in the public schools of Germany, but came to America when he was fourteen years of age. He went at first to Cleveland, Ohio, where he lived with friends and worked until a few years later when he brought his own family over. At that time Mr. Hafer was apprenticed to the carpenter trade.

He moved to Chicago at the age of seventeen years and soon thereafter opened a retail grocery store.

Later, or in 1854, he formed a partnership with Charles C. Harder as Harder & Hafer for the purpose of engaging in the retail coal business handling eastern coals and wood. The firm necessarily handled eastern coal at that time because no western coals were then being sold in Chicago or the western market.

In the early seventies, this retail establishment branched out into the operating end of the business, opening mines in Sullivan county, Indiana. A little later Mr. Hafer was interested, with some others, in the Jackson Hill Coal & Coke Company of Terre Haute, Indiana.

At the time the Dering Coal Company was formed, his mines in Sullivan county were sold out to that organization. At the time of his death, Mr. Hafer was operating a mine at West Terre Haute, Indiana, and a mine in Williamson county, Illinois.

Mr. Hafer was married twice. He leaves three daughters and one son, eleven grand-children and five great grand-children living. His first wife was the sister of his former partner, Mr. Harder, and the second wife, Mrs. Phene Hafer, survives him.

The funeral services were held on Thursday morning of this week at St. Stephen's church at Fifty-seventh and Sangamon streets, Chicago. He had been a deacon of that church for forty years.

W. B. Whitehorn, who has been purchasing agent for the Omaha Electric Light & Power Company during the past seventeen years, has resigned his position and will enter into the electrical supply business. Mr. Whitehorn's resignation takes effect January 1st, when he will be succeeded by J. P. Eagan.

Facts Which Determine Our Export Prospects.

Spain's Coal Needs.

Total consumption of Spain for all classes of coal is given at eight million toneladas (Tonelada equals 2,204 lbs.—Consul), of which one million is consumed in the district of Cataluna, principally in Barcelona. Receipts at Barcelona, for the year 1914, were of foreign, 867,914 toneladas and of domestic, 201,812. Total production of domestic for year 1912 was 3,663,621 toneladas, valued at Pesetas 51,011,455 (Equal to \$9,847,771 U. S. currency.—Consul). This has been slightly increased in the past three years.

The possibilities of increasing domestic production are hampered by large capitalization required, labor troubles and shortage of experienced miners. Estimated that an increase of 4 million toneladas annually would cover present necessities, which the rich fields of Asturias, Leon, Ciudad Real, Teruel, Cordoba and Cataluna could easily supply with proper development.

Suggests government aid in meeting the necessities of capitalization and transportation (the latter by means of special rail rates, any loss to the roads to be made good by subsidy); an increase of import duties and the establishment of a body of competent miners by means of training facilities, exemption from military service and the granting of old age or disability pensions.

Santos Brazil Coal Trade.

The American Consul at Santos, Brazil, writes THE BLACK DIAMOND under date of November 9, 1915, about the coal situation there as follows:

"The importation of coal through the port of Santos, Brail, has been reduced about 80 or 90 per cent by reason of the war.

"In normal times, the importation of coal through this port was some three chartered vessels a month; at present there is about one such vessel each two months. Practically all of the coal received both then and now is for one English firm, Wilson Sons & Co.

"This firm supplied the local demands, principally, that of bunker coal for ships in this port, and it has a branch in Sao Paulo, through which the many industrial plants of that section, the railroads, etc., were supplied. The first and smaller business, that of supplying ships in this port has not fallen off, as vessels find equal difficulties in securing coal and equally high prices in the neighboring South American ports. The principal decrease is that due to decreased consumption by industrial plants and railways. For such purposes the use of wood fuel is displacing coal in very many cases, the cause being that of the inordinately high prices of the coal delivered to this port.

"The present price here for English coal is approximately \$20.00 U. S. currency, per metric ton, American coal is approximately \$18.50. The freight rates have been ranging at about \$10.00 per ton from England and show tendencies to a further rise. The normal price of coal here was about \$15.00 per ton.

"General business in this city and section have recovered to more than appreciable extent and the immediate business prospects are very good. One of the remaining effects of the war still felt here is that new work or construction involving heavy outlays are not projected for the present.

"No improvements of importance have been made in the past year to the extensive and adequate docks and discharging equipment of the port."

Foreign Freight Rates.

W. W. Battie & Co., Produce Exchange, New York, reports as follows, under date of December 13:

Freight market conditions are practically unchanged. Since our last report the Greek steamer "Platea," about 5,000 tons coal capacity, December loading, was chartered from Virginia to a lower Plate port at 52s 6d, with 500 tons per day discharge at 1s 3d, and we have another boat offered on these terms. There is an active demand for steamers for Cuban and West Indian ports, and we have recently closed a number of boats on terms quoted below. The only coal that we are moving for Mediterranean ports is on steamers that we are chartering on time charter. About 95s is now offered on grain to the west coast of Italy, and vessel owners seem to prefer grain to coal on the same basis of freight.

We would quote freight rates on coal by steamer as follows:

West coast of Italy, 90s to 100s. Marseilles, 85s to

95s. Barcelona or other good Spanish port, 85s to 95s; Spanish dues for account of cargo. Note: Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge 1s per net register ton per day demurrage." Montevideo, 52s 6d to 55s; 500 discharge. Buenos Aires or La Plata, 52s 6d to 55s; 500 charge. Rosario, 55s to 60s. Rio de Janeiro, 50s to 52s 6d; 500 discharge. Santos, 50s to 55s; consignees paying docas dues. Valparaiso or Callao, \$12 to \$13; Havana, \$3 to \$3.25; Cardenas or Sagua, \$3.50 to \$4; Cienfuegos, \$3.75 to \$4; Port of Spain, Trinidad, \$4.75 to \$5; St. Lucia, \$4.75 to \$5; St. Thomas, \$4.25 to \$4.50; Barbados, \$4.75 to \$5; Kingston, about \$4.25; Curacao, about \$4.50 and p. c.; Santiago, \$4 to \$4.25; Guantanamo, \$4 to \$4.25; Demerara, \$6.50 to \$7; Bermuda, \$4 to \$4.25; Vera Cruz, \$5.50 to \$6; Tampico, \$5.50 to \$6.

U. S. Coke Exports.

Exports of coke from the United States for three years, ending June 30th, respectively:

Country—	1912.	1913.	1914.
Europe—			
Austria-Hungary	1,827	1,889	720
Belgium	450	.....	.....
Denmark	20	.....	.....
France	15,909	20,869	14,759
Germany	50	13	.....
Italy .....	.....	.....	1,000
Netherlands	3,290	4,144	1,027
Norway .....	.....	95	3,041
Russia in Europe.....	.....	.....	.....
Spain	45	.....	.....
United Kingdom:			
England	4,083	4,954	5,955
Scotland	800	.....	.....
North America:			
Bermuda	6	.....	6
British Honduras.....	6	25	6
Canada	551,025	675,724	543,764
Central American States:			
Costa Rica.....	53	222	188
Guatemala.....	53	137	86
Honduras	2	.....	20
Nicaragua	22	2	41
Panama	1,708	1,599	1,079
Salvador	44	29	27
Mexico	219,240	179,399	162,937
Miquelon, Langley, etc.	.....	.....	4
Newfoundland and Labrador.	.....	.....	31
West Indies, British:			
Barbados .....	.....	.....	.....
Jamaica	41	42	124
Trinidad and Tobago.....	53	.....	24
Other British.....	2	44	.....
Cuba	6,194	8,901	7,177
Danish	1	2	1
Dutch	16	18	9
French	205	5	.....
Haiti .....	.....	9	.....
Santo Domingo.....	2	56	100
South America:			
Argentina	189	.....	54
Brazil	184	.....	.....
Chile .....	.....	2,384	.....
Colombia	5	24	38
Ecuador	10	.....	.....
Venezuela	25	46	115
Asia:			
Japan .....	.....	.....	.....
Oceania:			
Philippine Islands.....	251	40	150
Total	805,819	900,672	742,476
RECAPITULATION.			
Europe	26,474	31,964	26,502
North America.....	778,681	866,214	715,617
South America.....	413	2,454	207
Asia .....	.....	.....	.....
Oceania	251	40	150

Coal Through Panama Canal.

The following table showing the shipments of coal through the Panama Canal in 1914 has been compiled from the *Canal Record*, the official publication of the Panama Canal. The canal was opened for shipping in August, 1914, and the first cargo of coal recorded was from Norfolk to San Francisco, passing through the canal on September 27. The total quantity in 1914 was small, 100,503 long tons, and the individual cargoes, their source and destination, are given. This does not include coal shipped to the Canal Zone for bunker trade. All of the shipments were from the Atlantic to the Pacific Ocean, and more than one-half of the coal was from Europe.

COAL SHIPPED THROUGH THE PANAMA CANAL IN 1914, LONG TONS.

Date	From—	To—	Shipment.
Sept. 27.....	Norfolk	San Francisco.....	8,340
Sept. 28.....	Norfolk	Valparaiso.....	6,010
Oct. 1.....	Baltimore	San Diego.....	6,000
Oct. 2.....	Norfolk	Guaymas, Mex.....	5,943
Oct. 3.....	Norfolk .....	.....	4,252
Oct. 19.....	Glasgow	San Francisco.....	6,499
Oct. 19.....	Newport, England.....	Esquimault	4,659
Oct. 22.....	Cardiff	Esquimault	4,550
Nov. 1.....	New York	Seattle	3,995
Nov. 2.....	Cardiff	Balboa*	5,150
Nov. 2.....	Newport, Wales.....	Balboa*	4,200
Nov. 8.....	Cardiff	Mollendo	2,000
Nov. 18.....	Ecuador-Chile	New York.....	7,000
Nov. 21.....	Spain	Valparaiso.....	4,006
Nov. 30.....	Cardiff	Pacific Ocean.....	4,221
Nov. 30.....	Newport, England.....	Pacific Ocean.....	4,878
Dec. 2.....	Baltimore	San Pedro.....	1,700
Dec. 9.....	Barry	For sea.....	5,000
Dec. 11.....	Cardiff	Sealed orders.....	5,600
Dec. 12.....	Cardiff	Sealed orders.....	6,500
Total .....	.....	.....	100,503

* For orders.

Exports to Europe.

Exports of bituminous coal from the United States to the principal countries across the Atlantic for the first eleven months of 1915, were approximately as follows:

	Tons.
Portugal	20,448
Spain	192,950
France	203,148
Greece	65,334
Egypt	137,903
Morocco	6,458
Holland	25,915
Sweden	229,434
Gibraltar	21,765
Italy	2,757,540
Denmark	2,677
England	1,479
Norway	52,527
Total	3,707,578

South American Exports.

Exports of bituminous coal from the United States to the principal South American countries during the first eleven months of 1915, were as follows:

Country—	Tonnage.
Chile	55,443
Peru	11,631
Argentina	765,278
Uruguay	145,403
Brazil	605,077
Venezuela	15,114
Ecuador	7,044
Total	1,604,990

Paris Coal Scarcity.

A cable to the *New York Times* from Paris on December 9th reads:

"The press campaign against the lack of commercial transportation facilities has had the effect of disturbing the official departments concerned. The parliamentary committees dealing with transportation have also tackled the question and have heard expert evidence from business men, railwaymen, and others.

"Marcel Sembat, the Minister of Public Works, today informs *Le Journal*, the articles in which paper have been chiefly responsible for the ventilation of the trouble, that most active measures are being taken to provide facilities, by means of railroad cooperation for the re-delivery of empty trucks and by a supply of labor to the barge companies.

"The authorities further contemplate an elaborate scheme to reduce and standardize the price of coal by the establishment of a government monopoly, with a fixed price based on the difference between the average pit-head price at French mines and the price of foreign coal delivered at French ports. The proposed law covering the scheme has been published, but is not likely to be passed without a struggle.

"Some idea of the difficulty the government is facing may be obtained from the fact that when a recent meeting of the Public Works Committee, M. Sembat stated that he reckoned the price of a certain kind of coal delivered at French ports at 63 francs (\$12.60) per ton, one of the largest coal importers, called an expert, staggered the Minister by first offering to sell him half a million tons of that quality at 60 francs, delivered at any port, following with the explanation that he was under contract to supply 200,000 tons of that coal to the Creusot works at 50 francs per ton, and adding: 'Even then I make ten francs per ton profit, despite the freight from the western port to the Creusot works.'

"The same merchant bluntly declared that the government figures were hopelessly increased by the custom of paying commissions to intermediaries. The committee then postponed the discussion of the project until February.

"The government's kindred scheme to reduce prices by the acquisition of a fleet of fifty freighters has met with equally sharp criticism from experts. They point out that as freights are high owing to the excess of the demand for tonnage over the supply, it is hardly possible to remedy things by increasing the demand. Experts assert that it is impossible to buy, built, or hire ships at any figure which would not involve enormous loss."

W. H. Donner, who with others has just bought the plant of the New York State Steel Company here, will improve it by spending about \$3,500,000. New docks will be built on the Buffalo river and a by-products coke plant and blast furnace put up. Mr. Donner prophesies that Buffalo is the coming steel center of the country as well as the chief grain and milling headquarters.

General Review.

Weather Is a Dominant Influence, While the Interruption of Transportation Helps to Strengthen Prices.

The coal trade for this week is back to its old familiar position where the weather is the dominant influence in everything. This is something of a novelty, because, for the last six months, the coal trade has been ruled first by the war, second by business expansion, third by car shortage, fourth by a fear of labor interruptions, and fifth by the activities of the lake season. In all these things there was no suggestion of the influence of the most vital force of them all, the weather, because that heretofore has not been of a character to influence the trade favorably. This last week, however, the weather reinstated itself as the dominant force, this came about by a blizzard in the east, which brought temperatures down close to zero, and which interrupted transportation. It is hard to tell which had the most effect upon better demand and prices—the drop in temperatures, or the interruption of transportation. It is true that the cold weather served to intensify greatly the congestion of terminals and the shortage of cars which has bothered the east all fall. It introduced also a new element, which was an absolute shortage of coal, whereas heretofore there has been only inconvenience or delay in getting supply.

The interruption of transportation was quite serious. One report says that even the mails were twenty-eight hours behind schedule time and this means that in many directions the shipment of coal was actually suspended.

The influence of the weather on the western trade was not quite so serious. There the temperature dropped down close to zero. This increased the consumption by householders and enlarged the buying by retailers. The latter entered this period with no large supply and consequently had to replenish. This, of course, brought a good sized demand upon the producers and it seemed that it would improve the price materially. However, prior to that time, the operators had been accumulating unsold coal at the mines in considerable quantity, the aggregate being several thousand cars. The extraordinary demand brought only enough orders to about clean up the coal on track and did not call upon the mines to increase production to any extent. In fact, it will take a week or ten days of severe weather to compel the western mines to increase their production. It will take much more severe weather than we have had so far to bring anything like a serious interruption of transportation, as cars in the west are free.

In the meanwhile the forces which have been working to make the market strong are still in operation. There would be a good demand for export coal if we could get the ships to move it. There is a good demand for coal for bunkering purposes on ships which are carrying war munitions and foodstuffs. This is increasing our off-shore business. Also in the east the terminal congestion is still serious, and this brings about a shortage of cars. In the east also the manufacturing programs are constantly expanding, due to good business, both at home and abroad, and this means an increasing demand for coal.

In the central district the lake season has come to a close and this releases for nearby consumption the product of the mines, and it also releases cars which have been engaging in the lake trade. However, reports from Pittsburgh indicate that home demand has expanded enough to absorb the lake tonnage without difficulty. In a word, the mines which normally close down at the expiration of the lake season are still running to capacity.

The possible influence of this situation upon prices also causes the student of the trade to pause. In the east, so the report goes, the immediate influence of the severe weather was to advance prices to almost unprecedented figures. Bituminous coal for steam making purposes has sold in Philadelphia within the week at \$3.00 a ton. In the eastern markets some of the buyers are holding for \$3.00 while prices ranging between \$2.50 and \$3.00 at the mines are being asked. This means simply that the coming shortage of coal is going to dictate really runaway prices if the situation in the east is any criterion.

The situation is not relieved either when it is realized that supplying this rush demands must come at the same time that America begins to get together enough storage coal to tide the business over the period of mine suspension which is expected on the first of April. It would be bad enough to go into a severe winter with no more coal than we have in storage but it is even worse to contemplate that alongside the need to create storage piles of coal.

Chicago Market.

A Touch of Cold Weather Cleans Up Accumulations of Domestic Coal—Screenings Are Strong.

Office of THE BLACK DIAMOND,
CHICAGO, December 16.

The coal market this week is in a very much better position. The western coal market is in a good position this week because of a touch of cold weather. The benefit of heavier consumption by the householders and consequently heavier buying by retailers, was felt mostly by the operators of Indiana and Illinois. At those mines there had been considerable accumulation of unsold coal at the mines and it was a question how this was going to be moved without breaking the market. The touch of cold weather came along making an extraordinary demand for the prepared sizes and this cleaned up the accumulation nicely without compelling the operators to increase output. As a consequence, the domestic sizes became stronger without doing any damage to screenings prices which on the contrary have risen five cents a ton in price as the result of the gain of demand over production.

The market on eastern coals is very much stronger, first by the better demand from retailers in the west and second, by the fact that a severe storm in the east so tied up railroad transportation as to interfere even with the mails to say nothing of the slowing down of passenger trains and freight. Whatever of an accumulation of eastern coal there had been was quickly cleaned up by the better buying of retailers and because fresh supplies were not coming through rapidly prices rose to some extent. Everything considered, the market is in first-class position.

The operators in Franklin county, Illinois, had been producing lump coal, for which there was no active demand in order to supply the screenings and other steam sizes for which there was a good demand. In consequence, there was quite an accumulation the latter part of last week of prepared sizes at the mines. Some estimates show that this ran as high as 1,200 cars. On Tuesday there was an election which caused most of the mines in that county to close down and for the first part of the week there was a very much better demand. As the result of the two things the accumulations had been cleaned up to the extent of about 700 to 800 cars, leaving only a normal amount of 400 to 500 cars on hand. The better demand without any increase of production will soon take care of that and as a consequence the market is quite strong. Screenings in the meantime are firmer, prices ranging about five cents a ton, the quotation being eighty to eighty-five cents.

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.80	\$1.75
Egg	2.86	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.55	1.50
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.85@1.90	.80@.85

Williamson county operators had a very small accumulation of coal, the no-bills amounting to not more than 500 cars. The closing down of the mines for election and the heavier orders from retailers removed this accumulation completely and the market is technically and actually strong. Those who had been holding for \$1.75 a ton are firm at that figure and those who have been holding for \$1.60 are inclined to ask higher prices. Fine coal is quite strong.

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.65@2.80	\$1.60@1.75
Egg	2.65@2.80	1.60@1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

Saline county operators are still struggling with the tendency to over-produce, but the better demand relieved them to some extent. As a consequence, the immediate price is now \$1.60 instead of \$1.50 as it was a week ago and some operators are holding for \$1.75. Fine coal prices

are firmer, ranging from eighty to eighty-five cents with emphasis on the latter figure.

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.55@2.80	\$1.50@1.75
Mine run.....	2.20	1.15
Screenings	1.85@1.90	.80@.85
1 1/4-inch lump.....	2.35	1.30

The better demand for lump coal strengthened the central Illinois situation a little, but some of the operators down there are still feeling the effect of too elaborate production. Lump and egg have not sold at as low figures as they were a week ago, but they have been sold enough at circular as to make that of little importance. The Sangamon county operators are holding firmly for the circular price of \$1.75, but are not doing a great volume of domestic business, their coals are going to the railroads mostly for storage purposes. The screenings has a little stronger range from seventy to seventy-five cents.

Central Illinois—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.32@2.57	\$1.25@1.75
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.52	.70

The Clinton, Indiana, situation is hardly different than last week. There is a good demand for domestic sizes in Indiana and fine coal has an upward tendency.

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.27	1.50
Nut	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.62	.85

Knox county operators have diversified their business a little this week by adding a line of domestic orders to their already heavy steam business and the market all told is quite firm.

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.87	1.05
Screenings	1.72	.85

Cold weather and the interruption of transportation between here and the mines served to clean up any suggestion of an accumulation of anthracite coal and as a consequence prices are quite firm. As a matter of fact the retailers who had not stored much coal began ordering quite freely by telephone and telegraph, the first of this week, but the wholesalers were in no position to respond quickly, their shipments being interfered with from the mines by the tie-up of eastern transportation. There was enough coal available for movement from the docks, however, to relieve any distress of the retailers.

Smokeless coal benefited most by the interruption of transportation from the east. The car supply had been entirely too free there heretofore and this resulted in a situation which was somewhat discouraging. As recently reported, prices had broken both on lump and egg at mine run. However, when cold weather in the west brought a better demand and when the railroads were tied up, the market righted itself quickly. The circular price on mine run of \$1.40 has been maintained. Lump and egg became firm at the new circular price established a short time ago.

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30@3.45	\$1.25@1.40
Lump and egg.....	3.90@4.05	1.85@2.00
Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.45	\$1.40
Lump and egg.....	3.80	1.75

Hocking coal has been firm in this territory for the last week at \$1.75, shipments being relatively small.

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.25@3.40	\$1.60@1.75

Splint coal in demand, both east and west, has been firm at prices heretofore quoted.

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1 1/4-inch lump.....	\$3.40@3.50	\$1.50@1.60

Eastern Kentucky coal was helped out by the cold weather of the last week and modified to some extent the spread of prices on coal as previously reported. The minimum it seems has moved about ten cents a ton.

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump	\$3.55@4.30	\$1.65@2.40
Egg	3.40@3.90	1.50@2.00

The coke market is firm in all departments with gas house coke moving up twenty-five cents a ton to \$4.25.

Coke—	F. O. B. Chicago.
Connellsville	\$5.25@5.50
By-product, foundry.....	5.25@5.50
By-product, egg and stove.....	4.75@4.95
By-product, nut	4.75@4.95
Gas house	4.00

Pittsburgh Trade.

Despite the Closing of Lake Navigation Demand for Coal Is Strong Enough to Absorb Output.

Office of THE BLACK DIAMOND,
1502 Oliver Building,
Pittsburgh, December 16.

The coal men that predicted a dull December, a lull after shipping ceased, and similar conditions, has no standing in the trade today.

Coal, to say the least, if not experiencing a boom, and a very decided one at that, is certainly seeing what can only be termed a skyward market, and no man will quote you anything but twelve hour prices, not knowing what a day nor an hour may bring forth, excepting that it don't bring forth a car supply.

Transportation conditions, export trade, and the consequent increased demand for Pennsylvania coal east, has created a situation that has led up to a condition where if a man has any free coal he can practically get whatever he wants for it if he can give car numbers. This condition developed in the eastern part of the state some weeks ago, and in spite of freight rates has worked its way from the Clearfield district westward to the Latrobe-Greensburg section, and on through the Westmoreland, and the Youghiogheny zone until today the whole Pittsburgh circle is in the throes of a condition that, as stated, cannot be quoted twelve hours ahead. Pittsburgh operators in the Latrobe district are getting \$2.25 gross at mines, and sales of Westmoreland gas coal are reported at from \$2.12 to \$2.25, and eastern buyers are offering \$1.75 for Pittsburgh coal where car numbers can be given. One large operator stated today that he was quoting \$2.00 for delivery over the next two weeks, and would quote no less—as he felt very certain the prices would be higher before January 1st, notwithstanding Pittsburgh freight rates east. The market is altogether east, no western demand appearing. A telephone inquiry yesterday from No. 8 district (Ohio) offered mine run for eastern shipment as low as 95 cents, but rates practically exclude that section from Eastern markets.

The New River and Pocahontas region are also reported as practically out of the eastern market, owing to a lack of vessel capacity as well as the scarcity of cars, and \$2.00 per gross ton is being quoted there, where any shipments can be made. Slack seems to be an impossibility—as long as the above prices maintain on mine run. Pan Handle coal sold at \$1.35 the fore part of the week and \$1.05 to \$1.10 for slack was offered, but none to be had. It doesn't seem to make much difference what kind of coal it is, the market east is just the same.

Railroads, traction companies and manufacturing plants are stocking coal in anticipation of further advances, and from present indications in the iron and steel trades there is little prospect of the demand shrinking. Some apprehension is felt here and there regarding developments April 1st, but optimists seem to think that with market conditions maintaining as at present there will be little or no trouble regarding new scale prices.

Wherever it is possible to obtain labor, additional capacity is being operated, and new workmen are getting into the market.

The Delmont Gas Coal Company of Delmont, Pa., load their first car today, and are now in shape to continue shipments, entering the market at a very opportune time.

Considerable snow over the watersheds of the three rivers here raised the hopes of river coal operators for a coal barge stage—but the weather forecaster holds out no encouragement, as a decided fall in the temperature will prevent any raise in the rivers and any shipments south by water. The same weather conditions tend to improve domestic trade.

Furnace coke has been doing some queer stunts for some time past and capped its slump of a few weeks ago by jumping to \$3.00 and \$3.35 this week. Furnace interests anticipating more than the usual shortage in spot coke during the holidays came in for whatever was to be had and prices soared very unexpectedly. The situation of output and consumption has been so evenly balanced that no coke has accumulated, and sales were made at the figures above quoted at Uniontown during the past few days. This condition is likely to obtain until after the turn of the year and \$4.00 or \$5.00 furnace coke may be seen at any time, as predicted by various operators.

The pig iron market looks like \$20.00 a little ways off, and the sliding scale contracts evidently

influence the spot coke market. Foundry grades hold firmly at \$3.25 to \$3.75 with an upward tendency that looks good to the producer.

Pittsburgh News Items.

Abraham Overholt Tinstman, aged eighty-one, who was largely instrumental in starting H. C. Frick in business and was probably one of the oldest coke manufacturers in Pennsylvania, died of pneumonia at his home, Sycamore and Grant streets, Turtle Creek, at 7 o'clock p. m. the 14th instant.

Preparations are going on for the blowing in about January 15 of two blast furnaces of the Carnegie Steel Company. They are the Neville furnace on Neville Island, which has not been in operation for eight years, and the Edith furnace in Woods Run, which has not been worked for six years. These two furnaces with several others are on the reserve list of the Carnegie Steel Company and are only fired in case of emergency.

Detroit Trade.

DETROIT, MICH., December 16.—(Special Correspondence.)—Continued strength is the most conspicuous and gratifying feature of the Detroit market. Though sales of coal are not especially large, orders are being placed with a good degree of regularity and shippers are hopeful this situation will continue well through the winter.

While this is more particularly applicable to the steam coal trade, the same conditions are a feature of the domestic coal trade, in which the activity is less. The continuance of seasonable weather and low temperatures is expected, however, to do much to bolster up the domestic business before spring. Buyers who have been holding back are coming into the market in increasing number and shippers are counting on an even more general willingness to take coal if the weather does not suddenly moderate.

In the steam coal branch of the business small sizes are still holding the lead in demand, which is causing strenuous effort on the part of some shippers to get stock through on time. All sizes are meeting with rather a ready sale, however.

Though the closing of the season of navigation on the lakes was expected to bring quite a substantial increase in the amount of consignment stock shipped into Detroit, the apprehension of certain shippers in this respect is only partly borne out by the developments. The increase in quantity of such coal has not been so great as to make it a very material factor in the situation, and such coal as is arriving seems to find buyers willing to receive it in reasonable time. It cannot be said, of course, that schedule prices are obtained on all this stock, but the proportion on which any important reduction is made is so small as not to have exerted any noticeable effect on general conditions.

Stove and egg sizes in anthracite are somewhat sluggish, with light demand. Chestnut is finding a steady market with demand slightly more active than the supply, the result being that in a number of recent sales, a premium of 15 to 25 cents a ton was paid shippers to obtain stock speedily. In some instances shippers are being required to take the larger sizes of anthracite to obtain chestnut in sufficient quantity for their requirements.

The transportation situation is very much improved locally, in contrast with 10 days ago, but traces of congestion are still apparent in sufficiently impressive form to cause anxiety to some of the shippers who are delayed in getting stock delivered promptly. Car shortage conditions reported from mining districts in both hard and soft coal fields give no indication of improvement.

Prices on mine shipment orders are:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas—		
Three-quarter lump.....	\$1.10	\$2.50
Mine run.....	.90@1.00	2.30@2.40
Slack .....	.75@ .90	3.15@3.40
West Virginia Splint—		
Four-inch lump	1.50@1.75	2.90@3.15
Two-inch lump	1.25@1.40	2.65@2.80
Three-quarter	1.05@1.10	2.45@2.50
Mine-run .....	.90	2.30
Nut, pea and slack.....	.75@ .90	3.15@3.40
Smokeless—		
Lump and egg	2.25	3.85
Nut	1.75	3.35
Slack	Open	Open
Mine run	1.40	3.00
Kentucky Splint—		
Lump	1.75@2.00	3.15@3.40
Egg	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.75@ .90	2.15@2.30
Fairmont—		
Three-quarter steam lump.....	1.10	2.50
Mine run.....	.95@1.00	2.35@2.40
Slack	Open	Open

Hocking Valley—		
Shaker three-inch lump.....	1.60	2.75
Shaker egg and nut.....	1.25	2.40
Domestic lump	1.50	2.65
Three-quarter lump	1.35	2.50
Mine run	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump	1.05	2.20
Mine run .....	.95	2.10
Slack	Open	Open
Jackson Hill—		
Domestic lump	2.50	3.65
Cambridge—		
Three-quarter lump	1.20	2.35
Mine run	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg	1.35	2.50
Slack .....	.75@ .90	1.90@2.65

St. Louis Trade.

ST. LOUIS, Mo., December 16.—(Special Correspondence.)—The colder weather has helped the domestic situation considerably. While the weather has only been moderately cold, in fact just about freezing points, even this little touch of cold weather has stirred things up considerably and shows that everything is in good condition.

The mines throughout the state of Illinois have been able to do a little better in fact about five days a week working time has been maintained, and probably most of the mines will begin doing full time if the weather continues cold.

The demand on screenings and steam sizes have also increased and the prices are stiffening up, in spite of this fact, lump has been running better. This is a sure sign that we can anticipate a strong screening market for the rest of the season.

The whole feeling of the trade is much more optimistic and things are in such a condition now that it would only take the slightest spell of cold weather or a touch of car shortage to make a very high price market. In other words with full car supply and only moderately cold weather, as far as the mining is concerned everything is in a free and easy state. The balance between supply and demand is almost equal, and it would only take a very small curtailment of output or a very small increase in demand to make the demand far outrun the supply.

Standard coal is selling about the same figures as heretofore, there is a stiffer demand on all sizes. Prices are as follows:

Standard Coal—	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump	\$1.25	\$1.82½
6x2-inch egg	1.25	1.82½
2-inch lump.....	1.05	1.62½
Steam egg.....	.90	1.47½
No. 1 nut.....	1.15	1.72½
No. 2 nut .....	.80	1.37½
Mine run.....	.85	1.42½
Screenings .....	.60	1.17½

The demand for steam sizes from Chicago and the mines in the Springfield and Staunton district are brisk. Egg and lump are also moving better.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump.....	\$1.50	\$2.07½
2-inch lump.....	1.25	1.82½
Screenings .....	.60	1.17½

Williamson County mines are much better off than last week in regard to lump and egg orders. Screenings are very scarce indeed.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump or egg.....	\$1.40@1.75	\$2.02½@2.47½
3x2-inch nut.....	1.20@1.75	1.92½@2.47½
Screenings .....	.65	1.37½

The demand for domestic sizes from Franklin County is very much brisker, and it is anticipated that the Franklin County mines will probably be over sold with the slightest touch of cold weather on all domestic sizes. Steam sizes from Franklin County are in stiff demand.

	F. O. B. Mine.	F. O. B. St. Louis.
6-inch lump, egg or nut.....	\$1.75	\$2.47½
No. 2 stove	1.50	2.22½
Screenings .....	.70	1.42½

Anthracite is in a fair demand, locally. Chestnut is still moving actively in the country. Smokeless is a little dull, though coke is making quite a spurt at the present time. Demand has improved and prices have also gone up.

	F. O. B. St. Louis.
Anthracite—	
Chestnut	\$7.55
Stove or egg.....	7.30
Grate	7.05

	F. O. B. Mine.	F. O. B. St. Louis.
Lump or egg.....	\$2.25	\$4.75
Gas House Coke—		
Gas house coke.....		\$4.25
By-product coke (all sizes).....		5.00

The prices on Illinois soft coal, f. o. b. East St. Louis, Madison, Venice or Granite City, Ill., are 20 cents lower than the above quoted St. Louis prices.

Cincinnati Trade.

Weather Favors a Heavy Consumption of Coal But a Heavy Accumulation Prevents Strong Prices.

CINCINNATI, OHIO, December 16.—(*Special Correspondence*.)—While there has been excellent weather for consumption of fuel, and while there has been large consumption, the domestic market in this territory has been in such condition as to profit very little by it so far. Producers and dealers, however, recognize it as a fact that if the weather should continue as it has in the past ten days that it will not be more than another ten days that this demand will continue. In fact, from various directions come indications that a fine demand is springing up and that this will rescue the market from its present condition, which is one of overproduction, under-price and choked-up delivery in domestic. The condition, as far as price is concerned, is due largely to the bad judgment shown in the lake trade by smokeless shippers who glutted the docks with coal which could not be delivered to the vessels, and which, when dumped on the market in the northwest, sent prices galley-west. The delivery situation is largely due to the car scarcity and the difficulty in being able to send out the right kind of equipment.

While smokeless coals feel the effect of the sale of several hundred cars of lump and egg at \$1.40, mine run prices, some of the producers have retired from the market except to deliver contract coal, which in their case is going at the regular prices. Quite a number have not been at all affected by the slump, every ounce they can deliver in the present state of delivery going to contract customers. Others who cut prices to meet, what they term, an "emergency" have been unable to deliver the cheaper coal and it has done them little good. A recovery is expected by the turn of the year, and those holding out are doing so for that reason. Splint lump demand has been affected by the slump in smokeless, but not to the extent feared by some of the timid ones. In fact, if the producers had stood "pat," there would have been no effect, for the absorption of the smokeless surplus, which has been accomplished, saved their market.

Prices in the Kentucky field are holding well, under conditions prevailing, the grades generally considered, the higher holding around \$2, or a little better, for four-inch block; \$1.60 for egg; no effort to sell nut alone in many districts, but ranging from \$1 to \$1.25 where produced; and 85 to 90 cents for nut and slack where they can be had. The nut and slack market is a joy and delight to producers, for it is strong, steady, advancing and promising for the future. It might be inferred that the strength of this product is due to the slowness of domestic at this time, but this is not altogether the fact. It has some bearing on the market, and so has the car situation, but the best factor in that trade is the growing demand through the country for manufactured goods clearing the storehouses of the manufacturers and thus setting the spindles, looms, furnaces, and rolling mills in operation. As these go to work, more and more labor is employed, more wages distributed, more buying power created and more activity in all directions engendered. This is better than the war material demand for the coal producer. In the Kentucky field, also, there is a peculiar situation which is, that while the schedules of the contract and spot order prices have been advanced as usual in the circular, and they should be \$2.25 for the better grades of coal and \$1.75 to \$2 for December delivery of the other grades, both spot and contract prices are being held to November prices. In the contract it is not strictly necessary but some of the wiser dealers have been billing out December delivery at November prices and many grateful letters in acknowledgement have been received. In the lesser grades, therefore, prices have been about \$1.60 to \$2 for lump; egg, \$1.25 to \$1.30; mine run, \$1 to \$1.10, and, where manufactured, 3-inch lump, \$1.50 to \$1.65.

West Virginia prices remain about where they were in November, also, except that in most cases where schedule was fixed it has been adhered to, but there has been little difference from the fact of car shortages. The users of West Virginia coal have paid very little attention to price changes on this account, being willing to pay a little more for favorite products and prompt delivery. Kanawha lump is \$1.60 to \$2; egg, \$1.35 to \$1.50; mine run, 90 cents to \$1.10; nut and slack, 75 to 90 cents. This embraces nearly all grades but the very cheapest, which run at almost

any price. In all fields an average estimate of the factors of the market gives about the following result, making due allowance for slightly better car service in the C. & O. territory: Car allotment, 70 to 75 per cent; labor, 75 per cent; delivery, 80 per cent of normal at this season; production, 85 per cent; collections, 95 per cent; general situation, 80 per cent of normal. The holidays will take at least ten days of good production out of the situation January 3; consumption will take 100 per cent of normal, and at the beginning of the year operations will face strong demand, better prices and difficult delivery.

Cincinnati Trade News.

George Keyes of the P. & O. Coal Company, Cleveland, Ohio, and C. E. Kline of the Wauban Coal Company, Chicago, were callers on friends in the state Saturday.

J. B. Ratterman of the Blue Ash Coal Company last week was initiated into the Cincinnati Coal Exchange and as a member of the Chamber of Commerce. Mr. Ratterman came here some months ago from Louisville, Ky., to take charge of the Blue Ash company as manager.

The Wyatt Coal Company was able to send out three boats after the close of navigation on the lakes, by taking all risks on the voyage, two large vessels going out last week and the third sailing Wednesday this week. The latter is believed to be the last boat sent out of the lower harbors this season. The boats had been tied up with grain shipments, and for that and other reasons could not respond to contract with the company earlier.

John A. Pageler, Michigan and northern Indiana representative of the Pocahontas Fuel Company, is lying seriously ill at his home at Fort Wayne. Some weeks ago Mr. Pageler, who is well known to coal men all over the west, went "in" from his "route" suffering from what was diagnosed as ptomaine poisoning. Later the symptoms were of bronchial trouble, and this week the sickness has developed into what is believed to be a very serious case of pneumonia. His friends are alarmed about his condition.

Samuel Perry of the Gray Eagle Coal Company, Kermit, W. Va., and Frank S. Easley, president of the Bluefield Coal & Coke Company, Bluefield, W. Va., were visitors from the West Virginia fields this week. Frank Harris, general superintendent of the Cannelton Coal & Coke Company, Cannelton, W. Va., was also a visitor in the city from another field of that state. Among railroad officials circulating among Cincinnati coal offices this week was Omar O. Mills of Columbus, commercial agent of the T. & O. C. Railway.

The Raleigh Coal & Coke Company officials in this city, President John M. Wright and Secretary A. A. Liggett, were present Saturday night last week at the opening of the new Virginian theater at Raleigh, W. Va., Mrs. Wright accompanying Mr. Wright. The interesting feature of the occasion was that the theater building had been built by the company and turned over to the Raleigh Mining Institute, an organization of officers and employees of the company, to run for the common good. This is the third enterprise thus entrusted to the institute, all of which are prospering. The first is the Institute building, which is used for the common good of the members, being fitted as club rooms and having a library and reading room. The second is a baseball ground prepared and fitted out in modern style and turned over. The third is the theater building. A committee of the Institute for each of these enterprises conducts the business, paying all expenses, and setting aside a sinking fund for the extinguishment of the claims against the enterprise, the object being to purchase and retain the enterprise for the Institute. The baseball ground paid seventy-five per cent of its purchase price the first year and will extinguish the balance the second year. It is hoped the theater enterprise will be equally successful.

Saturday night was devoted to music; a picture presentation, "The Diamond in the Sky"; and a banquet followed for the membership of the Institute, their families and the officials of the coal company. A sixteen-piece orchestra, a twenty-piece colored band and a sixteen-piece, philharmonic, Hungarian band furnished the music, all the performers being employees of the company. In a box at the performance were President and Mrs. Wright, of this city, General Manager and Mrs. Ernest Chilson, Treasurer and Mrs. H. V. Stephenson, Secretary A. A. Liggett, General Superintendent James P. White, Company Physician Dr. Banks, Store Manager W. W. Reif and other guests. The design of the stage curtain

was painted by a miner in the company's employ. The stage performance, beside the picture presentation, was by local talent from among the miners. A chorus of fifty miners' and employees' daughters presented an elaborate "Flag Drill"; while the attendance was about 1,200 parents, friends and associates of the performers. Able speaking and singing were also a part of the exercises, which, with the banquet, contributed to a jollification continuing until 3 o'clock the following morning. The theater is a modern building, fully equipped with the most modern equipment, capable of seating 1,000 people and would be a credit to any city in the country. Business rooms will occupy a part of the building, the offices of the managers and others being also located in the building. The company is very proud of this welfare venture. The Institute, which has been in operation for five years is no longer an experiment. At the close of the day President Wright and General Manager Chilson were presented with handsome loving cups.

Omaha Trade.

OMAHA, NEB., December 16.—(*Special Correspondence*.)—Holiday shopping, as a rule, gives very little consideration to the common necessities of life and as the weather has not been such as to strongly suggest fuel, the local market is experiencing its usual quietude. Dealers report that business throughout the fall has been satisfactory, although the elements of excitement have been lacking pending the approach of a real "cold snap." Conditions throughout the state seem to be about normal. Today the thermometer is dropping and there is every indication of snow.

The Routt county field is feeling the effects of the car situation as the Denver & Salt Lake Road has refused to furnish box cars for loading nut coal with a view toward supplying the demand for lump and egg shipping facilities.

Despite the advance in freight rates, going into effect today, anthracite has been very slow. The tonnage on egg and range sizes has not been equal to that of previous years, a condition which dealers account for by the increased number of oil burning furnaces, as well as the popularity of petroleum coke and other substitutes.

The A. B. Currie Company makes a specialty of western coal and reports that the demand for Mt. Harris coal is making this one of the most popular grades in Nebraska. Routt county also has been especially good with this firm. Other dealers seem to think that the market is well stocked with Routt county coal and that tempting offers are required to move it.

Cherokee nut is running from \$1.85 to \$2.00 and slack is tight at \$1.35. Cherokee mill is bringing \$1.50. Missouri screenings have been a trifle weak, running at from 60 to 85 cents. Nut and mine run from this territory are going at \$1.50 each. Iowa screenings have strengthened very materially, the coal moving at from ninety cents to \$1.00, with but few offerings made. Iowa mine run is quoted at \$1.35 and walnut block at \$2.00. In the Illinois field the Franklin county market is unchanged. Better grades of lump, nut and egg are offered at \$1.75; other Franklin county coals are offered at \$1.40 to \$1.60. Montgomery county grades seem to be weaker of late; lump is quoted at from \$1.10 to \$1.35, and egg is offered at the same figures. Number one washed nut is in better demand, at \$1.50. There have been few quotations on Carterville coal, prices running at about \$1.50 on lump and nut. Rock Springs, Wyoming, coal is rather slow because of the weather. Lump from this vicinity is quoted at \$2.50, grate at \$2.40 and nut at \$1.75. Hanna lump is offered at \$2.50 and grate and nut sizes at \$1.75.

Omaha Personal Notes.

Mr. McKabe of the Lehigh Coal Sales Company, Chicago, stopped at Hotel Fontenelle during a visit to the city last week.

T. O. McLaughlin, Nebraska sales agent for the Gunn-Quealey Coal Company, was an Omaha visitor during the past week.

G. A. Barrett of the Connelville Coal and Mining Company, Connelville, Mo., called on his local friends during the past few days.

Dave Johnson of Murray & Johnson, Gothenburg, Neb., was in the city during the past week and reported conditions in his home town as "mighty fine."

Indianapolis Trade.

INDIANAPOLIS, IND., December 16.—(*Special Correspondence.*)—The Indiana coal trade is improving all the time. The demand for steam coal is fine. There is hardly a mine in Indianapolis that is not being operated up to the limit and the jobbers are having difficulty in getting as much coal as they can sell. Prices are a trifle stronger than they were last week although there has been no marked advance. Domestic grades are strong. The retailers are doing a rushing business and are keeping right after the operators for coal. The demand for domestic coal is strong in every city in the state. The demand for steam coal is better than it has been for more than a year. The only surprising feature of the situation is that prices have not gone up on steam grades. Steam coal that is not being sold under contract is higher than it has been, but it happens that many of the industrial concerns that were not taking much coal a few weeks ago are now taking the limit of their contracts. Domestic coal is selling about the same as it did last week, but a \$2 market for Indiana is predicted. It would not be surprising if Indiana domestic should be selling at \$2 a ton at the mines by the first of the year. The railroads are moving coal pretty well, but is keeping after the operators and dealers to see that cars are unloaded promptly. The following prices are being quoted by the wholesalers here:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run, Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1¼-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.80@.90	1.30@1.40
Nos. 5 and 6 screenings.....	.65@.75	1.15@1.25
2½-inch domestic, No. 4.....	1.50@1.55	2.00@2.05
4-inch domestic, Nos. 4 and 6.....	1.65@1.70	2.15@2.20
Brazil block domestic.....	2.25@2.50	2.75@2.50
No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Southern Indiana Field—		
Mine run.....	1.05@1.10	
Domestic lump.....	1.40@1.50	

The Indianapolis, retailers are quoting the following prices: Linton No. 4, lump, forked, \$3.25; Indiana lump, forked, \$3.00; Indiana lump and egg, screened, \$2.75; Kanawha lump, forked, \$4.25; Ohio Hocking lump, forked, \$4.25; Ohio Hocking washed egg, \$4.50; Kentucky lump, \$4.50; Ohio Jackson lump, forked, \$5.00; Blossburg, smithing, \$5.50; Cannel lump, \$6.00; Pocahontas, forked lump, \$6.00; Pocahontas, shoveled lump, \$5.50; Pocahontas, mine run, \$4.50; Pocahontas, nut and slack, \$3.75; Anthracite, chestnut, \$8.25; Anthracite, stove and egg, \$8.00; Anthracite, grate, \$7.75; Connellsville coke, \$6.00; Indianapolis by-product coke (all sizes), \$6.00.

Extra delivery charges: Bags, 50s a ton extra, ground floor or dumped in cellar; bags, 75c a ton extra, carried into cellar.

Indianapolis News Briefs.

Job Freeman, Terre Haute, who is running again for the Republican nomination for state treasurer, was here this week.

Samuel M. Sexton, formerly editor of the *United Mine Workers' Journal* and for many years a prominent figure at the miner workers' conventions, died here this week. He was well known throughout the coal fields of this country.

The Vandalia railroad has let contracts for the building of \$150,000 worth of switches and terminals at Bicknell, Ind., where some big coal properties are being developed. The Pennsylvania railroad has made an appropriation of \$300,000 for new freight terminals here indicating that the general industrial situation is improving.

Denver Trade.

DENVER, December 16.—(*Special Correspondence.*)—About all that is saving this market from stagnation this week is the cold nights. During the past ten days Indian summer temperatures have prevailed during the daytime, but the nights have been marked unusually by temperatures close around freezing or below. In consequence of this weather condition, local retailers report a material falling off in the volume of their sales, as compared with two weeks ago.

The lignite output this week is about 20 per cent under that of last week, and would be less were it not for the sugar factory requirements.

The Trinidad district output shows but a slight falling off, but they were behind on the filling of orders from last week and the week before. The production of the Walsenburg mines is about 60

per cent of normal, and the Canon City mines will produce a tonnage ten per cent under last week.

Routt county operators are all running full time and report a steady arrival of orders during the past two weeks from country dealers. Their production for the week is about normal.

The slack situation is weak and the demand is slow for any grade. Many sales at a shade under regular prices are reported. Unless there is a decided change soon in weather conditions, there will be a surplus to be reckoned with.

The following prices for lignite are ruling, f. o. b. mines: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

Colorado Southern Sued.

DENVER, December 16.—(*Special Correspondence.*)—Judgment for \$9,456 is demanded by the National Fuel Company in a suit filed against the Colorado & Southern Railway Company. The fuel company alleges that the railroad company, prior to Feb. 15 last, induced it to solicit orders for coal in Mexico, promising that it would provide sufficient cars for delivery at Mexican points. After it had obtained orders for 1,066 carloads of fifty tons each, the coal company states, the railroad provided only sixty-six cars. As a result the plaintiff was unable to fill its orders.

The coal company further alleges that the railroad company failed to deliver the sixty-six loaded cars to their destination in Mexico, and the coal was sold in El Paso at an actual loss of \$736.11.

This is believed to be the first coal suit growing out of the Mexican war.

Cleveland Market.

CLEVELAND, OHIO, December 16.—(*Special Correspondence.*)—The point of interest in this market during the past week is the advance in price of almost all grades of coal. In some cases the advance amounts to ten cents a ton and in several different grades all sizes are affected. This includes the No. 8 field in which most of the Cleveland producers are more or less interested, as well as the Cambridge and other sections of the state.

The cause of the advance is the demand for coal from the eastern states. Local shippers are sending a great deal of coal to points much further east than it is usually sold, while the coals which have been supplying these points are going still further east. The indications, as taken now by the local producers, is that this demand will continue and the market will remain strong for some time to come.

In order to facilitate deliveries, it is said that a great deal of coal marked for eastern points is being routed by way of Lorain, so that the Lake Shore railroad may be used from that point. Coal shipments on this section of the road are usually light. No. 8 coal is also going over the Wheeling & Lake Erie, the Pennsylvania and the Lake Erie, Alliance & Wheeling.

Because of the large amount of run of mine that can be shipped just now, it is the belief of coal men that slack will soon have to sell at a price equal to that of run of mine. If it does not, producers will not makeslack, but will ship it to points where run of mine can be used.

Lower temperatures have brightened the domestic trade somewhat, but it had not had any material effect yet on the wholesale and producing end of the business.

The larger sizes of No. 8 coal showed an advance of ten cents a ton all around the past week, while slack is quoted at \$1.00 instead of ninety-five cents, as it was last week. There has been an active demand for this grade of coal. Quotations follow:

	F. O. B. Mines.	F. O. B. Cleveland.
No. 8 District—		
Three-quarters	\$1.20	\$2.10
Run of mine.....	1.10	2.00
Slack	1.00	1.90

The movement of Coshocton coal has been satisfactory the past week and prices on all sizes have advanced from five to ten cents a ton:

	F. O. B. Mines.	F. O. B. Cleveland.
Coshocton—		
Lump, 4-inch screened.....	\$1.80@1.85	\$2.50@2.55
1¼ inch.....	1.70@1.75	2.40@2.45
Egg and nut.....	1.15@1.20	1.85@1.90

Pittsburgh slack has advanced with all other coals handled in this market and the quotation is at least ten cents higher than last week:

	F. O. B. Mines.	F. O. B. Cleveland.
Pittsburgh—		
Slack	\$1.00	\$2.00

Massillon slack is in demand at \$1.10 to \$1.15 per ton, which is an advance of between five and ten cents a ton over last week. Other sizes remain at circular prices.

	F. O. B. Mines.	F. O. B. Cleveland.
Massillon—		
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack	1.10@1.15	1.80@1.85

Smokeless coals have shown increased strength during the past week and the drop in temperature will probably have a good affect on the market. Quotations are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Smokeless—		
Lump	\$1.60	\$3.25
Egg	1.80	3.25
Run of mine.....	1.25	2.70

Cambridge prices are very much the same as the No. 8 coals in the various sizes. The demand is good and receipts should be heavier without weakening the prices, which are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Cambridge—		
Three-quarters	\$1.20	\$2.10
Run of mine.....	1.10	2.00
Slack	1.00	1.90

The price of Kentucky block is about the same as last week:

	F. O. B. Mines.	F. O. B. Cleveland.
Kentucky—		
4-inch block	\$1.90@2.00	\$3.15@3.25

Youghiogheny slack shows an advance in price of about ten cents a ton, while the larger sizes are quoted at about the same figures as week ago. Slack is strong at \$1.10 at the mines. Prices as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Youghiogheny—		
1¼-inch	\$1.40@1.50	\$2.40@2.50
Three-quarters	1.30	2.30
Run of mine.....	1.20	2.20
Slack	1.10	2.10

Prices of Bergholtz coal have changed but little from last week, although there has been but a small amount of it in the market:

	F. O. B. Mines.	F. O. B. Cleveland.
Bergholtz—		
6-inch lump.....	\$1.70	\$2.40
1¼-inch	1.45	2.15
Three-quarters	1.35	2.05
Egg	1.25	1.95
Run of mine.....	1.20	1.90
Slack	1.10@1.15	1.80@1.85

Goshen slacks have advanced five cents a ton, but there has been little change in the other sizes. It is probable, however, that conditions are such that the larger sizes will follow the trend of other coals within the next few days. Quotations:

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen-Wainwright Mines—		
Three-quarter domestic	\$1.40	\$2.10
3-inch lump	1.80	2.50
Lump	1.65	2.35
Slack	1.15	1.85

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen—		
Three-quarters	\$1.30	\$2.00
1¼-inch	1.40	2.10
Run of mine.....	1.15	1.85
Slack	1.15	1.85

Cleveland Notes.

Charles O. Jenkins, who will manage the steamers of the Jenkins Steamship Company, has opened an office at 904 Rockefeller building.

M. A. Hanna & Co. and the Cambria Steel Company have jointly purchased four 10,000-ton boats from the Frontier Steamship Company of Tonawanda, and one of the same class from the Niagara Transit Company, of the same port. The boats purchased are the Charles Weston, D. B. Meacham, J. G. Munro, James Corrigan and W. A. Rogers. Control of the steamers Charles O. Jenkins, Thomas Shaughnessy and F. B. Squire, of the Jenkins Steamship Company, was secured by M. A. Hanna & Co. some time ago, and another new steamer has been ordered built.

Operators here have so far declined to discuss the effort of the miners' organization to call a meeting of miners and operators of Ohio, Indiana, Illinois and western Pennsylvania, with the idea of re-establishing the four-state agreement that was dissolved at Chicago two years ago. They say that there is yet nothing to discuss and the less said about plans of this kind, the better, especially in the inception of the attempt to get together gain. Apparently the operators are looking to each other to decide on what is best to be done when the present contracts expire in April. The dissatisfaction of the Hocking Valley operators over the agreement finally reached in the Eastern Ohio field may have something to do with the matter. It is pretty safe to say that the miners are as anxious as the operators to reach a plan that will result in satisfactory contracts.

New York Trade.

Blizzard Brings Chaos to Deliveries of Both Anthracite and Bituminous —Latter Prices Higher.

Office of THE BLACK DIAMOND,
New York, December 16.

Shipping in the east on many of the railroads was made impossible for several days this week by the blizzard there begun on Monday. At this writing service on many of the roads was far from normal, so that taken as a whole but little anthracite has been delivered in certain important consuming territories this week.

Up to Monday the demand for anthracite was good from all sources. Coal was moving pretty freely; all of the domestic sizes, with the exception of egg, being readily absorbed. However, no premiums were being paid, but no concessions were being made, so that on the whole the market situation was just about as satisfactory as one could wish.

Complaints about slow movement of cars had been the rule for some weeks. This week the situation in this respect had grown very serious even before the blizzard came to further demoralize shipping. Due to the congestion of loaded cars in and around New York, hundreds of coal cars on most of the important coal carrying roads serving the anthracite markets were sidetracked, and deliveries, especially to the tidewater ports, have been slow. Some shippers report no deliveries on anthracite loaded nearly a month ago, cars being sidetracked here and there between the mines and tide, to give headway for more important freight.

Undoubtedly by the end of the present week some sections will be so short of anthracite that consumers will suffer.

In the way of production, November tonnages were given in last week's issue. These show shipments to the end of November 2,458,125 tons behind the first eleven months of 1914. This shortage does not represent by any means the actual falling off in the supply of anthracite for winter use. In spite of repeated warnings that a scarcity of fuel would be apt to occur when cold weather approached, consumers this year have not, to the same extent as formerly, laid in their winter supply in advance, and retailers were equally laggard in placing their orders. Not in any year since 1901, when the spring and summer discounts were put into effect, has so little advantage been taken of the opportunity to purchase coal at reduced rates. The Anthracite Bureau of Statistics points out that: "The anthracite companies have had a thorough realization of what the result of this would be and have maintained production at a rate hardly justified by the markets, putting the surplus into storage until many of the storage yards were filled much above rated or intended capacity. These storage yards are, however, at relatively short distances from the mines, and not at points of consumption. In the event of car shortage or of interruption to traffic on the railroads it is just as difficult to get this storage coal to market as it is to get the freshly mined product from the breakers."

What a break in transportation means has been fully brought home to many tardy retailers this week.

The steam sizes are in fair demand. Pea is in excellent demand for line shipment.

New York anthracite prices are:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	5.55	5.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.30 and up
Rice	2.00 and up
Barley	1.75 and up

The Bituminous Situation.

The bituminous market this week still retains the run-away features that developed last week. After the effects of this week's blizzard, said to be the most severe the east has seen since 1888, are weighed, it will no doubt be found that many consumers are actually facing shut-downs because of lack of fuel, for transportation conditions were very bad even before the blizzard came to

bring a complete stop to the movement of coal for two or three days.

For instance, on Monday, when the New Haven system officials were warned that a blizzard was on the way, orders were immediately flashed to put all freight trains on sidings and devote all energies to keep passenger trains moving. To depict the New Haven's dilemma, on Tuesday no trains moved at all on some of its most important lines. And other railroads fared very little better.

Prices on Tuesday were freely quoted at \$2.50 to \$3.00 per ton at Pennsylvania mines. This was an advance of twenty-five to fifty cents per ton over prices prevailing last week. At New York tidewater ports but little free coal was to be obtained. Prices asked ranged all the way from \$3.75 to \$4.50.

Conditions in the mining regions are reported as being very bad. Car and labor are both bad. Fortunate indeed is the operator who can get out within twenty-five per cent of a normal production. Shippers are finding it a most difficult task to divide shipments between their customers. Certain customers who would take only a very small percentage of their allotted monthly tonnage during the summer and fall months are now demanding shipments of such proportions as to make up their shortage of tonnage in previous months.

Locomotive fuel is also in heavy demand, and practically all of the eastern roads are consuming coal more heavily than at any time in the past few years.

In New York harbor the bunker business is very active, and contractors for bunkers who do not operate their own mines and are not fully protected by contracts, are having their troubles in buying spot coal to make good on deliveries.

Movement of coal about the harbor is greatly retarded by lack of boats.

The Vessel Situation.

The coastwise vessel situation has grown more acute. From Hampton Roads to Boston \$3 would be the rate, but few boats are available at this rate. From Philadelphia very high prices are offered with practically no boats available.

To some points rates are abnormal.

Current rates are as follows:

From Hampton Roads to Boston, \$2.50 to \$3.00 is about the range; to Portland and points east of Boston, the same. To sound points, \$2.00 to \$2.25. From Philadelphia to New England points, \$1.75 to \$2.25.

From New York to sound points as follows: Bridgeport, sixty-five cents; New Haven, seventy-five cents; Province, \$1 to \$1.10; New Bedford, \$1 to \$1.15. To Boston, around cape, \$1.25 to \$1.75. Harbor rates, twenty-five to thirty cents.

Current quotations on bituminous coal in spot lots are:

Best grades.....	\$4.50	\$3.00
Medium grades.....	4.00	2.50
Medium grades.....	3.75	2.25
Cambria County—		
Best Miller vein.....	4.50	3.00
Medium grades.....	4.00	2.50
Cheaper grades.....	3.65	2.15
Clearfield County—		
Best grades.....	3.65	2.15
Ordinary grades.....	3.65	2.15
Indiana County—		
Best grades.....	3.65	2.15
Medium grades.....	3.55	2.05
Maryland—		
Georges Creek big vein.....	4.25	2.75
West Virginia—		
Ordinary grades.....	3.50	1.95
Best gas, ¼-inch lump.....	3.25	1.85
Best grade, run of mine.....	3.25	1.85
Gas slack.....		1.35@1.65

New York Trade Briefs.

C. J. Wittenberg of the Wittenberg Coal Company sailed last week for Europe.

L. S. Evans, president of the Eastern Coal & Export Corporation, of Richmond, Va., was in New York early this week.

E. J. McCormack of the Commercial Coal Company, No. 29 Broadway, returned last week on the steamship Nieuw Amsterdam from a trip to Europe.

S. D. Fobes, sales manager of S. P. Burton & Co., of Boston, was in New York on Tuesday, en route home from the central Pennsylvania fields. Mr. Fobes believes that coal will sell at the Pennsylvania mines in excess of \$4 per ton in the next several weeks.

At the annual meeting of the New York Coal Merchants' Association, held on Monday, W. A. Leonard was re-elected president, and Theodore Trimmer vice-president. Arthur F. Rice was re-elected commissioner, with which office is associated the duties of secretary and treasurer. Retiring directors were re-elected. Commissioner Rice's annual report was one of the most interest-

ing yet made by him, and it will be printed in an early issue of THE BLACK DIAMOND.

A cable from Paris announces the engagement of Mr. Charles S. Thorne, vice-president of the Pocahontas Fuel Company, of New York, to an estimable New York lady, who has been residing in Paris for the past several years, and who has been prominently identified with the Red Cross work since the present war started. No date is set for the wedding. Mr. Thorne sailed from New York on November 20, on his annual trip abroad to look after the interests of his company.

Advices that come from the southeast show that the railroads are using vast quantities of coal now as locomotive fuel. Their traffic is the heaviest in many years, and they are taking enormous quantities of coal at present, not for stocking purposes, but for present needs. In the east there are quite a few of the big roads that are not as well protected as to coal supplies as they would like, and certain buying of late has been attributed to them. This week's blizzard has taught them the folly of expecting current shipments to take full care of their needs.

As indicating that the shipments of munitions is by no means on the wane, one important New York shipping concern is said to have a contract to transport as soon as ships can be secured, five hundred thousand tons of stuff to Vladivostok. This will mean the employment of more than eighty ships of 6,000 tons cargo capacity, and these boats will require in excess of 1,000 tons bunkers each before starting from New York. One wonders also, from reading almost daily the steel and munitions purchases being made in this country, shipments to cover practically all of the year 1916, just where ships are going to be found to take this tonnage across. All of this points to heavy bunker requirements at the American ports.

Adolph Busch, the well known St. Louis brewer, is one of the financial backers of the newly organized Standard Shipbuilding Company, which has taken over the Downey & Townsend shipbuilding plant on Shooters Island, on the Kill von Kull and Newark Bay. Already work has been started to put this plant in order to turn out merchant vessels. One million dollars will be spent on improvements. For the first year, commencing in about two months, one ship every sixty days will be launched. After the second year a ship will be launched every thirty days. Schwab interests will also open up a big plant near Elizabethport, and still there is talk of another big shipbuilding plant to be operated on the Staten Island side of the Kill. News also comes from Newcastle, Delaware, that the Bethlehem Steel Company plant at that place will be turned over to shipbuilding.

Baltimore Trade.

BALTIMORE, December 16.—(Special Correspondence.)—The coal trade here is in a state of excitement and uncertainty. Under the most rigid car scarcity known to the trade in years the supply of available fuel is growing so scarce that consumers are beginning to feel the pinch in disagreeable manner. Already some of the smaller fellows who rely on the sending through of their full contract orders to run their plants are curtailing their output because they can not get fuel as desired.

Coal is extremely scarce at tide. The local yards of the three railroads centering here were practically swept clear of fuel the entire week. Some days there was not more than fifty or sixty car loads in sight, and even with the lessened export movement by reason of inability to get vessel bottoms, some holdups in shipment were recorded because cars could not be gotten through with coal loads.

Brisk trading was being done between shippers and agencies for the coal in sight in order to cover their emergency contracts. Every effort is being made by the trade to care for their older customers, but some have fallen so far back in supply that a break from this precedent all along the line is threatened unless the car situation improves rapidly.

Anthracite men are in little better shape than their bituminous brothers. Demand here has far exceeded the supply, and some sizes are genuinely scarce. Stored stocks are being let go gingerly and every effort made to conserve the supply on hand pending better deliveries from the mines. Snow and colder weather have brought their complications of increased demand for quicker deliveries on orders.

Philadelphia Trade.

A Scarcity of Cars Continues and Steam Coal Rises to Record Figures as a Natural Result.

Office of THE BLACK DIAMOND,
1400 Land Title Building,
PHILADELPHIA, December 16.

Three dollar coal, forty-five cars of it, was sold through a middle house in this city Monday morning. And by the time that this appears in print the shipment should be well on its way or in the hands of the receivers in New England. Three dollars was the price asked by various houses with free coal to move, but this sale was actually recorded and delivered.

From railway sources the word has been sent forth that the car supply shows signs of betterment, but sporadic reports of this kind have been heard before and the prices as set heeded them not. Even had there been a material increase at the mines noted, the heavy snow that came Sunday would have offset anything of this encouraging nature which the railways might have to offer.

Baltimore & Ohio sources have it that new equipment is being rushed to Somerset and Clearfield counties, that cars on foreign lines are coming in and that rolling stock in the repair shops is coming out. Yet the mines there that are getting above a forty-five per cent of normal supply are the envy of their neighbors. The Pennsylvania has an embargo on cars going into far foreign territory and reports the release of many cars in the lake trade. Still the operators on its lines say "show us."

New England is the "big noise" in this market and the fact that wires were down and the mails delayed on Tuesday showed the fact that these buyers were not in the saddle. At the mines the price around Osceola Mills, Altoona, Johnstown and other buying centers ranged as high as \$2.25 to \$2.50 when this was written. This was a clear advance over \$2.10 to \$2.25 as was quoted Monday.

From a purely local viewpoint the brokers are still the top of the heap and though prices have gone beyond the best that those with imagination figured it to go by the first of the year, yet there is still an active and advancing market for free coal that can be had. Some distinction is being made in price to distinguish the better grades, but the usual run of things is "the de'il take the hindmost." In the helter skelter to get fuel the quality and character of the purchase has not been cutting much of a figure. Western Maryland's have been quoted and sold as high as Quemahonings and Miller veins—and there you are.

The last week has seen quite a spurt in the business at the piers. Over fifteen ships were bunkered here in that time in excess of the same period of last year. Coal tonnage for export for the week also saw a gain over the amount of last year, despite the cry for bottoms from all quarters.

Shipments of Fairmont coals are now in open competition with the Pennsylvania gas coals. Quotations on these ranged from \$2.10 to \$2.25.

The Anthracite Situation.

It only takes a good fall of snow to set the hard coal men as busy as bees in their offices and they got what they were looking for this week. The uncertain car supply, however, caught them at the end of the week when they were best prepared to make deliveries, so that the small yards that were low in stocks got supplies without much bother.

The independents who have firmly believed that pea coal was good for its circular price of \$2.50 did not wait until the first of the year to raise prices. They now declare that by that time there will be asked a premium on this size, providing that the cold weather has come to stay. This is going to solve the serious question of price cutting locally. Most of the dealers who have had small sizes on contract will have new contracts to make about the first of the year. With pea coal ranging above \$2.50 a ton it can be seen that \$4.75 will leave no great profit after freight and apportionment for workmen's compensation is reckoned with.

All other grades are in good demand with the steam sizes holding firm at the circular and also in line for an advance. It is declared that with bituminous coal bringing outlandish prices the steam sizes are bound to feel the effect, if only from a point of comparison.

Philadelphia News Notes.

J. J. Tierney of the Crozer-Pocohontas Company, who spent the previous week in Boston, arrived home last week.

J. T. Roberts, who is connected with the Widnoon Coal Company of Buffalo, called on the coal trade here the early part of the week.

H. K. Stauffer, field man for B. Nicoll & Co., after a short visit to the local ojces, left for a trip to the regions this week.

W. P. McGuire of the Makoma Coal Company and whose headquarters are in Harrisburg was in the city this week.

Arnold Gerstelle, sales manager for Percy Heilner & Son, returned the fore part of the week from a business trip in the west.

D. B. Wentz, president of the Stonega Coke and Coal Company, left Monday night for a week's visit to his company's properties at Big Stone Gap, Va.

A. W. Calloway, president of the Davis Coal and Coke Company, dropped into the local offices of that corporation this week, while on his way from headquarters in Cumberland, Md., to New York.

George Paul of the Commonwealth Fuel Company of Pittsburgh was one of the trade visitors of the week. Another from the Smoky City was W. W. Greist of the Carnegie Coal Company.

C. W. Procter of the Skeele Coal Company of New York was in town on business on Tuesday. E. A. Ward of E. A. Ward & Co. was another visitor from the Big Town.

W. A. Perry, known to his close acquaintances as "the Commodore, paid a visit to the local trade this week. Mr. Perry said that his company, the Greensburg-Connelsville Coal and Coke Company, intended to open an office in Pittsburgh in the near future.

J. Herbert Milnes of the Milnes Coal Company, Toronto, Ont., looked over the soft coal situation from Quaker City angles. Mr. Milnes said that the shortage in fuel had been felt in the Canadian cities where the manufacture of munitions and other articles for abroad was taxing industrial conditions to capacity.

John Hood, whose long years of connection with the Davis Colliery Company here, was the busiest hand-shaker in town this week. In his own inimitable way he had to tell of his "vacation in the Blue Grass" and his business projects in the eastern part of Tennessee. Mr. Hood intends to winter in New York.

"Arrived short of coal" is the notation seen with due regularity in the marine columns in comment about various ships entering port. Skimping and holding down the supply of fuel, which is the bane of any captain's existence, is a common occurrence in these days when coal piles abroad are at their highest valuation in all history.

William Hollenback, who is the genial representative of the Amos Coal Company in this market, and is otherwise known as "Big Bill" Hollenback, when he gets into togs and coaches football teams, had more newspaper space accorded him the past few weeks than the average run of coal man gets in years. He was the storm center in an election of the Athletic Association of the University of Pennsylvania. And "Big Bill" won out by 666 votes, the most accorded any graduate in years. Louis Maderia—a name sloclly connected with the coal business—was also elected a member.

The public is a funny critter. All summer long daily papers carried in their news columns a warning that certain conditions might be looked for which would tie up the supply of coal for the householder. The editor of the *Public Ledger* wanted to know why the stiffening in price and the tightening of supply. He asked an explanation of E. W. Parker, head of the Anthracite Bureau of Information, and for brevity and conciseness it takes in the whole situation. Mr. Parker's answer follows: "There is undoubtedly a serious shortage in the car supply, due largely to the inability to get cars now in transit unloaded and returned to the mines. The Hazelton Standard estimates there are 40,000 loaded cars waiting discharge within 500 miles of New York. We have no exact information on this point. The supply of coal at tidewater ports November 30 was sufficient only to supply the New York market for two weeks. There are large quantities in storage, but storage yards are in the vicinity of the mining region. It is just as difficult to get that coal to market as the freshly mined output. The present shortage at retail yards and in consumer's hands is due entirely to

the fact that during the summer months, in spite of repeated and urgent warnings, distributors and consumers did not place orders, and less advantage was taken of discount prices in the spring and summer months than in any year since this practice was put into effect in 1901."

Buffalo Trade.

BUFFALO, N. Y., December 16.—(*Special Correspondence*.)—The December shipments of anthracite by lake have ended, according to representatives of the different shipping companies, the total amounting to 106,926 tons. This is one of the largest December totals on record, comparing with 93,700 tons in the same month of last year and 103,100 in the year preceding. The total shipments of the 1915 season were 3,863,072 tons, a falling off of over 10 per cent from the preceding year, when shipments were 4,386,226 tons. The 1913 shipments were 5,033,696 tons. The 1915 season got a good start in the way of large shipments, but after the first two months nearly every month showed a decrease.

A better demand has started up from retailers, owing to the severity of the weather this week, which has been the coldest so far this winter. Dealers have not been making any heavy demands upon the companies lately, though the movement has been fair for a number of weeks. Chestnut has been in strong demand and scarcely enough is available to go around. A car shortage still exists and is expected to grow worse soon.

The bituminous market is showing increased strength in this section, but shippers are confident that a change is to occur within the next three or four weeks. At present the great seat of activity is in the east and all available coal is being shipped in that direction. The market is reported to be up 25c from the strong prices of a week ago. Sellers say that coal is worth more money today than at any time this year and some grades areb ringing about 80c more than during the summer. A good many operators are profiting by the increased scale of activity and are only wishing that they had a good deal more coal to sell. There are low-priced railroad and other contracts which take a large share of some companies' output, and besides that drawback a car and labor shortage exists to further reduce the amount available for sale. No letting up in the demand is looked for in the near future, and it looks as though some fancy prices would be paid in the local market before very long. Consumers are slow to wake up to the fact that eastern industries are absorbing immense quantities of coal and this will almost inevitably mean a scarcity elsewhere before many weeks. The car shortage is quite likely also to become more acute soon.

Buffalo Trade Briefs.

W. H. Cox, of the coal company bearing his name at Toronto, was a visitor here this week.

E. J. Skeele, president of the Skeele Coal Company, spent two days at the office of the company here last week.

J. P. Walsh, vice-president of the Pittsburgh Coal Co., was a visitor at the company's office last week.

R. I. Iago and Mr. Troll, Jr., representing the C. L. Ayers Coal Company, Cleveland, were here this week and are reported to have disposed of a large amount of coal.

Vice-President D. E. Russell, of the D. L. & W. Coal Co., who went to Chicago a few days ago to look after his trade, has been called home this week on account of a death in his family.

D. W. McLennan, sales manager of the Allegheny Coal Company, who was recently ill with rheumatism and away from business for a month, has gone to the General Hospital, but expects to be able to be at his duties within two weeks.

C. A. Storck, general sales agent of the J. B. Jenkins Coal & Coke Co., has returned from a business trip to Chicago and the west. He found the market quite well supplied with coal and conditions less satisfactory than in the east.

There is a great scarcity of tonnage in the harbor, in suite of the fact that the fleet is the biggest on record. Some of the coal shippers wish to load a few cargoes on winter storage and they find the vessels so tied up in various ways that it is impossible to get any. Some boats want to get away as soon as unloaded, to lay up elsewhere, some need repairs after unloading, and others are in the market for sale. The demand for vessels by purchasers is very great, and the price offered is high. A steamer half a dozen years old sold in Buffalo the other day for \$40,000 more than it cost, and such a thing as a coal charter is not going to stand in the way of a thing like that.

Birmingham Trade.

BIRMINGHAM, ALA., December 15.—(*Special Correspondence*).—Locally with the retail yard men domestic coal trade is good, but as most of the yards were fairly well stocked, the demand upon the coal operators is not so good, and only a few cars at a time is being ordered. The out-of-town trade to the different parts of the state is much better and a fair tonnage is being shipped from the mines. All of the large producers of coal are working upon full time; also some few of the smaller companies, but much more could be supplied if demand was sufficient.

The steam trade is much better than for some weeks past, most of the railroads are taking nearly full quota contracted for. The trade down the river is assuming goodly proportions, and if present indications of the river movement continues, it will not be long before river shipments will become quite an item to Alabama coal trade. Fairly good bunkering coal is being shipped to the ports and takings at these parts is better than it has been in many months.

Contract for coal for use in the next twelve months beginning December 15, 1915, by the New Orleans Street Railway Company, has been signed with the Sloss-Sheffield Steel and Iron Company. Shipments will be made by rail.

The Sloss-Sheffield Company had the contract during the past twelve months, but it is understood there was an advance in prices for the coming twelve months. The contracts call for a minimum of 180,000 tons, with a probability of 200,000 tons being taken.

The coal is being shipped from the Dora mines in Walker County, and is one of several big contracts this company has for the coming year. It insures steady work at some of the big mines of the district. The company has a big demand for coal for its own furnaces and coke ovens.

The continued large sales of iron causes the furnace people operating their own mines to get out heavy production of coking coal. The output of this grade of coal is more satisfactory than any of the other kinds of coal mined in the state. The continuous demand for coking coal will be largely the means of a much larger annual production than had been anticipated.

Coke is in heavy demand with fine prices. Consumption very nearly up to the output, the excess output is very small and very little coke is being accumulated.

The output at the big by-product plants at Ensley, Fairfield, Woodward and Holt continues good, and there is demand for every product. Coke prices are strong, and there is need for a large tonnage. No doubt is expressed now that the annual figures as to coke production in Alabama will be the best there has ever been here. A report will not down that the Sloss-Sheffield Steel & Iron Company will in the very near future consider the construction of by-product coke ovens, spending near a million dollars on the same, while the Gulf States Steel Company may also become interested in such a project. J. C. Mahen, president of the Sloss-Sheffield Steel & Iron Company, accompanied by W. H. Goadby, one of the principal directors in the company, will spend this week in the Birmingham district, coming from New York, and in addition to making a full inspection of the properties of the company and looking at the improvements under way at several of the plants, may consider the advisability of by-product ovens. To meet the demands for coke at its furnaces, in addition to that received from a large number of beehive ovens operated by the company, there are several hundred tons of coke being purchased daily from other manufacturers to use at the North Birmingham blast iron furnaces. The Sloss-Sheffield Steel and Iron Company has extensive coal properties in the western part of the county, and it is figured that the same will hardly be worked out for a decade to a score of years and more. Within a few years the by-product coke ovens almost repay themselves.

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic—		
Red ash Cahaba lump.....	\$3.00	\$3.30
Red ash Cahaba lump.....	2.75	3.10
Red ash stream size.....	1.20@1.35	Fr. rate 30c
Jefferson County—		
Fancy steam Pratt.....	1.75	2.00
Run of mine Pratt.....	1.20@1.25	1.45@1.50
Mary Lee lump.....	1.40@1.50	1.80@1.90
Black Creek—		
Fancy steam lump.....	1.75	2.05
Washed nut.....	1.75	2.05
Washed steam.....	1.35@1.60	Fr. rate 30c
Mine run.....	1.35@1.40	Fr. rate 30c
Jefferson Steam Coal—		
Mine run.....	1.15@1.25	Fr. rate 30c
Walker County Domestic Coal—		
Carbon Hill lump.....	1.75	2.15
Carbon Hill egg.....	1.65	2.05
Horse Creek mine run.....	1.00@1.20	Fr. rate 40c

Genuine Corona—		
Lump	2.00	2.40
Egg	1.90	2.35
Steam sizes.....	1.25@1.35	Fr. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump	3.00	3.30
Cahaba No. 2 lump	2.75	3.05
Montevallo domestic prices range from \$3.00 to \$3.25. Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.		

Duluth Trade.

DULUTH, MINN., December 16.—(*Special Correspondence*).—In the last week three cargoes of coal arrived, and there are four more due, which is contrary to the expectations at the writing of the last letter to this department. At that time only one more cargo was expected, but unexpected charters shoved the additional six this way. This—provided the four boats supposed to be on their way here arrive—will make the receipts of coal in December forty-one cargoes or about 350,000 tons, as compared with 91,308 tons during the month a year ago.

Just what the coal situation actually is just now, with respect to a possible coal shortage, is impossible for the layman to estimate, and the coal docks men are disputing about it. Some feel certain that there will be a shortage, while others declare that there will be an ample overage when the navigation season opens up next spring; and these latter declare the only danger is a shortage caused by strike in the East. Estimating 5,500,000 tons of coal on the docks now, the optimists, if such they may be termed for convenience sake, say that there will be lots of coal left. They claim that the demand is not up to an average of 1,000,000 tons a month, and the four lightest months of the winter are faced now, so that they anticipate no particular danger.

Several of the coal companies claim that if contracts are lived up to, Youghiogheny is going to run pretty short and not far distant. There is no advance in price as yet. Some of the companies, but not all, have advanced the price of Pocahontas egg and lump coal 25 cents a ton, making the price now \$7 a ton. The North Western Fuel company has advanced the price of a special grade of soft lump 25 cents, but other coal companies having special stock have not done so yet, but may before long.

Parts of the Carnegie and Zenith coal docks at West Duluth will probably be involved in a fight between the states of Minnesota and Wisconsin to decide taxable rights and also in one over the ownership of riparian rights, as a result of a decision recently given by the United States court of appeals, and just allowed to stand as final by the United States supreme court, in a case involving the boundary between the two states. The suit was that of the trustee of the George W. Norton estate against Robert B. Whiteside of Duluth, and the court decided that the natural channel of the river constituted the boundary. The docks of the two coal companies mentioned built on the Duluth side of the bay, extend beyond the natural channel and up to the artificial channel, and, it is claimed, thus extend into Wisconsin.

Lake Shipments in 1915.

DULUTH, MINN., December 16.—(*Special Correspondence*).—The shipments of coal from the Head of the Lakes to interior points of the Northwest, show, for the year from Jan. 1 to Dec. 1, a slight falling off from the same period last year, but the difference is only about 20,000 tons. The increases during the months of September, October and November this year over shipments in the same months last year, were marked, and January also showed an increase but the intermediate months show figures considerably below those of their corresponding months of 1914.

The total shipments during the year to Dec. 1, with comparative figures, were as follows:

	Tons.
1914	7,138,016
1915	7,118,432

Decrease

	Tons.	Sars.
1915	1,160,256	36,253
1914	961,664	30,052

Increase

This added to the tonnage computation, figured at thirty-two tons to the car, of the fol-

lowing car statistics for the other months of the year, makes up the total shipments already mentioned:

	1915.	1914.
January	24,996	21,639
February	20,279	24,220
March	16,860	16,683
April	12,629	16,800
May	11,401	13,275
June	11,468	13,312
July	12,355	15,099
August	18,075	20,349
September	124,712	24,347
October	31,818	27,287

Twin Cities Trade.

MINNEAPOLIS AND ST. PAUL, December 16.—(*Special Correspondence*).—Five million bushels of wheat were on track at the terminals in Minneapolis last week and for several days it looked as if there would be an old-fashioned congestion. The railroads, by extraordinary efforts and due to lighter receipts at country elevators, did not get in as bad shape as expected, although the effect of these heavy receipts is being felt within the switching limits of the Twin Cities. Coal cars are sometimes a couple of weeks getting to dealers, and nearly all the owners of large rail yards are anticipating their requirements to some extent. One thing that materially helped the situation was the mild weather. When the congestion was at its worst, the temperatures were ordinarily those experienced in June, so that the railroads had every advantage in getting away from what might have been a serious situation.

Demand for coal of all descriptions this week has been more active than for nearly a month. There is no snow in this part of the country but the thermometer registered down nearly to zero Tuesday and this stimulated business. A few orders came in that day but yesterday business was in much more substantial volume, and the industry showed nearly as much "pep" as it did in October. The cold weather Tuesday, however, was not as severe as that experienced a year ago. The temperature at that time went to eleven below zero, which is colder than any time this year since the first of February.

In the dock trade much interest is being felt in the war situation abroad. The demand for coal in France may be a vital factor in the dock trade next spring if that country carries out its plan of establishing a government fleet for the transportation of American coal, and other European countries join in such a movement. Dock interests realize that with all of Europe bidding against them there is every reason to expect much higher prices at the mines and correspondingly higher prices for lake shipment.

Bituminous coal of all descriptions is in fair supply on the docks, the only noteworthy exception being Pocahontas egg. This grade is very scarce and while prices have not yet advanced appreciably, dock companies are having difficulty in securing a sufficient supply to meet their current orders.

Current market prices at wholesale on loading grades of coal sold in the Twin Cities are as follows:

	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate	\$6.60	\$7.80
Egg	6.85	8.05
Stove	6.85	8.05
Nut	7.10	8.30
Pea	5.50	6.70
Buckwheat	4.00	5.20

	BITUMINOUS.
Splint, screened lump and stove.....	\$3.30@3.40
Splint, dock run.....	3.10
Hocking, screened lump and stove.....	3.30@3.40
Hocking, dock run.....	3.00
Youghiogheny, gas, lump and stove.....	3.30@3.40
Youghiogheny, gas, dock run.....	3.10
Pittsburgh vein, lump.....	3.30@3.40
Pittsburgh vein, dock run.....	3.00
Pocahontas, screened lump or egg.....	4.75
Pocahontas, screened lump and egg mixed.....	4.50
Pocahontas, mine run.....	3.25
Cannel, lump.....	5.25
Smithing, bulk.....	4.25
Smithing, in 100 lb. sacks.....	6.00
Briquets, anthracite.....	5.00
Briquets, smokeless.....	5.00

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

	Franklin County—
Lump, egg and No. 1 nut.....	\$1.65@1.75
No. 2 nut.....	3.66@3.76
No. 2 nut.....	1.50@1.60
1-inch screenings.....	.85
Run of mine.....	1.15@1.25
	Williamson and Saline Counties—
Lump, egg and No. 1 nut.....	1.65@1.75
No. 2 nut.....	1.40@1.50
2-inch screenings.....	.85
Run of mine.....	1.15@1.25

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How Chicago Began to Study Cost Accounting.

The following is one question the retail dealer will have to answer for himself—the associations, the trade papers, the legislatures and the city councils cannot answer it for him:

“Are you justified in not knowing what it costs you to do business merely because your neighbor does not know, does not want to know, and will not learn?”

In a word, is “the cost of doing business” a subject which must be studied by all, or it can’t be studied at all. Taking a parallel case, must we abandon the schools and do away with our whole system of education merely because a few blacks and a few mountain whites will not learn to read and write?

That was precisely the question which confronted the retail coal men of Chicago who were banded together in the Chicago Coal Merchants’ Association. From the time when Milton E. Robinson was president of that organization and hence from the time when it was little more than a commercial debating society, the question “what does it cost to do business” was one of the themes which came up for periodical discussion. The writer of this article remembers distinctly some of those early sessions of that new association. Mr. Robinson would suggest as the subject of the day’s debate, “What does it cost to do business?” Then he would call upon some of the members to arise and tell what it had cost them the preceding year. We have a vivid recollection of one meeting in particular. One retailer, who thought he was a good business man, arose and said that his costs had been sixty-eight cents a ton. This man owned a rail yard and extensive equipment. He did better than 50,000 tons of coal business a year.

The next man to arise was of the same kind. He said:

“You have got me beat. It cost me seventy-three cents a ton.”

The third man up went to the subject with the same candor when he said that both of the others bettered his record, which seventy-eight cents a ton.

At this point A. J. Bunge, with customary abruptness, got into the discussion with:

“I am not hard up today, and I don’t want to take anybody’s money, but I will bet any one of you three men \$100 to \$5 that what he thinks were his costs are not correct within fifteen cents a ton. I’ll bet the fellow who named the lowest figure isn’t right within twenty cents a ton. I can do business as cheaply as any one of you. It costs me ninety-two cents a ton now and the cost is going up every day.”

The challenge was too pointed to pass without notice. Everyone in the room knew that Mr. Bunge was a good business man. At least he was doing two to three times as much business as most of them. His blunt statement that they were off in their calculations as to cost by fifteen to twenty cents a ton made them blink. It explained to some of them why at the end of the year they never had any of it to spend, whereas they thought they were making money. In view of what Mr. Bunge said, most of them realized that what they thought was a profit was only a bookkeeping method which concealed a loss.

Two or three months after this incident the old debating society came pretty nearly losing its character, because some of the retailers wanted actually to begin to study what it cost to do business—to do something besides talk. And they really tried for a month or more to learn. They found, in the end, that Mr. Bunge was right. The average cost for the city of Chicago was nowhere near sixty-eight, or seventy-three or seventy-eight cents a ton; it was somewhere between ninety-two and ninety-three cents, as Mr. Bunge had said. That was eight years ago. The cost today is above \$1.05.

When an effort was made to use this information the difficulty arose. It was the big stumbling block in Chicago. From letters received from all parts of the United States it is the stumbling block of the coal trade generally. That is, the old debating society thought it would be a good

After a Disheartening General Debate, a Few Cut Loose from the Crowd and the Others Followed the Lead—What Other Cities Do.

thing to introduce a uniform system of accounting. Still, it thought it could not do anything unless everyone was in the band-wagon. It thought there was no use of having an accounting cost system unless everyone used it. It thought and decided it wasn’t worth the while of the association to spend its time and money to get up that cost system unless everyone wanted it and was willing to pay his share. Especially was this true unless everyone was willing to use the system when it was compiled.

Of course, everyone would not go to school; therefore everyone would not pay for his school books. As a natural and the only possible result, the old debating society got up to the edge of a mighty important and interesting subject and then abandoned it. It did so because the universal adoption of the system was clearly out of question.

Then followed a period—it seems that such a thing is almost impossible, but it is true—of six or seven years, when the subject was always on the tips of the tongues of a few retail dealers like Homer D. Jones, but nothing was ever done. Every once in a while the cost and systems committee would make a report. This report would urge the importance of the subject and end up by saying that something must be done. The rest of the members would grin at the effort to revive the old topic, and then would put on their hats and walk out. For all those years Mr. Jones was a pleader without an audience.

After a disheartening experience of this kind, he was about to give up the idea. He thought, even as the association thought, that it was not worth while to do anything at all unless everybody was in. It was impossible to get everybody in. That is the only reason why nothing was done.

Incidentally the retail dealers of Boston, Philadelphia and the small and large cities of Ohio, Indiana and all over the other states are in exactly the same position today. Some retailers want to talk about the cost of doing business and to urge united action. The others grin, put on their hats and go home. Because they can’t get the others interested, and because the subject can’t, therefore, be handled by all the retailers of one locality, those who have a saving idea on the subject become disheartened and are ready to give it up, or have actually done so.

At the critical moment, as it seems, Homer D. Jones of the Western Fuel Company of Chicago—chairman of the cost and systems committee of the Chicago Coal Merchants’ Association—got a new idea. He said one day at the regular semi-monthly meeting:

“We have got to get away from this old notion of ours that one hundred per cent of this association must study this subject of costs in order to have it come up for any consideration at all. We must abandon the idea that we can’t do anything toward uniform accounting unless all do it. If we wait for everybody to come in, we will wait forever and end our days in precisely the same position as we are now. I’m going to cut loose from the bunch. I’m going to get together those in the association who are interested in knowing what it costs to do business. Even if there is only one other member who wants to study costs and if he will come down here at an appointed time, he and I will hold a meeting. If there are two, it will be just that much better. If we can get five or ten it will be fine. But I am not going to wait for the 250 members of this association to get down to business before we start to study costs as they should be studied. As chairman of this committee, I’m going to call a meeting for next Friday afternoon. We’re going to hold a

meeting if nobody but Al Bunge and myself attend.”

At the conclusion of that short speech, Mr. Bunge said that he would be on hand. Charles Dreiske announced that he would be present, and so it ran until something like ten members had joined the movement. Before Friday afternoon this number had been swelled to twenty-five. Everything considered the result was wholly unexpected.

When, on the following Friday, the little band of retailers got together to discuss what it costs to do business, some vitally important information began to come out. One man had a simplified method of getting the information on the books and getting the bills sent out. Another one had an ingenious way for separating yard labor cost so that it was easy to divide the cost for loading the wagons from the cost of putting coal into and taking it out of storage. Another had a simplified time clock method by which he found the cost of delivery, etc.

At first it was supposed that this thing could be worked out by departments. That is, out of the twenty-five men some were most interested in the cost of sales, others in the cost of loading, others in the cost of yard labor, etc. It was planned to have each man devote his attention to the one topic in which he was most interested. Therefore, primarily it was decided to divide the general topic up into six departments and have a committee representing each. These different committees accordingly were appointed and worked for about three weeks.

However, the instant the committee tried to segregate the cost of its particular theme from the general cost of the yard it found that practically an impossible task. So many activities around the yard overlap with other activities—and must do so or the expense is going to increase inordinately—it was found necessary to consider all costs as practically one. That is, instead of having a separate selling cost, delivery cost, storage cost, etc., it was found that a true accounting system could not be gotten together unless the yard operations were considered as a whole.

Thus the instant the retailers came down out of the air and began to discuss the thing in saving detail, a big discovery was made as far as they were concerned. This gave the students of this question a real program to work out and something definite to do. Thereafter the six committees resolved themselves into a committee of the whole. This larger committee started to work on a general accounting system for the yard.

The first thing they found was that it was a pretty big topic to handle and they wanted, of course, to get a short cut. The best short cut was to call in an expert accountant who really knew the subject thoroughly and who could devise a system that would fit the conditions of the different yards. They decided, therefore, to employ a certified public accountant and did so. He held a meeting with the general committee about two weeks later. At that meeting it was decided that seven of the retailers should pay a certain sum for the first year. This would cover the cost of installing the system and the necessary supervision of that system until it was in actual working order.

When this has been done, the results will be turned over to the association. Then the forms will become the property of the association and if any other dealers want to use them, arrangements can be made by which they, cheaply, can have the installation made and the introduction of the system supervised.

After this experience with the Chicago retailers, the editors of this paper prepared and sent out a letter to quite a number of retail dealers in all parts of the country. This letter asked whether any similar movement had ever been started in their community of the person addressed. Candidly we did not expect that it had been, because we knew about what the situation

(Concluded on page 528.)

An Eastern Retail Cost Accounting System.

A week or so ago we went fishing for information about cost systems used by retail dealers. We got one that was interesting.

Perhaps that isn't just exactly the right way to put it. We found that the dealers in Chicago were beginning to do a big and sensible thing in connection with cost systems. We wanted to pass the word along. So, Yankee fashion, we told what we had to say in the form of a question. If anybody else had information to the same point, we were mighty glad to get it. That would broaden the whole field of discussion, even though it was not necessary. Thus fishing the whole North American continent by a circular letter, we might draw in some good accounting systems, but we would tell many that such a thing was possible.

We were rewarded by one which comes from S. P. Burton of Boston. Burton & Co. have a dock at Providence. This dock does a retail business and for the purpose of accounting for the coal received and sent out, a regular system has been installed.

Two things stand out very clearly in this set of forms.

First, this firm knows that if it is going to account for everything the system must be comprehensive. So, its forms are elaborate and even a recapitulation of the record of the books takes six sets of forms, each of which fills two small pages or one big page.

Second, it knows that to get a comprehensive idea of any one cost, it must have a proper subdivision of that cost into the departments where the expense originates. Therefore, it makes four general subdivisions of the cost statement and details thereunder the things which properly make up that expense.

With that general statement of the Burton policy, the forms will explain themselves. In reproducing these forms, one explanatory note is necessary. That is: In some months there are five weeks. Therefore, the form which is to include the whole month and to detail it by weeks should have five columns for the weeks with one column for the grand total. In the Burton form there are five columns for the weeks. We reproduce only one of them; to reproduce the form, the other four have only to be added in. These forms are as follows:

WEEKLY OPERATING EXPENSES.				
ACCOUNT DISCHARGING.				
—Week Ending—		—Month's Total—		
Number Tons Discharged	Memorandum of Cost.	Amount. Per Ton.	Amount.	Per Ton.
ITEMS—				
Wages	1	.....	1	.....
Supplies	2	.....	2	.....
Coal	3	.....	3	.....
Boiler and liability insurance	4	.....	4	.....
Repairs	5	.....	5	.....
Water	6	.....	6	.....
Oil	7	.....	7	.....
Lights	8	.....	8	.....
Sundries	9	.....	9	.....
Suspense	10	.....	10	.....
Tornado insurance	11	.....	11	.....
Discharging reserve	12	.....	12	.....
.....	13	.....	13	.....
Totals	14	.....	14	.....
ACCOUNT TRIMMING—				
Bitum. tonnage. 15	.....	.....	15	.....
Cost	16	.....	16	.....
Anth. tonnage.. 17	.....	.....	17	.....
Cost	18	.....	18	.....
Total tonnage.. 19	.....	.....	19	.....
Average cost... 20	.....	.....	20	.....
Total cost..... 21	.....	.....	21	.....

WEEKLY OPERATING EXPENSES.				
ACCOUNT CARTING.				
—Week Ending—		—Month's Total—		
No. Tons Carted—	Memorandum of Cost—	Amount. Per Ton.	Amount.	Per Ton.
Own teams....	.....	.....	.....	.....
Own trucks....	.....	.....	.....	.....
Auto cars....	.....	.....	.....	.....
Hired trucks...	.....	.....	.....	.....
Hired teams...	.....	.....	.....	.....
Total tons carted	.....	.....	.....	.....
Memorandum of Cost—	.....	.....	.....	.....
OWN TEAM TONNAGE.				
ITEMS—				
Teamsters	1	.....	1	.....
Feed account... 2	.....	.....	2	.....
Stable men.... 3	.....	.....	3	.....
Shoeing	4	.....	4	.....
Lights and water	5	.....	5	.....
Repairs	6	.....	6	.....

Supplies	7	.....	7	.....
Veterinary	8	.....	8	.....
Accid't insurance	9	.....	9	.....
Office and stable insurance	10	.....	10	.....
Reserve fund.. 11	.....	.....	11	.....
.....	12	.....	12	.....
Total	13	.....	13	.....
TOTAL TONS CARTED.				
Yard men.... 14	.....	.....	14	.....
Office	15	.....	15	.....
Sundry expense	16	.....	16	.....
Supplies	17	.....	17	.....
Ferry expense.. 18	.....	.....	18	.....
.....	19	.....	19	.....
Total	20	.....	20	.....
Own trucks.... 21	.....	.....	21	.....
Auto cars.... 22	.....	.....	22	.....
Hired trucks... 23	.....	.....	23	.....
Hired teams... 24	.....	.....	24	.....
Total carting... 25	.....	.....	25	.....
ACCOUNT HOUSING—				
Bitum. tonnage 26	.....	.....	26	.....
Cost	27	.....	27	.....
Anth. tonnage. 28	.....	.....	28	.....
Cost	29	.....	29	.....
COST OF HOUSING—				
Number tons... 30	.....	.....	30	.....
Cost	31	.....	31	.....
Total cost..... 32	.....	.....	32	.....

WEEKLY OPERATING EXPENSES.				
ACCOUNTS MISCELLANEOUS.				
—Week Ending—		—Month's Total—		
Number Tons Via Car, Memorandum of Cost—	Amount. Per Ton.	Amount.	Per Ton.	
ITEMS—				
Wages	1	.....	1	.....
Repairs	2	.....	2	.....
Supplies	3	.....	3	.....
Switching	4	.....	4	.....
Expense	5	.....	5	.....
.....	6	.....	6	.....
Totals	7	.....	7	.....
ITEMS—				
Account Pick-Up. No. Tons Removed—	.....	.....	.....	.....
Power	8	.....	8	.....
Wages	9	.....	9	.....
Repairs	10	.....	10	.....
Supplies	11	.....	11	.....
Expense	12	.....	12	.....
Totals	13	.....	13	.....
Account Screenings. No Tons Sold—				
ITEMS—				
Power	14	.....	14	.....
Wages	15	.....	15	.....
Repairs	16	.....	16	.....
Supplies	17	.....	17	.....
Expense	18	.....	18	.....
.....	19	.....	19	.....
Totals	20	.....	20	.....

WEEKLY OPERATING EXPENSES.				
ACCOUNT WOOD.				
—Week Ending—		—Month's Total—		
No. Cords Sold. Memorandum of Cost—	Amount. Per Cord.	Amount.	Per Cord.	
ITEMS—				
Power	1	.....	1	.....
Wages	2	.....	2	.....
Repairs	3	.....	3	.....
Supplies	4	.....	4	.....
Expense	5	.....	5	.....
.....	6	.....	6	.....
.....	7	.....	7	.....
.....	8	.....	8	.....
Totals	9	.....	9	.....
Automobile Operating. No. Tons Sold—				
ITEMS—				
Wages	10	.....	10	.....
Repairs	11	.....	11	.....
Supplies	12	.....	12	.....
Insurance	13	.....	13	.....
.....	14	.....	14	.....
.....	15	.....	15	.....
.....	16	.....	16	.....
.....	17	.....	17	.....
.....	18	.....	18	.....
.....	19	.....	19	.....
Totals	20	.....	20	.....

WEEKLY OPERATING EXPENSES.				
FIXED EXPENSES.				
—Week Ending—		—Month's Total—		
Main Office. No. Tons Sold. Memorandum of Cost—	Amount. Per Ton.	Amount.	Per Ton.	
ITEMS—				
Salaries	1	.....	1	.....
Executive exp.. 2	.....	.....	2	.....
Office rent.... 3	.....	.....	3	.....
Sundry office expenses	4	.....	4	.....
Legal expenses. 5	.....	.....	5	.....
Advertising ... 6	.....	.....	6	.....
Telephone 7	.....	.....	7	.....
Salesmen's exp. 8	.....	.....	8	.....
Mileage	9	.....	9	.....
Bond insurance 10	.....	.....	10	.....
Office supplies.. 11	.....	.....	11	.....
Miscellaneous insurance ...	12	.....	12	.....
Reserve, bad debts	13	.....	13	.....
Contingent fund 14	.....	.....	14	.....
Building coal pocket	15	.....	15	.....
.....	16	.....	16	.....
.....	17	.....	17	.....
Totals	18	.....	18	.....
Wharf Expense. No. Tons Sold.				
ITEMS—				
Rent	19	.....	19	.....
Fire insurance. 20	.....	.....	20	.....
Taxes	21	.....	21	.....
Repairs and supplies	22	.....	22	.....
Acci. insurance 23	.....	.....	23	.....
Anthracite ins. 24	.....	.....	24	.....
.....	25	.....	25	.....
Totals	26	.....	26	.....

WEEKLY SHIPMENTS.				
TONNAGE.				
—Week Ending—		—Month's Total—		
Tonnage. Total.	Tonnage.	Total.	Tonnage.	Total.
STEAM COAL—				
Deliv'd by teams 1	.....	.....	1	.....
Delivered on cars 2	.....	.....	2	.....
Sold at yard.. 3	.....	.....	3	.....
Sold on dock.. 4	.....	.....	4	.....
Sold on lighter 5	.....	.....	5	.....
.....	6	.....	6	.....
Total	7	.....	7	.....
DOMESTIC COAL—				
Deliv'd by teams 8	.....	.....	8	.....
Delivered on cars 9	.....	.....	9	.....
Sold at yard.. 10	.....	.....	10	.....
Sold on dock.. 11	.....	.....	11	.....
Sold on lighter 12	.....	.....	12	.....
.....	13	.....	13	.....
Total	14	.....	14	.....
STORAGE COAL—				
Deliv'd by teams 15	.....	.....	15	.....
Delivered on cars 16	.....	.....	16	.....
Sold at yard.. 17	.....	.....	17	.....
Sold on dock.. 18	.....	.....	18	.....
Sold on lighter 19	.....	.....	19	.....
.....	20	.....	20	.....
Total	21	.....	21	.....
Totals	22	.....	22	.....

Elk Horn Coal.

At a meeting of the Elk Horn Coal Corporation, recently formed by the merger of the Elk Horn Fuel Company, the Elk Horn Mining Company and the Mineral Mining Company, Clarence W. Watson, George A. Baird, Johnson N. Camden, George W. Fleming, J. M. W. Stewart, Edward Cornell, S. D. Camden, John E. Buckingham, D. A. Langhorne, C. H. Slemph, James C. Fenhagen, George T. Watson, A. E. Nusbaum and Walton Miller were elected directors.

Clarence W. Watson was chosen chairman of the board; George W. Fleming, president; Johnson N. Camden, George A. Baird and A. E. Nusbaum, vice-presidents; J. W. M. Stewart, secretary; J. F. Caulfield, treasurer and assistant secretary. The executive committee consists of Messrs. C. W. Watson, chairman; G. W. Fleming, J. N. Camden, S. D. Camden and G. T. Watson.

The Elk Horn Coal Corporation will operate and develop further its large coal tracts in eastern Kentucky. A successful sale of \$4,000,000 bonds was made within the last fortnight, largely to Baltimore interests.

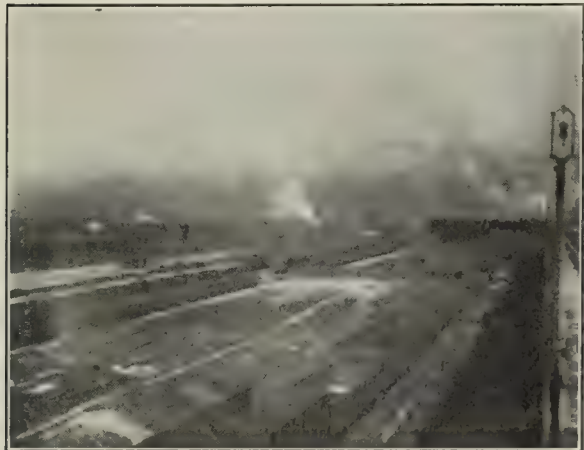
J. J. Hobbs, the New York coal exporter, has chartered in past month eight schooners to take coal to Argentine and Brazil. Mr. Hobbs recently chartered the schooner Edward J. Lawrence, which made a record trip (thirty days) to Barcelona, Spain, with five thousand tons of Pocahontas.

Handling Anthracite Over Loading Docks.

The shipping season of 1916 will see some big improvements in the vessel loading methods of anthracite at Buffalo.

The L. V. R. R. Company has almost completed their new plant at Tift Farm, and it should be thoroughly tried out and ready for regular service at the opening of navigation next spring.

Recently the Delaware, Lackawanna & Western



General View of Gravity Yard, Operator's House Over the Unloaders and Inclined Conveyor House. Taken from Top of Present Lehigh Valley Dock.

Railroad Company started dredging a new slip on their dock property in preparation for an entirely new vessel loading plant.

From what can be learned locally in Buffalo, the plans for this new plant are now completed. It is, however, generally understood that a typical car dump is to be installed. That is, the familiar type in use at Hoboken by the Delaware, Lackawanna & Western Railroad and at Perth Amboy by the Lehigh Valley Railroad for hard coal, and Cleveland and other places for soft coal.

Where the general conditions of the various companies are apparently entirely similar it is



The Two Unloaders, Four Extra Hoppers for Self-Cleaning Cars, and Lower End of Inclined Conveyor House. Lehigh Valley Dock, Buffalo.

interesting to note how the methods of meeting these conditions differ.

As has been stated previously in THE BLACK DIAMOND, it is a great advantage to the railroad companies to haul their box cars back to Buffalo loaded instead of empty. The cars go east with grain and other products from the west, and unless loaded with anthracite in Pennsylvania, many are returned to Buffalo empty.

Two years ago when the preliminary plans



Car on Unloader Platform Tilted to Its Extreme Position.

were being worked up for the Lehigh Valley dock, the first consideration was to get a method of handling box cars cheaply and quickly, without breaking the coal any more than was absolutely necessary. The result is that the new Lehigh Valley system is built with the box car unloaders as the central and most important feature.

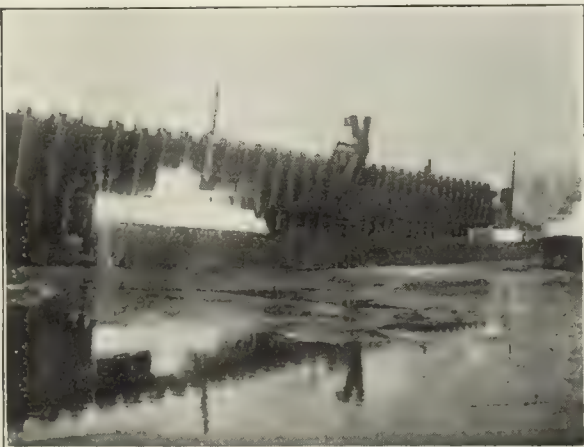
As a contrast to this, the Lackawanna is planning a typical car dump which will handle only open cars, the box cars apparently being a secondary consideration, and will probably be handled by one of two methods. Either the coal will be transferred from box to open cars, and then the open cars be put over the car dump, or have a box car unloader at the dock and elevate the coal with belt or elevator discharging it into the same chute through which the open car coal is loaded.

If, as is anticipated, the amount of box car coal is increased to 50 or 60 per cent of the whole instead of 20 percent as at present, it is easily



The Dust Over the Boat Illustrates to Some Extent the Excessive Breakage of Coal Under Present Loading Methods.

seen that this transferring from one kind of car to another will prove a very expensive operation. Expensive from an operating standpoint but more expensive because of the increased breakage of coal due to the extra handling. The combining of an open car dump and a box car unloading on the dock, all of the coal discharging into the same chute, ought to prove very satisfactory, if the details can be worked out.



Face of Present Lehigh Valley Dock Showing Telescopic Chute, Which Is Part of the New System, in Its Raised Position.

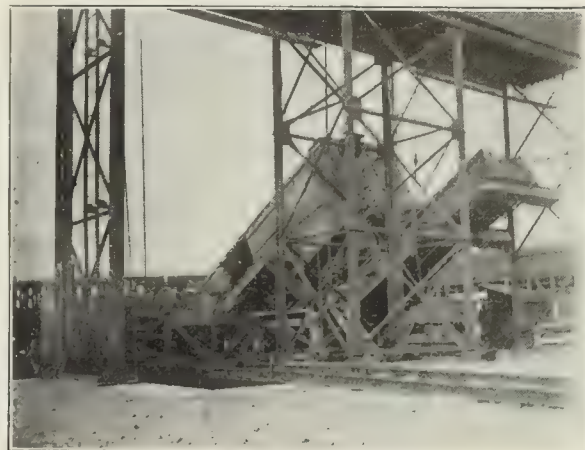
The new Lehigh Valley system consists in a large gravity yard, with two car unloaders at ground level to be fed by four tracks, and four hoppers in addition to those under the car unloaders, with a track for each. These four hoppers are to receive the coal from the self-cleaning cars. The car unloaders are to handle all box cars, and flat bottom open cars with openings or gates in bottom which are not self cleaning.

The six hoppers discharge onto two pan conveyors each 5 feet wide. These conveyors of about 300 feet centers carry the coal up a gradual incline and discharge over a large lip screen

into an open chute and thence through a telescopic chute into the boat.

The degradation or breakage of coal is to be kept to a minimum by having the hoppers which are not deep kept well filled and the chute and telescopic chute filled so that the coal movement is a flow instead of a drop.

Each car unloader should unload box cars at the rate of twelve an hour or five minutes to the car; the flat bottom open cars at a much faster rate; and as is well known the self cleaners by



Box Car on the Unloader in a Tilted Position. It Is Planned to Take the Grain Door Boards Out of the Cars Before They Are Placed on the Unloader. The Conveyor Shown in the Picture Is for Conveying the Coal That Falls Out of the Cars on Removal of Doors, to the Main Hopper.

merely opening the gates discharge in a half minute or less.

The rated capacity of the two conveyors is 18,000 gross tons in ten hours. It is expected to load readily under normal operating conditions 10,000 to 12,000 tons in ten hours.

The machinery has been all turned over and as a whole promises to work satisfactorily. There will undoubtedly be a number of changes made before the plant is accepted. The box car unloaders are not as efficient as they can easily be made by some moderate changes and there are a number of other smaller features to be adjusted and modified.

The fact that this is the first plant of its kind designed primarily for the efficient unloading of box cars makes it extremely interesting. The box car unloader after it is once demonstrated on a large scale as it will be in Buffalo, should have a wide field. There are a number of other products transported in box cars which, under the present methods, are slow and expensive to unload grain being the most important of these. The unloader is as suitable for unloading grain as anthracite and it is believed that the operation of this Lehigh Valley plant will be followed with much interest by grain men as well as by coal handling concerns.

November Anthracite Increase

The production of anthracite in November is estimated at about 250,000 tons more than that of November a year ago. As this increase is indicated after several months of low production, a shortage of approximately 2,500,000 tons will remain when the total figures for the first eleven months are compared with those of last year.

When the official figures of shipments to market are announced by the Anthracite Bureau of Information at Wilkes-Barre next week, it is probable that the tonnage for November will be in the neighborhood of 6,200,000 tons. The shipments in November, 1914, were 5,928,286 tons.

Operators attribute the small production of anthracite so far this year to the industrial depression of last winter reflected in the purchasing power of the consumers. The amount of coal shipped to market in 1914, was 68,342,601 tons. An economy by the consumer of five per cent on his anthracite fuel bill would make a difference of over 3,400,000 tons. The public failed to take advantage this year of the spring and summer discounts when anthracite can be bought at the lowest figure.

Anthracite shipments for November were 6,297,215 tons, an increase of 368,929 tons over November of last year. For eleven months, the decrease is 2,500,000 tons.



This View Gives a Suggestion of the Method of Construction of the Barker Pocket.

Barker Company's Circular Concrete Coal Pockets.

The concrete silo has moved to town. Some one discovered that it was equally as good for storing coal as for preserving green fodder for stock. So, coal dealers are taking advantage of this fact and are erecting circular concrete bins or coal storage pockets—nothing more nor less than reinforced concrete silos, so popular in many farming and dairying sections.

Among the latest dealers to erect structures of this kind is the Barker Lumber & Fuel Company, Watertown, Wis., who engaged a silo contractor to construct the four tanks 18 by 46 feet each, shown in the accompanying illustrations. These structures are independent of each other, although standing as closely together as possible to permit operating the silo form while construction was in progress.

Each rests on a reinforced concrete footing 18 inches thick and 4 feet below ground level. Walls are 6 inches thick throughout, reinforced both vertically and horizontally, in the first case by $\frac{1}{2}$ -inch rods, placed every 2 feet around the structure at the center of the wall and in the latter case, by $\frac{3}{4}$ -inch rods 6 inches center to center.

One of these tanks is divided into four compartments which are equal segments of a circle, these compartments being formed by partitions made of 2 by 4's spiked together flat and secured to the walls at the ends by bolting. The tanks have no floors, provision having been made to spout the coal into wagons by gravity by filling the tanks with well-compacted cinders to the necessary level (8 feet above ground) so that the coal would flow from the wood chutes built into the silos on opposite sides. As each tank has two such chutes it is possible to load eight wagons at one time. The wagon ways are roofed.

The structures stand in a row running east and west, with railroad trackage at the west end, thus permitting spotting of cars alongside the unloading hopper and conveying apparatus which are housed in a wood frame structure that extends across the top of all tanks, thus permitting any desired distribution of coal when unloading. Fire risk has been largely eliminated as regards possible injury to the structures, and consequent reduction of insurance rates and elimination of the necessity for insurance on the structures have followed.

Giving a Frank Opinion as to a Former Employee.

Here is a situation which will appeal to every employer; that is why I am answering it here instead of by letter to the inquirer. The letter comes to me from a New York reader who requests that I withhold his name:

"Here is a case for you and your readers to consider together. Up to a month ago we employed a man as collector. We did not bond him, believing him perfectly honest. He collected a large amount of our accounts and had been with us for five years. His last collection was made about a month ago, and consisted of about \$150. He came in at the close of the day and said he had lost it. Ordinarily we would have accepted his word, but I noticed liquor on him and I had already heard some things about his manner of living. I questioned him about the manner of his loss and his story did not seem convincing. We therefore discharged him on the spot. He applied to another house in the same line for a position and gave our name as reference. A member of the firm called at our store and asked about him, and I told him the whole story. I stated what I had learned about the young man's private life, also about noticing the liquor and the story about losing the money. I told him frankly that I suspected the young man of having stolen the money instead of losing it. As a result of what I stated the young man did not get his position. I believe he would have gotten it if I had given him a good reference. He has now brought suit against our house, charging defamation of character and asks heavy damages. I always believed that a former employer had a right to tell his opinion of a former employe, but if there is anything in this suit, I appear to have been mistaken."

You are not mistaken, and in my judgment there is nothing in the suit. The only chance your former employe has of getting damages from you

is to prove that in what you said you were actuated by malice. You know whether you were or not. If he can prove that, he may have a chance. Let me explain.

Ordinarily one man may not say scandalous things about another, even if they are true. If

they are not true, they always give cause for a civil damage suit, and even if they are true, the law holds that they tend to a breach of the peace, and makes the person uttering them criminally liable.

But there are certain exceptions to this rule, called privileged communications. One of these is just the sort of communication described in the above letter—that made where a former employer, when asked for a reference as to a former employe, expresses his opinion about him. Even if what he says would ordinarily be slanderous, and—if he acts in good faith—even if what he says is not true, the employer is protected and no action can successfully be brought against him for slander or libel.

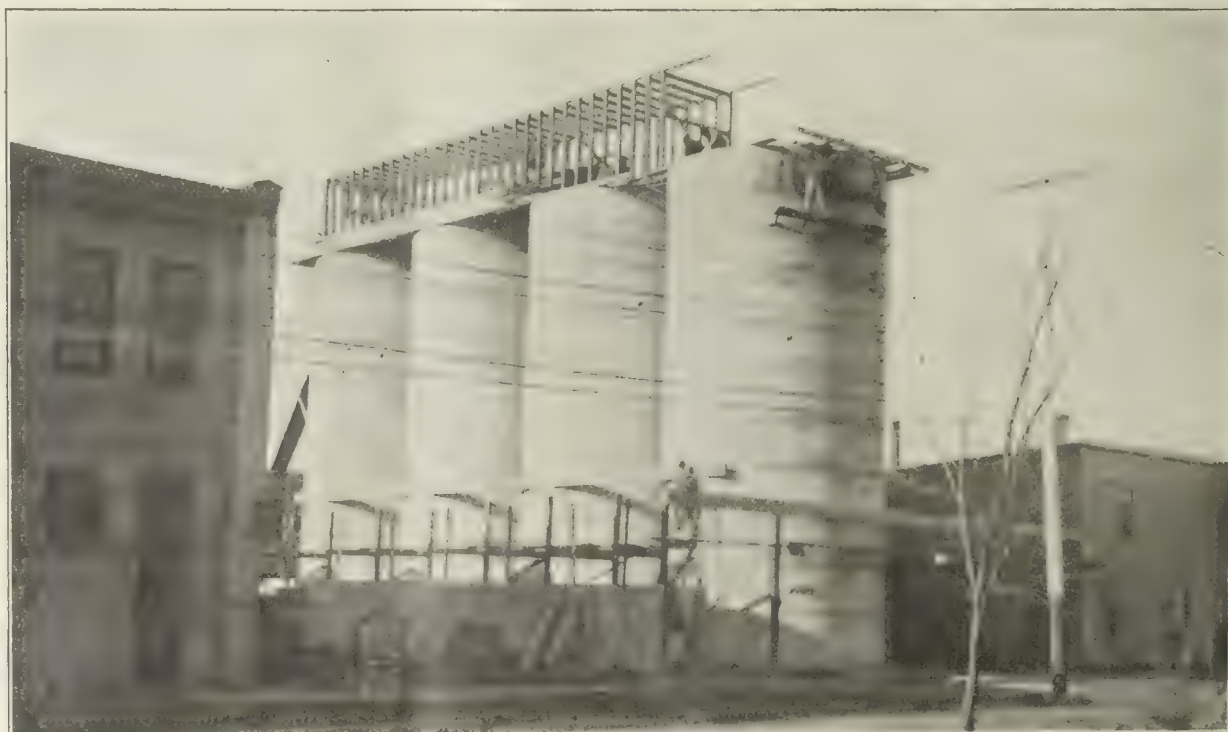
In such a case the employer can even go further than telling merely what he knows about his former employe. He can tell what he has heard, even though he has not investigated it, and does not know it to be true. Even if these rumors which he repeats prove to be completely unfounded and untrue, the employer is not liable for repeating them—if he acts without malice and in good faith.

The legal reason for permitting the employer so much latitude is that an employer who is about to hire somebody is entitled, as a sort of social obligation, to have all the information he can get about that person. As a leading case puts it:

"Giving information as to the character and capabilities of a former employe is not a legal obligation enforced by law, but the law recognizes its existence as a social obligation which cannot be performed unless it creates a privileged occasion. When inquiry is made of a person as to the character and capabilities of a former employe, the person to whom the inquiry is addressed would not do his whole duty if he should confine his answer to facts which he knows of his own knowledge. Nor would he do his whole duty if he should confine himself to giving information which he has fully investigated. Indeed, he would fail in doing his full duty if he should omit to impart any material information which has come to him, even if he has not attempted to investigate it at all. He must be careful, however, to state that he is giving it as information, and not as fact, because if he gives it as fact and it proves to be untrue, he is liable."

But woe betide the employer who allows dislike, hatred, or resentment to color his report about a former employe. The law is always severe with such, and these cases are not infrequent. Especially where an employe has left against his employer's will, or after a quarrel, he is apt to try to get back when asked by a prospective employer for a reference. Even though what he says would have been completely protected as a privileged communication, had there not been evidence of malice, the employe reflected upon can collect damages from him if the statements turn out to be untrue, and if malice can be shown to have been present.

Of course the \$150 "lost" by this employe will never be recovered. To the employer it is indeed lost, but it would not have been, I cannot refrain from saying, had this collector been put under bonds, as all employes handling money should be. (Copyright, November, 1915, by Elton J. Buckley.)



Barker Lumber & Fuel Company's Circular Concrete Coal Pocket.

A Coal Company and Community Advertising.

This year the East State Street Business Men's Association of Rockford, Ill., decided to celebrate the Christmas holidays and, incidentally, invite the attention of the rest of Rockford and the vicinity to the advantages of trading on East State street. They went about it by decorating all of the stores and windows on that thoroughfare. They called on the electric light company and with its help the street became flooded with light from numerous new arc lamps.

When the matter of advertising this part of Rockford was first broached, E. H. Keeler of the Rockford Lumber & Fuel Company ran plump into a problem. Running into a problem is nothing new to Keeler—but this time the particular

while Keeler was figuring on the problem he remembered about George A. T. Long, the foundry expert of the Solvay Coke people.

Long is not a window dresser either, but he could make a fine living at it. He has a record of many fine displays to his credit. Keeler knew Long and knew about his window dressing abilities. The two came in consultation and with Long's help the problem was solved.

How well he succeeded is attested by the accompanying reproduction.

The window is about twelve feet long, eight feet high, and six feet deep. In the background was draped some white cotton cloth and against this was erected a miniature club-house, a replica of the new home of the Rockford Motor Club,



Christmas Window Display of the Rockford Lumber & Fuel Co.

problem caught him at a new angle. He had a window right on East State street, a landmark in one of the most prominent localities of Rockford. It would never do to have that big window dark and all the rest of the windows on the street ablaze with light. The problem then was: What could a coal man put in such a window and at the same time make it interesting enough to make the display a business producer?

Now Keeler's business is not window dressing; rather it is being the dynamo for a big coal company. It is his part to keep affairs moving. This thing of being a dynamo has its disadvantages, but also it carries compensations. It causes one to meet people who know how to do things and

which will be erected next summer. The model is about six feet long and is built exactly to the scale of the architect's plans. Inside are placed carpets, miniature chairs, tables and everything is arranged as nearly a duplicate of the real thing as possible. The house is brilliantly lighted with electric lights. The material used for the walls is wire netting, into the meshes of which are placed pieces of Solvay coke. The roof is of ordinary roofing material. Just in front of the little club-house are placed some palms to give the idea of trees.

The foreground is composed of different sizes of Solvay coke and the edges of the display are decorated with Christmas greens.

Why Cars in the East Are Scarce.

PHILADELPHIA, December 22.—(Special Correspondence).—Not in years has railway traffic been twisted into the snarl that at present exists on the eastern seaboard. There are coal cars scattered from Dan to Beersheba trying to make headway into points of destination or unloading points. Railway men in droves are working twenty-four hours to the day doing their utmost to get the lines clear. Embargoes here, there and everywhere have been on for nearly a week and daylight is still to be seen.

Of course the heading off of coal *en route* by reason of the embargoes which have gone into effect have caused a flurry among the men that had coal on the wheels moving to the eastern points of trouble and to New England, but the slackening of price is believed to be only temporary because were an entire clean up of the railway yards at seaboard a possibility there is enough merchandise to hurry east that would again clog things badly.

The condition of affairs was not entirely unforeseen. Railway men gave warning as far back as September that there was such an immense amount of freight that was on its way or could be expected for trans-shipment abroad that a tie-up was the expected outcome. Bottoms for all sorts of carriage of ocean going freight have been scarce but there was little thought given to the actual conditions which would follow when the full weight of demand for space was made.

The result has been that when the cars came

rolling into the various points of reloading that each week added to the toll of traffic stagnation until the huge total of 7000 cars in the South Amboy yards of the Pennsylvania, and nearly 5500 cars in the Port Reading yards were blocked last Thursday when the order came to permit no further shipments to the first named port.

Interlaced with cars containing all sorts of goods from perishables to heavy goods for foreign export were hundreds of cars of coal that could not be moved out of the jam. Various coal firms who make a business of transferring coal from the South Amboy piers, say that they have bottoms ready and waiting to move coal from that point but they cannot reach their shipments.

When this article was written the embargoes placed were as follows: Pennsylvania, South Amboy, tight. New York District, for necessary purposes only (locomotive fuel), New Haven points via Jersey City—all shipments. Lehigh and Hudson and connections—all shipments.

Philadelphia and Reading R. R. Port Reading, bituminous coal. New Haven, via Jersey City—all shipments. Lehigh and Hudson and connections—all shipments. Lehigh and New England and connections—all shipments.

In addition to this there is a Lehigh Valley embargo at Phillipsburg, N. J., against all hard coal except that moving in Central Railway of New Jersey cars and those which are billed to charitable and public institutions.

The tie-up means a most serious situation for

New England and for the first time in years the part that coal carrying boats delivering coal to New England points have actually proved the big part which they play in the trade.

War time prices for cargoes have taken away many of the boats that plied between Hampton Roads and the New England ports. The modern collier played a big part in driving the coal hooker and barge out of the business. Today barges between the ports bring the highest charter rate that has ever been known. Freights have been made at prohibitive figures but even the high prices that have been offered has not brought enough bottoms into service to supply the wants of the coal users there.

At Hampton Roads there are strings of cars waiting for bottom to carry the coal away. That in itself has been the cause of the coal stringency that has to be faced there.

Three weeks ago when the first acute signs of a coal famine in New England made its appearance the buyers from that part of the country jumped into the Pennsylvania market and in the Clearfield and other sections where free coal could be had that would take a direct connection along the Hudson river, advances in prices were quickly noted. With this coal on the wheels and bound for points from Poughkeepsie on down, the free door began to close. Connections through Binghamton and Mechanicsville to the Boston and Maine were flooded to capacity and now have been cut off. The connection to the Boston and Albany lines through Rotterdam Junction clogged and with the diversion of traffic which has been occasioned by the embargoes about New York it is only a question of time until this will have reached its capacity.

So far as the New Haven connection are concerned they are as tight as though there was not a wheel moving. Coal moving in box cars were able to get through for awhile but this has been practically put an end to, and all traffic must await the untangling of the snarl before any more can move through that artery.

Two ports of outlet through which some coal can pass is the piers at St. George and Port Reading. There is also at New York the piers at Elizabethport and at Communipaw but these are only small affairs and were traffic thrown there in any great quantity these would be jammed in short order.

With the Pennsylvania shippers the open ports that now remain are Port Richmond and Greenwich piers in this city. Richmond has been handling its full amount of freight, and while it could stand a considerable consignment of coal cars it would not be any great time before it also would clog.

Pennsylvania charters have been granted the following new coal companies: Van Ormer Coal & Coke Company. Capital stock, \$5,000. Treasurer, Frank H. Clemson, Stormstown, Pa. Incorporators: Thomas F. Barrett, Altoona, Pa.; Fredrick G. Clemson, Junita, Pa. The Paint Coal Company. Capital stock, \$5,000. Treasurer: John Schwabenbauer, Snyderburg, Pa. Incorporators: E. J. Carroll, Snyderburg, Pa.; S. A. Sacherl, Arthurs, Pa.; Barbara Saltsman, Oil City, Pa. Conestoga Coal Company. Capital stock, \$5,000. Treasurer: H. B. Hartswick, Clearfield, Pa. Incorporators: L. C. Norris, G. W. Ralston, Clearfield, Pa. Watkins Coal Mining Company. Capital stock, \$10,000. Treasurer, J. C. Thornton, Brooklyn, N. Y. Incorporators, C. Law Watkins, Rye, N. Y.; William J. Schafer, Marlton, N. J.; Edwin S. Lawrence, Ardmore, Pa.

At the Cincinnati Coal Exchange election, a few days ago, C. A. Tribbey, R. P. Gillham, James A. Reilly and E. L. Sternberger, were elected to fill vacancies on the board of directors of the exchange, this being the annual election. Mr. Sternberger is elected for one year to fill the vacancy caused by the death of Captain Charles J. Menges. The newly elected members of the board and the "holdovers" have been called to meet to reorganize and elect president, secretary, treasurer and other officers of the exchange. The new executive officers will take their seats at the annual dinner of the exchange, usually given shortly after New Year's day.

Now that the more seasonable weather has set in the New England railroads are experiencing their annual petty coal thefts. Through the activities of Railroad Officer Frank J. Coughlin, the Boston & Maine road recently rounded up four Polish women who are charged with the larceny of a considerable amount of coal.

THE LOADED PURCHASE*

A Chemical Combination In Fiction

Were I a writing man instead of sales manager of the Sovereign Coal Company, it is likely I should be able to so disguise my identity that you would feel a piquant pride in your cleverness finding me out. But, I am not a writing man and will, therefore, stick to plain facts.

Unfortunately also—or fortunately, if you prefer—my ignorance of the writing craft's technique leaves me without the means of revealing to you, in an interesting fashion, the fact my office is in the Girard building, Philadelphia.

One thing else: Our company is a jobbing concern. It neither owns, nor operates mines. I set this statement down flat, and without shading, leave it bald as a beardless scald-head. Here, likewise, must I have it foreknown that we buy the output of the Blackbelt Mine, down in the Fairmont field. We resell this coal, ten per cent of the selling price to us, the balance back to the Blackbelt Company. May this last fact fasten itself in your mind. Now I open the action. I will not attempt to write the story; I shall merely tell it.

You may not recall the long, hot spell of September, but I have reason to remember it vividly. On the very worst day of it I sat in my office with all the doors wide open endeavoring to get every breath of air that moved. The office boy was on his vacation, the bookkeeper had gone to the bank, and I was alone waiting for my stenographer to return from lunch.

Things were rotten. No new business was in sight and the weather was killing off what little we already had booked. I was under the impression we had made \$1914 in August, but in analyzing the month's balance sheet I found the bookkeeper had made a mistake and had added the "Year of Our Lord" into our profits.

Just as I made this pleasant little discovery, a cat-whiskered gink in a plug hat and pegged trousers came snooping up to the door with a note book in his hand.

Ah, a book agent! I reached for a paper weight, thinking not to let drive until he came within good range. But he didn't come in. He stood consulting his note book and rubbing at the sign on the glass panel of the hall door. Like a storm I saw his face cloud up. He began to cuss or cry, I couldn't tell which. But a second look and a closer scrutiny proclaimed him no book agent, so I got up and sauntered out into the front office.

"Can I do anything for you?" I asked.

"Eh, bien! Un autre! C'est a rire!" he snarled, looking as if he were going to bite. I stood my ground. Slowly his face changed. He took off his hat and bowed deferentially.

"Pardon, Monsieur," he said, breaking into a smile, "but it is my great trouble that everyone would do something for me, but, Mon Dieu, what they do for me is incredible! They send me here; direct me there and always it is wrong. Will Monsieur be so kind as to say, is this not the Girard building?"

"It is," said I.

"Then should not the offices of the Majestic Fuel Company be found in this building?"

"They should," I answered, "but they can't."

"I do not understand, Monsieur."

"Come in where it's cooler."

I scented business. He accepted my invitation. After seating him and passing him a cigar I explained there was a Girard building in Philadelphia and also a Stephen Girard building. He saw then he had mistaken the Girard building for the Stephen Girard building, and had confused our company, the Sovereign, with our rival, the Majestic Fuel Company. It required a little time for him to unravel the tangle. While he was puzzling it out, I was wondering how I

could hold on to him. Happily, at the moment, my stenographer came in.

That girl of mine is no faded wall flower. The instant she put her foot in the door the Frenchman sat up and took notice. For his benefit, I called her to my desk and gave her some fake instructions regarding several imaginary orders. Then I said: "Miss Beard, I am going to show this gentleman down to the Stephen Girard building."

She turned and looked him over. Out of his chair he went as if he had been stuck with a pin. He clicked his heels together and again bowed like a dancing master. I slipped the girl the wink and got up to leave. Reluctantly the Frenchman followed, and I saw his glances trailing wistfully back toward the girl as we went out the door.

As soon as we were out of the building I headed him for the club in place of the Stephen Girard building. Once or twice I thought he was going to balk and get away, but finally I landed him in good order.

We exchanged cards on the first drink. My expectations were confirmed. Truly I had a live one. The card he handed me was of thin, flexible velum paper. Upon it was engraved, "M. I. J. Dnanidref, Engineer in Charge, Copenhagen Gas Company, Copenhagen, Sweden."

Queer name for a Frenchman, think you, but it is not odd when you know the facts in his case. It took a quart of wine and seven dollars' worth of food to get his history, but, to me, it seemed well worth the money.

He wasn't exactly French. He was born in Switzerland. His father was a Russian but his mother was full French. His father died and left him a half orphan at twelve. His mother took him back to her people in France. Through some social influence she got the boy into the government academy at Saint Cyr. He graduated there as a military engineer in 1885. In a competitive examination he won an appointment as an assistant engineer to Bunau-Varrilla, who was then chief engineer of the Panama Canal.

Dnanidref was on the Isthmus through the yellow fever scourge. He was left there without a sou when the French enterprise collapsed. While he was waiting at Colon for the arrival of a French steamer, which had been promised, but which it seemed, never came, an English tramp anchored outside the breakwater. Her captain was afraid to come in and discharge on account of the fever.

Dnanidref was desperate. At high tide that night he threw an empty beer keg off the dock and took a chance. He hung on for two hours, and finally brought up against the steamer. With what strength he had left he managed to climb the anchor chain and slip under cover. In the fierce heat of the under-deck he lay fighting thirst for two days before he emerged, and for eleven months thereafter he remained on the ship working as a common seaman.

The only thing he got for his labor was his food, a bunch of experience and a fair working command of English. At last, however, the vessel fetched up in Copenhagen with a cargo of gas coal. Dnanidref slipped off the boat by stealth. After she had discharged and cleared he got a job shoveling coal for the gas company. From this beginning he advanced until he became the company's engineer in charge.

This experience, I imagine, he recounted whenever opportunity presented an excuse and I surmise from the way he told it that it had lost none of its savor through oft repetition. It was a tale such as one would treasure for the inspiration of his children.

But what interested me was this: I learned from his talk he had once used a coal in Panama that had come from America, a very peculiar coal possessing certain particular analytical properties rarely found in a coal with physical characteristics such as to assure its being successfully converted into coke of a high porosity. And it came

out on top of this, that his purpose in visiting the United States was to find that particular kind of coal.

It further developed that an extensive search for the coal he desired had been fruitless. He had scoured the Pocahontas field to find no coal containing more than twenty per cent volatile matter. With disgust he recited the many misdirections he had received. He told me sadly of the incorrect information forced upon him. In the New River district the highest volatile coal he found showed but twenty-six per cent. Always the kind of coal he was looking for was somewhere just beyond. He had spent two weeks in central Pennsylvania and a coal thirty-three per cent in volatile matter was the highest he encountered. He had combed the Pittsburgh territory, and had learned the limit of volatile combustibles in the coal of that region was thirty-six per cent. Along one of the tributaries of the Kanawha river in West Virginia he had come across a coal thirty-eight per cent in volatile but it was of a slabby structure which would prevent its coking properly. He had gone everywhere except where he should have gone—to Fairmont.

He required a coking coal forty per cent in volatile and nothing less would answer. A perilous trip across a mined sea and two months' work and expense had gone for nothing.

Before leaving Copenhagen, oil for enriching gas, made from low volatile coal, had become, on account of the war, an impossible proposition. He has assured his directors the coal his company needed was produced only in America. He had staked his reputation on his ability to find that coal. He knew there must be such a coal, but where? Where? Where?

His question repeated sent his voice trembling up in a crescendo. Actually he shed tears. A fit of exasperation seemed to carry him off his feet. While he ranted I was thinking what price I would ask him for Blackbelt. I knew I could guarantee it to run forty per cent in volatile. I knew, of course, it would coke.

"I ask you," he sniveled, "is it not that such a coal as I require exists in your country?"

"It does," I said.

"Where? Where?" he pleaded, grasping me by the lapel of my coat and sending his breath into my face.

"In the Blackbelt Mine," I replied. He hitched his hold further up on my coat collar and stiff armed, he pushed me back in my chair. An angry look came into his eye, and I shot a hasty glance at the water bottle just within reach.

"Do not, Monsieur, make sport of me," he warned. "I am not in the frame of mind to bear trifling."

"Neither am I. Sit down," I commanded, and he obeyed gloweringly. Then I talked; and he listened intently. As I went on speaking his humor changed. His countenance lighted up. Gradually an expression of hopeful anticipation overcast it.

It took me some time to convince the poor nut we had the very sort of coal he needed. I was telling him about the mine when he cut in and falteringly asked if this wonderful Blackbelt coal could be put aboard a vessel at a cost not to exceed \$6.50 per ton. I nearly fainted! That was \$3.85 per ton more than I expected to quote him.

Hastily tranquilizing my agitation, I feigned to weigh the matter carefully and told him, after some hesitation, we could arrange to let him have a limited tonnage at that figure. Then I thought to myself, "This wop is crazy." I again looked at his card. It reassured me. "How," I questioned, "am I to hold him?" I was thinking it over when he again foresteped me.

"Ah, Monsieur, I perceive you suffer with a gentleman's restraint in presenting your terms. I appreciate the delicacy of the courtesy you pay me, but, this, my dear sir, is a matter of business. Will you not favor me by looking over my letters of introduction and will you not be good enough to make note of my banking company's name and address?"

Across the table he passed me a half dozen letters. It required but a cursory inspection to see they were all right. His banking firm was a well known New York house. As I ran over the correspondence he went on to say that this bank had

*This story has been refused by five well known magazines. It was written by Arnold Gerstell on a bet. Its publication here is the penalty he pays for bad guessing. In a good natured wrangle with one of The Black Diamond's representatives, Mr. Gerstell maintained there was an open field for fiction in the coal business and to prove his contention he undertook to "put a coal yarn over" on one of five leading fiction publications, failing which The Black Diamond was to have the privilege of "running" his story. He failed. He offers no alibi.—Editor.

authority to pay cash against sight draft with clearance certificate and bill of lading attached.

I handed back his letters and looked at my watch. It was a quarter of three. I begged him to sit still while I telephoned to a gentleman with whom I wished to postpone an appointment. Immediately he was on his feet. He wouldn't hear of it. Already he had imposed on me too far. His apologies were profuse. He would not consider my allowing him to monopolize my very valuable time. Quickly I ordered one of the club's justly famous brandy stingers. Under its seductive influence he subsided and I got to the telephone.

While the long distance operator was getting his bank in New York, I got Miss Beard on the wire. She, really, is the only one I have in the office who has sense enough to come in out of the wet. She is all right. She is a rattling good stenographer; too, but she is a hoiden and, while she's ordinarily very well behaved, it is always an effort for her to be ladylike. At heart she is a relative of Mrs. Potiphar.

So I jollied her about the "hit" she had made with the Frenchman and explained to her how it would never do to let easy money like this Dnanidref go rolling around loose in a strange town, without a chaperone. I made it plain to her that I had set the trap for a rabbit and caught a bear and that I was afraid he'd get away from me. I would hold on as long as I could, but would she help? She would. Just as we got it framed up that I was to leave the office early and give the Frenchman a chance to ask her to dinner, New York came on the wire. Sure enough everything was exactly as Dnanidref had said it was and the cashier promised to confirm our conversation by letter.

It must have been nearly five o'clock when we got back to the office. In our sample cabinet we had a good sized chunk of Blackbelt coal. This we sent out to a chemist and arranged to have a rush analysis made of it. Dnanidref was in high good humor, that is to say, spirited or perhaps spirituous. I introduced him formally to Miss Beard, pleaded the postponed engagement, placed the office at his disposal and left, carrying weight for age myself.

The next morning I was in the office bright and early—maybe not exactly "bright," but certainly early. The written confirmation from the New York bank was in the mail; also the report of the chemist showing the sample of Blackbelt contained 40.27 per cent volatile matter. Everything looked lovely. Then the lid flew off. Miss Beard came in as sore as a crab and resigned right off the bat. She had been disgraced; she would have me understand she was a lady; she was a stenographer and did not draw her twenty-five per as a social entertainer. If I thought she was Mrs. Vernon Castle, I had another guess coming. Her feet hurt her and she had a headache.

"Besides," she snapped, "this Frenchy is a crook. For your better information the Copenhagen Gas Company is nothing but a fence for the German government. These Copenhagen people do not use any coal. They make water gas from coke."

It was evident Miss Beard had failed to notice, the evening before, that the Frenchman was well on his way when I introduced him to her. But it seemed from what she said, two drinks had made him sensational; three had made him drunk, and on taking the fourth one, he had let the cat out of the bag.

"What the Copenhagen Gas Company is doing," she flushed, "is landing high volatile coal on its docks and reshipping it by rail to Germany. And it is getting rich because Germany has no high volatile coal. Germany wants coking coal forty per cent volatile because such coal yields fifty per cent more benzol than German coal. Germany needs benzol for motors, but that's not the answer, either, because benzol from high volatile coal carries with it a very large percentage of picric acid and toluol. Picric acid is the active principal in fulminates and toluol in combination with introgan makes the trinitrate of toluol which is the high explosive used in the forty-two centimetre guns."

"For Heaven's sake!" I exclaimed, "Shut the door."

I realized then why this Frenchman was willing to pay such a price for coal. That, however, didn't bother me, I had the girl to handle and it was up to me to finesse carefully. I managed to do so expertly. About the time I got her all smoothed out with a boost in salary, in came Dnanidref with a bunch of flowers in his arm as big as a wheat sheaf. He deposited them on Miss Beard's desk. Holding his shiny tile pressed tightly to his heart, he bowed with a coxcomical humility that was amusing. She thawed out in

spite of herself. Once more the sun was shining!

He came into my office and I handed him the analysis on Blackbelt.

"Forty, twenty-seven," I said. He gave the report one look and wilted.

"Oh, Monsieur! Monsieur!" he wailed.

"What's the matter?"

"Oh, Monsieur! Monsieur! It is awful! It is impossible! It is hopeless!"

"What's awful?"

"The sulphur, Monsieur. See! It is more than three per cent. Surely there must be a mistake. No coal could carry so much sulphur."

The blamed fool hadn't said a word about sulphur before. I knew there was no mistake and I saw the fat was in the fire. I felt like throwing the idiot out, but the poor fellow looked so mournful I hadn't the heart to do it. He limped over, steadying himself with a hand against the wall, and stretched himself out on the couch. With his arm covering his eyes, he lay there muttering. Miss Beard appeared in the doorway.

"Good night," she murmured. She tossed him a kiss from her finger tips. Then she turned up her nose at me. I sat there all beaten down to a whisper looking at him.

Suddenly he jumped up with a squall like a wild cat and ran over and kissed me on both cheeks.

"I have it, Monsieur! I have it!" he shouted.

He sung a little tune and did a jig step around my desk. Abruptly as he began he stopped.

"No! No!" he moaned, "I have it not! I am a fool."

"Say," I blurted out, "What's eating you, anyhow?"

"No, Monsieur, it does not eat. It is non-corrosive. It is harmless, but, alas it is contraband."

"What's contraband?"

"The chemical, Monsieur, the chemical!"

"What chemical?"

"Oh, pardon! I will explain. You see it is very simple. With a cheap, common chemical I could neutralize the sulphur in your coal, sufficiently for our purpose, but it is impossible since the war to get such a chemical in Denmark. The Germans use it all. Neither can it be shipped from America for chemicals, unlike coal, are contraband and England will not let them pass."

I thought I caught a glimpse of light.

"You say you can get this chemical in America?"

"Oh, easily! But it cannot be gotten into Denmark. There lies the difficulty."

"Never mind," I said. "You say this stuff is harmless?"

"Oh, quite harmless. Most innocent!"

"What's it like?"

"It is merely a crystalline salt precipitate resembling, I should say, coarsely ground coffee."

"Black is it?"

"Quite black, Monsieur."

"Well, you sit down there and listen to me a minute."

"As Monsieur pleases."

"Now, suppose you should ship this stuff to our mine and suppose we could arrange to mix it in with the coal. How would that do?"

His eyes widened. In another instant he was over my desk tickling my ears again with his whiskers. Monsieur had the wisdom of Solomon. Monsieur was the very quintessence of cleverness! Monsieur's genius was to be compared only with that of the great Napoleon! With difficulty I managed to turn off his flood of compliments. Shortly he got busy to a purpose. So did I.

While he was out hunting up his chemical I burnt up a fifty dollar bill on the long distance after an American bottom. Billy Donaldson on Marine Exchange gave me a tip and I landed on the old steamer, Comet, discharging ties down at Portsmouth. She was under charter to make a trip with coal from the Roads to Boston, but would be ready to load again in two weeks' time. I got an option on her from Baltimore to Copenhagen at eight dollars per ton.

When Dnanidref came back he accepted the charter, and I closed my option by wire. Then I wrote up a formal contract covering our understanding in full. I handed it to him to sign. He went over it, dipped his pen in the ink and hesitated.

"Oh, Monsieur," he broke out, "one detail we have forgotten."

There was \$20,000 profit hanging on his pen point. I almost stopped breathing.

"Yes," he repeated, "a mere detail. What does the Comet carry?"

"Fifty-two hundred tons," I answered, fully expecting something to snap.

"Ah, it is quite well," he mused, signing the

agreement contract. "Then we shall need another hundred tons of chemical."

"A hundred tons!" I echoed.

"Yes, I have only ordered two hundred. With fifty-two hundred tons of coal we shall require another hundred tons of chemical."

Holy Mackerel! I was about to put up a kick when I took a tumble to myself. As the contract he had just signed called for settlement on vessel bill of lading weight, he was bound to pay us \$6.50 a ton for his own chemical, less, of course, the rail freight we had to pay from the mine to tidewater.

Naturally, I shut up tighter than a clam, seeing an additional \$1,500 clear velvet for us. Absurd as it seems he overlooked the bet plumb clean. Miss Beard breezed in with a telegram and at once he was up with a lot of fluffy gush to her. Inside of five minutes he had forgotten business and was out buying chocolates and more flowers for the girl.

After I had recovered my composure, I got the Blackbelt on the telephone. Instead of sending the chemical direct to Blackbelt, we decided to ship it over on the other side of the mountain to Peeltree and to store it in the old pumping station at the mouth of the drainage tunnel. The rest was easy. We loaded the stuff in mine cars at the pumping station, hauled it through the waterway under the hill, and dumped it into the railroad cars along with the coal we loaded for the Comet. Everything worked like a charm, and when she loaded, I cleared her and cashed my draft.

Now, that is exactly what happened. It did not occur to me to question the transaction nor to consider why it happened. To my mind the satisfaction of successful accomplishment proved entirely sufficient until, two weeks later, I fell into an argument with that blackavised scoundrel, Jim Ferdinand.

I allude to him facetiously, of course, for I account him one of my best friends, although an interrogation frequently enters my mind as to whether, in his queer composition, such a thing as friendship really exists. Nevertheless, I like him—like him probably because I feel he is fond of me. At any rate, it was his influence, backed by his forty per cent ownership in the Blackbelt mine, that landed me in my present job.

At sight one would take him for anything other than he is—sales manager for the big mining combination of the Somerset field, his interest in Blackbelt being but a side venture. About him there are no earmarks of the drummer. He never seems to work. Certainly he seldom speaks of it.

Reading is his recreation. Never is he without a book, or more correctly, part of a book. Every volume he takes up he first splits in two, the better to fit half of it in his coat pocket. As he reads, he tears off leaf after leaf and throws them away. He sat alone reading at a "ring-side" table on the Ritz Roof that evening I ran across him after my cleanup on the Comet.

"Astronomy or Egyptology, Jim?" I asked, slipping into the chair opposite him.

He did not answer. He took a sip of claret-reddened ice water and tossed his despoiled book toward me. It was a well known treatise on insanity. The title adequately informed me I had found him in true form. So, after a glance at it, I transferred my interest from the book to the menu and I ordered a seasonable dinner with more care than economy.

"Put it on Mr. Ferdinand's check," I instructed, expecting my effrontery to draw some sarcastic shot in return. But my impudence was ignored. Abstractedly my vis-a-vis resumed his reading. Leisurely, but lonesomely, I dined. He read on. I ordered coffee. Still he read. I ordered a cigar. It was a long chapter. Last, I ordered a cordial and was cudgelling my brain for a pretext to interest him when Simpson of the United Company happened by. He stopped to throw us a word of banter. Jim's only acknowledgement of the greeting was a cold nod.

"That fellow gives me a pain," I growled, as Simpson moved on to another table. "He has a pianola coal to sell and fondly imagines he is a real salesman."

Not a word from Jim.

"If ever a fellow was shot in the back with a load of luck," I ventured, "that man is Simpson."

Aspersive comment was no temptation.

"I am thoroughly convinced," I went on, "that brains are absolutely unnecessary in the coal business. A fool has just as much chance to make money in our business as the wisest man in it. It's all a case of luck!"

Jim looked up and eyed me inquiringly.

"You want to cut out intoxicants," he observed,

(Concluded on page 532.)

Hocking Valley Coal Rate Hearing.

COLUMBUS, OHIO, December 23.—(*Special Correspondence*)—The Hocking Valley railway coal rate hearing came to an end on the 21st, at least so far as the offering of testimony is concerned. January 20 is the date fixed by the State Utilities Commission for the Sunday Creek Company, complainants, to file their brief. The railways are allowed ten days after this document is in to make reply to it, and the complainants, if so desired, may take an additional five days to examine this reply. Following this both sides are required to present their arguments to the commission orally.

This practically marks the close of the longest coal rate case in the history of Ohio, and one involving the largest interests. The hearing began on the 5th of August last, but has been subject to several continuances of considerable duration. The record of testimony consists of about 2,000 pages, exclusive of numerous exhibits. In the action before the commission of the New York Coal Company against the Hocking Valley Railway Company, in 1911, which resulted in reducing the rate from Nelsonville to Toledo over that road from \$1 to eighty-five cents per ton, with proportional decreases north of and including Columbus, had a record of some 1,500 pages.

As the present case is regarded as a test of Ohio coal operators to secure, through reduction of Ohio rates, an increase of differential for Ohio coal as opposed to that of West Virginia and Kentucky, of fifty cents per ton, an advantage which Ohio operators claim would give them a fighting chance in the steam markets of their home state, the proceedings have been watched with great interest by coal and railroad men generally. During the hearing a number of railroad attorneys and officials from outside the state have been in attendance from time to time.

Nothing that might be considered unusual has developed. Each side has supported its contention with great thoroughness. From present viewpoint the strongest basis of the defendant would seem to be the simple fact that the Hocking valley is receiving West Virginia coal at Armitage, Ohio, the K. & M. junction point, which it hauls through Nelsonville to Toledo at about thirty-nine cents per ton, whereas it charges eighty-five cents from Nelsonville, which is the assembling point for Hocking coal, to Toledo. The railroad, on its part, admits this, but claims that the bulk of operating expense accrues to Ohio coal, largely by reason of assembling cost. It states further that but for the fact of its Ohio coal earnings, at present rates, it could not exist, and that the small profit which it realizes from West Virginia tonnage is fixed by competition. The complainants have sought to show the community of interests between the Chesapeake and Ohio—the line on which the foreign coal originates—and the Hocking Valley, as being under the same ownership. They also point to the alleged growing proportion of West Virginia coal over Ohio coal in the total tonnage of the Hocking Valley, claiming the present status to be nearly one-half.

While not prepared in the form of testimony, the complaints expect that the commission's common knowledge of the existing bad state of the Ohio coal industry will have weight with a body naturally having the state's welfare at heart. On the other hand the defendants may benefit by the greater caution which now seems to prevail throughout the country with respect to regulation that reduces railroad revenue. Much is expected to depend upon the skill and forcefulness with which each side sums up, in its briefs and arguments, the great volume of evidence taken.

A phase of the hearing was the doubt at the outset whether or not other coal companies would become parties with the Sunday Creek Company in prosecuting the railroads, all of which, if doing business in Ohio, are defendants in the original petition filed by the United Mine Workers. While the Sunday Creek Company has had the moral, and it is believed the financial, support of other operators, these have withheld open participation. Petition for rate reduction was filed against the Pennsylvania, the Baltimore & Ohio and other lines by the Eastern Ohio Operators' Association several weeks ago, but this will be considered as a separate case.

Leading coal men believe that should the commission authorize a reduction on the Hocking Valley Toledo rate, this would mean ac-

tion of producers in all Ohio fields for rate readjustment. But should the existing Hocking rate be upheld it is thought that other hearings will go by default. The recent filing of a tariff by the Hocking Valley restoring its old \$1 rate from Nelsonville to Toledo, is not taken seriously by the coal trade. Formal protest has been offered by a leading Hocking valley coal company, but it is felt that the commission in any event would not sustain the old rate. The railroad has set January 20 as the date for its going into effect.

The last two days of the hearing were marked by the presence on the bench of a new member of the commission, Louis M. Day, a prominent attorney of Chillicothe, who had been appointed to succeed Oliver M. Hughes, resigned.

Incorporation papers were granted on December 20, 1915, to the Berwindsdale Coal Min-

ing Company, Philadelphia, Pa., capital stock, \$100,000. The incorporators are Louis C. Emmons and James A. Emmons of Philadelphia and W. H. Reed of Dudley, Pa. This company has been formed to take over the present holdings of the Reed Colliery Company of Berwindsdale, Pa. At the present time, this mine is producing approximately 400 tons per day. The new owners will electrify this mine throughout, have purchased two new electric locomotives, two new mining machines and made arrangements to rebuild the present tipple. When these improvements are completed, this mine will have a capacity of 1,000 tons per day. The company owns 400 acres of coal land outright and have under lease 2,100 acres. They own twenty-five miner's houses and a large store. The officers of the company will be Louis C. Emmons, president; Jas. A. Emmons, secretary and treasurer, and W. H. Reed, vice-president and general manager. The entire output of this mine will be handled by the Emmons Coal Mining Company of Philadelphia, and the coal will be known as "Culpepper Smokeless."

Simple Explanation of the Storage of Coal.

"Storing the Black Diamonds," is the title of a four-page circular recently sent out by James Faucett, a retail coal dealer at Bath, N. Y.

The circular goes on to say: "You may not know, sir, that Coal in itself is not especially dusty, most of the dirt coming from pieces rubbing against each other when coal is handled in the *old way*. If we shoveled the coal, you would not care to stay in the room very long.

"Our way of filling the storage bins avoids breaking the coal, and does away with a great deal of the dirt. The bottom of the bin is about twenty-five feet below the point where the coal enters, and if we permitted the coal to drop it would be broken, but we use a series of chutes on a slight incline, and the coal rolls from one chute to the other until it reaches the bottom.

"Another point is that our coal is protected both winter and summer from the weather. Coal loses a certain percentage of its carbon or burning quality, when exposed to the rain, sun and winds, so that unless the coal is protected you will require more than a ton of coal to do the same work that a ton under the protection that we give it will do.

"We call your attention to the manner in which our coal is loaded into the wagon. The bottom of the upper section of the chute is a heavy wire screen. The driver lifts the gate in the bin which permits the coal to come out, and not one piece falls into the wagon without first rolling over the screen. No matter if the driver is in a hurry, he must wait until all of the coal

is screened, and not one piece can get into the wagon that is not just as clean as coal can be made. This method makes faster loading and cleaner coal.

"To give our customers clean coal and the most careful attention to every order given in person or by telephone or mail, is our reason for erecting our Coal Pocket. The investment is large, but one that we are willing to make for the sake of giving our customers efficient service."

The circular ends with an appeal for a trial order and an invitation to visit and inspect the pocket.

A photograph of the pocket is shown herewith. It has been covered with sheet iron since the picture was taken.

Mr. Faucett handles wood, grain, mill feeds, grass seeds and masons' supplies in addition to anthracite and bituminous coal.

He has designed and uses what seems to be a very simple and convenient form of scale ticket and billing system. This consists of four tickets, 4¼x9½ inches, printed upon one page with a duplicate sheet for carbon copy. Upon each of these tickets is a line for the date, the customer's name and his address. A list of the different products handled is made below, so that only the amount bought of each product and the charge is all that need be filled in. These tickets are perforated in such a manner that the original copy can be torn out and used as a bill, the carbon copy remaining as a record of each sale. All coal is sold for cash with order or on delivery.



The Pocket of James Faucett at Bath, New York.

What Retail Associations are Doing.

Northwestern Traffic Bureau.

At the annual meeting of the Northwestern Retail Coal Dealers' Association held in Minneapolis on July 15th and 16th, 1915, the delegates in attendance voted unanimously to reorganize the association into a corporation, to be known as the "Northwestern Traffic and Service Bureau, Incorporated." The action was taken after two days' thorough discussion of the proposed plan which had been under consideration by prominent members of the association for two years prior to the annual meeting. The proposed bureau was in line with the recommendations of our legal department.

Two important reasons for this action, were: first, the elimination of the individual responsibility that has heretofore been attached to the mutual form of association work, and, second, the association was up against it to get enough funds to carry on the work efficiently in the future, and prominent members who have taken an active interest in the association for years would not subscribe more money to the old association, but gladly and willingly consented to pay \$10.00 per yard annually to a bureau where the service was subscribed for and the INDIVIDUAL RESPONSIBILITY ELIMINATED.

On November 15 we were ready to solicit our first subscription, and to show you how the retail dealers feel about this, at the date of this writing—after six weeks solicitation—\$10,000.00 has been subscribed, almost as much money as we formerly received under the old organization plan. Under the new bureau, however, a minimum fund of \$25,000.00 per year will be provided to carry on the work.

The same finance committee that has looked after the affairs of the association for the past number of years will have charge of the new bureau. This will insure to everyone the fact that that the money received will be spent in the interests of the retail trade, and that the money collected by the bureau will not at any time be used for any other purpose.

Under the new bureau the subscription will be payable in advance, one-half each on January 5th and July 5th, or can be paid at one time, if desired.

The Northwestern Traffic and Service Bureau, Incorporated, will be the most efficient retail merchants' organization in the country because of the high grade business men back of it.

The Northwestern Traffic and Service Bureau, Incorporated, proposes to sell service to its subscribers rather than act as the executive and information department of an associate body of retail dealers. Any unincorporated organization is in fact no more nor less than a large co-partnership with a personal liability possible to be enforced against any of its members. The "Incorporated Service Bureau's" subscription for service overcomes the most serious objections to an association membership.

The service rendered to its subscribers by the Northwestern Traffic and Service Bureau, Incorporated, will be very similar to that rendered by the commercial agencies, such as Bradstreet and Dun, or by any other information bureau, but being specifically aligned with the retail coal trade.

The fact that association work has actually gone far beyond the plan for which it was originally organized and could only take up in a limited way some of the very important matters that can now be more thoroughly covered by the Service Bureau, forced the conclusion with many of the leading association members that as an association it had reached its limits of usefulness.

The Service Bureau in its plan of selling service is in line with modern methods of doing business. The work will be less hampered by investigations of governmental authorities. Any plan for carrying forward the work on behalf of the retailer along the lines of an association body can be done only through wisely directed effort. The Northwestern Retail Coal Dealers' Association has a record for efficiency. However, to the trade in general, the association's field of usefulness under the new plan will be more efficient.

H. L. LAIRD, Secretary.

St. Louis Coal Clubs.

ST. LOUIS, December 23.—I take great pleasure in telling you the conditions that prevailed in our organization during the past year and prospects for the coming year.

The object of our organization is to promote good fellowship, to have educational and social

meetings, so as to enable all members to become better acquainted.

Our meetings are held the second Monday night in every month and are well attended by the retail and wholesale coal men of St. Louis and vicinity. At these meetings we have special topics for discussion, such as pertain to the coal business. The principal ones discussed recently were, Credit, Competition, What is a reasonable margin in price on bituminous coal in a retail yard? Why are steam coal contracts handled at a margin of profit so much less than domestic business? Traffic and coal deliveries in the down town district. The isolated steam plant, its reliability of service and its economy over the Central Station service, and a great many others of similar nature.

The topics are suggested by members of the Club, each topic is assigned to a committee to prepare a paper on the topic assigned to them for discussion. At all times the discussions have been very interesting and educational, as points are brought out that ordinarily no one would think of.

While our organization is still in its infancy, it is surprising the good work that is being done, all members are very enthusiastic and the meetings are always well attended.

The social part of our meetings consists of speakers who lecture on various subjects not pertaining to the coal industry, the principal of which were a lecture by Mr. J. W. Booth, advertising manager of the Missouri Pacific railroad, together with a trip to the California Exposition in motion pictures. A tour of the Golden State, including a side trip to Colorado Springs, Cliff Dwellers' Ruin, and Yellowstone Park, showing the Royal Gorge, Feather River Canyon and the Panama Exposition.

Dr. Frederic Hagler, who has recently returned from Serbia, delivered a very interesting lecture with pictures entitled "Experiences in the European War Zone."

Another successful feature of our entertainments was two boat excursions which were held during June and August. The committee in charge made special arrangements to insure a most enjoyable time for all, and which proved very successful.

These entertainments serve to make better acquaintances, and are educational as well as instructive.

The principal and most important step the Club has undertaken is to procure the passage of an ordinance of the City of St. Louis, relating to weights and measures, and abolishing what is commonly known as the "City Ticket."

The retail dealers engaged in business in the City of St. Louis, during the past year have paid to the city for these tickets approximately the sum of \$24,000.00. The expenditures above mentioned, afforded no protection whatever, either to the coal dealer or the public. The city ordinance requiring dealers to purchase the tickets was originated about fifty-eight years ago. This statement alone is sufficient to raise the presumption that the ordinances are wholly inadequate. An entire new ordinance has been drafted conformable to modern ideas on the subject of weights and measures, and submitted to various city officials who would be interested in securing the passage of a proper ordinance. The ordinance as revised in the city counselor's office was then introduced to the Board of Aldermen, and on Friday, December 10, 1915, received its second reading. Thus far, no one has interposed any objection to the ordinance and asserted that they could discover no reason why it should not be enacted into law.

The present officers of the Club are: A. H. Beddel, President; W. H. Riester, First Vice-President; L. P. Coan, Second Vice-President; H. B. Wessel, Secretary; H. P. Briggs, Treasurer.

Directors: J. J. Connell, F. L. Swanson, A. O. Willig.

We have the following committees: Railroad, J. J. O'Donnell, Chairman; Membership, E. G. Ridgway, Chairman; Entertainment, J. A. Jeffries, Chairman; Sick, Officers of the Club.

These committees are principally responsible for the success of the Club during the past year, due to the fact that the chairman of each committee took deep interest in attaining the best results possible. They are to be congratulated on their progress.

H. B. WESSEL, SECRETARY, St. Louis Coal Club.

Archibald S. Graham, age 68, owner of the McKim-Cochran Coal Company, Madison, Ind., died this week of heart trouble. He was well known in southern Indiana.

Chicago Cost Accounting.

(Concluded from page 521.)

been, because we knew about what the situation was. Also, we knew that it had taken seven or eight years of constant discussion to get anything definite started in Chicago. Still we thought it was worth while to pass on the Chicago plan to the other retailers. This we did in the form of a question.

The answers to that letter have been just what might have been expected. One retailer, for example, says:

"We have never tried anything of that kind in our town because the retailers here are suspicious of each other. If they should give in their figures the statement would be falsified, because no one would know for sure what use the other fellow would make of them."

This was a familiar line of reasoning, because precisely the same question had been put in Chicago. In answer the Chicago men said: "My competitor may know my cost and hence arrive at my minimum selling price. He may thus cut down to my minimum, but unless he is a fool he will not go below it. Thus we may get a bottom figure."

Another retailer said:

"This subject has been much discussed by the trade journals, but not at all by the retailers. We can't get the dealers in our town interested in it."

This was also a familiar circumstance because the same thing had come up in Chicago. After a while the Chicago dealers realized that the trade papers were not discussing cost accounting for their own benefit or amusement. Rather, they were discussing it because they hoped to be of some service to the retailers themselves. Therefore, trade paper discussion without any action by the retailers is a waste of the time of the man who wrote the articles and of the retailer who reads them. It is a pure economic loss.

Another dealer says:

"We have no information in our own office, but if you get in touch with two or three other fellows in town who are cranks on that subject you may get something. The reason we are not interested in it is that we handle something besides coal and you can't separate coal costs from lumber, building material, etc."

That was also a familiar circumstance in Chicago, because some retail yards handle ice, others building material, and some do a teaming business. However, the Chicago retailers soon learned that because they did two or three kinds of business under one roof they were not justified in refusing to learn the cost on any one of them.

The most common expression came from a dealer who said:

"We have never tried anything of the kind among the dealers of our city. Each one is working out his own individual plan by himself."

Chicago tried the individual method and after nine years of fruitless discussion of the matter had gotten nowhere. So Chicago abandoned it.

Anthracite Rates Postponed.

It is understood that the anthracite people are expecting that the proposed anthracite rate reduction, which had been extended to January 1st, are to be further extended month by month until the close of the anthracite year on March 31st. It is pointed out by those interested that an extension to April 1st would be equitable to all concerned.

Previous extensions from October 1st to December 1st, finally to January 1st, have been granted not particularly from a desire to refrain from injuring the railroads, but to prevent injury to large independent coal producers.

The first order by the Commission was drastic, and would have hurt the earnings of the big anthracite companies considerably. After repeated conferences, modifications in the amount of the reduction in rates were secured.

It was found that the increase in the steam wages would particularly interfere with yearly contracts, which expire April 1st, for the sale of steam sizes in the New York district. These contracts were fixed before the commission attempted to reduce anthracite rates. Hence the commission, realizing that the anthracite rate changes would interfere with such contracts, has granted the recent extension and probably will grant others until the close of the present anthracite year.

The Fore River Ship Building Corporation has recently secured a contract for two steamers for Edgar F. Luckenbach of New York and one for the Argentine government.



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Sensible Advertising.

Advertising is a subject with which the editor is not supposed to concern himself. In the nice adjustment of things inside the newspaper office, the advertising force is supposed to go out into the byways and hedges and bring in the money. This, according to the fiction of the craft, is turned over to the editor to spend. How the money comes in is presumed to be none of the editor's business—so long as it comes in.

However, in these inquiring days, the professional writer, sometimes, batters down the door which was built to segregate him from the real things of life and insists upon a look at the wheels as they go around. This occasional glimpse at real things, as opposed to those of theory and idealism, brings a practical suggestion as to advertising which seems to this particular theorist to be worthy of consideration.

The first part of this practical suggestion is: Professional advertising writers as a class have reduced their craft to a science in the treatment of everything except coal. For example, certain "copy" men devote themselves exclusively to public service copy. Others devote themselves to mechanical or scientific copy. And so the big question of appealing intelligently to the public is divided and subdivided about as the doctors have come to divide the human body among the specialists. But in all of this subdivision, no attention has been paid, so

far, to the advertising of our natural resources.

Rather than coal advertising being handled by experts, as in other lines, every man who has had an odd lot of coal to sell has tried to do his own advertising writing. In a word, the retail dealer has been a yard manager one minute and an "advertising expert" the next. Since yard managing is his business and absorbs his attention, he has not made a renowned success at advertising writing. The result has been a wanton waste of advertising money. Pardon our candor, but this is the truth.

To see whether advertising has been done properly, suppose we start with an illustration. Would Heinz pickles have been successfully advertised if the factory had tried to make a campaign on each of the fifty-seven varieties? Instead of saying as they did, "Heinz Pickles, fifty-seven varieties," would results have been possible if they had said: "Heinz Pickle Company, producers, jobbers and retailers in pickles. We produce the following well known brands," following which they would have named each one of the fifty-seven varieties and printed a little essay, in small type, under each of the different names. Our impression is that under the latter plan Heinz pickles would still be virtually unknown.

In a word, the people got the Heinz message because it was telegraphic and told much in a sentence which is easy to understand. It appealed to the imagination of the buyers rather than to their reason. It allowed them to imagine a basic quality and to ascribe this to everything that Heinz touches. And this is what the people have done.

The average coal retailer, instead of sifting it all down to a single sentence, which includes his fifty-seven varieties of coal, wants to talk shop in public. He imagines—without experience to support his view—that the coal user knows as much about coal as he does. Therefore he thinks the householder is as interested in details as he is. The retailer, on this mistaken theory, wants to enumerate a dozen brands of coal, under the wholly misguided notion that the buyer knows the difference between them and will want to make a discriminating choice. On the contrary, the buyer does not know the difference even between hard and soft coal. As between the different grades of soft coal, he knows absolutely nothing whatever and doesn't want to know.

That raises the question: Is there any place in which the advertising of coal trade names should be done? Is there any field for the exploitation of local favorites on coal or of seam names? To be sure there is. Our only point is that that place is not to the public, which is not interested in and cannot grasp infinite details as to quality and preparation. Rather the place for such thing is in the advertisements addressed to the retailer who shows a fondness for detail. That is, Island Creek coal may be made by proper exploitation to mean a vast deal to the retailer as distinguishing the quality and preparation of one West Virginia product from the many which that state affords. It is, therefore, perfectly proper to advertise Island Creek coal to the retailer, and to do it as elaborately as the producers think they can afford. But to

talk such details of coal to the householder would mean nothing, because he could not grasp them. Candidly, it would cost too much money to have such details come to mean something to the ultimate consumer.

Therefore, our conclusion is that it is right and proper to talk about local or trade names when you are advertising inside the trade where such appeals are appreciated. To try to carry that practice into the advertising to the ultimate consumer is only to bring confusion because the public mind cannot grasp such things.

Our suggestion to the trade is: Be specific on internal advertising, but lump and simplify your appeal to the public. Our advice to the retailer is: Get your own slogan for your own yard and let it stand for everything going out of your yard, from anthracite to peat.

The advertising department invades the sanctum at this point and suggests that the columns shall be left open for testimony in rebuttal. That is hereby done. In the language of the drunken mouse: "Bring on your cats—all of them."

The Austrian Note.

We have read the note which the Austrian minister wrote to the secretary of state of the United States. It was in reply to another sent by Mr. Lansing to Austria regarding the sinking of a ship which carried, among others, some American passengers.

After reading it, we are led to inquire: "What would be the situation if one man in private life wrote that sort of note to another man?" Looking at the document in that light, a few things suggest themselves:

First, the Austrian note is sarcastic. Our observation has been that when a man uses sarcasm he is out of patience with the fellow addressed and takes a polite, or at least an accepted, way of telling him that he is a fool without using the word. By the abundant use of sarcasm, then, the Austrian government told the American government that it was a fool without, however, saying as much except in spirit. Our opinion is that if one man in private life said that to another, there would be a fight.

Second, the Austrian government told the American government that it was a liar. It didn't say so exactly, and in so many words, but it did put that same idea into diplomatic language, namely, that the American government made a statement to the Austrian government which it was not particular to substantiate by facts and which, indeed, could not be so substantiated.

If one man in private life said that to another man, there would be a fight at the end of the correspondence.

We are not, here, discussing the merits of the controversy and shall not. We are interested in this lively exchange only on the human basis. We are interested to know what would be the result if two red-blooded men reached a point where one called another an inhuman brute and where the other replied by saying that the first writer was a fool and a liar. Isn't it going to require a good deal of self-restraint hereafter to keep these two gentlemen out of each other's whiskers?

What the New York Association Has Done.

At a recent meeting of the New York Coal Merchants Association, Arthur F. Rice, the commissioner, made his annual report in which he said, in part:

"As we review the results of the season's work, from April first to date, we find that at least one-fourth of the tonnage has been placed at figures that show either a loss or a ridiculously inadequate profit, and distrust has taken the place of confidence throughout the trade. On two or three occasions the market has been on the verge of going to pieces altogether and only escaped disaster by a narrow margin.

"The first and most serious disturbing element was the condition of the wholesale market. The trouble began with an influx of coal at tidewater, and as early as February sales were made at April prices. The larger companies did not begin soon enough to restrict mining, and a lot of individual operators, whose coal had heretofore been handled by the big wholesalers, started in to merchandise their own product, evidently looking upon the tidewater market as their harvesting place. The result was that a big surplus of coal piled up here that the market could not digest and that had to be moved somehow. All sorts of prices were made to accomplish this, and, as the dealers could not absorb it all, the residue fell into the hands of jobbers and scalpers, who hawked it about everywhere, among the manufacturies, the hotels and even the apartment houses. Men whose names were unfamiliar to the trade suddenly blossomed out as "wholesale dealers"; and for each cargo of coal on demurrage in this harbor there were a dozen concerns out trying to sell it.

"As a natural result, much long-established retail business was taken by the jobbers and middlemen, and on a still larger proportion of it the dealers were compelled to make ruinous prices or lose their customers. In the conviction that the continuance or repetition next season of this state of affairs would spell calamity for the retail dealers in this city, I addressed a letter, under date of June 1st, to all the principal wholesale houses.

"Within a month after this letter was written, the first decision under the Clayton Law was rendered by Judge Hough in the United States District Court and, as the *Times* stated in an editorial comment on this decision, "The gist of it is, *the right to fix prices, choose customers and abstain from business at will.*" The old bugaboo that a man may not refuse to sell his goods to anyone who tenders the money in payment therefor, no matter how much damage the transaction may inflict upon the business of the seller, is so thoroughly exploded that it can no longer be used as an argument or an excuse for selling coal, or anything else, to those who are disturbing the trade in such commodity.

"But, we need not rest on this decision alone. On the 12th of November, 1915, the United States Court of Appeals handed down a decision, in what is known as the "Cream of Wheat Case," concerning which the *Wall Street Journal* made this comment:

"Refusing to sell to one whose conduct is such as to injure the business of the seller, or others with whom he competes, certainly cannot be construed as unfair competition, nor can it be called a restraint of trade. The gist of the decision is, that neither the Sherman nor the Clayton law takes from the dealer the right to select his own customers, but leaves him free to deal with whom he pleases."

"These important decisions, the first to be rendered under the recently enacted Clayton Law, put the matter squarely up to the wholesalers and it remains to be seen whether they will adopt the policy therein outlined and whether they will select as their customers the people who are undermining and destroying the trade, or whether they will refuse to do so and confine their business to the legitimate and permanent dealers who trade with them twelve months in the year and who are entitled, by every law of good business and commercial fairness, to wholesale cooperation and support.

"Next to this wholesale competition—if I may use that term—the most disturbing feature of the business has been the ruinous competition that has been introduced into it by certain people whose regular line of trade is the ice business. This began last year. If people really want to go into the coal business permanently, establishing adequate plants and hazarding their capital as the regular dealers are obliged to do, there would be nothing to say against it. The city would be justified in renting its property to them for such purposes. But, it does not seem fair or consistent with public interest for the city to grant dock per-

mits to people who do not assume, or pretend to assume, the responsibilities of taking care of their trade throughout the year; who rent docks by the month instead of on long-term leases, as the coal men are compelled to do, and who, without heavy overhead expenses, proper delivery facilities or the upkeep of costly plants, are thus enabled for a brief period to snatch a certain class of business away from the legitimate dealers.

"In spite of protest, more permits have been, and are still being, granted to the ice men to transact a coal business at various points. In order to protect their trade which, if we are correctly informed, was being taken from them by methods which might well engage the scrutiny of the courts, one or two of the largest dealers engaged in the ice business themselves. It was the last thing they wished to do and something which they would probably retire from promptly if the cause were removed; but I venture to predict that they will not withdraw from it so long as this form of competition remains.

"I have long maintained that the time would come when it would be legally possible for men to get together in any line of business and agree upon prices, provided always that there should be a supervising commission to decide, if the question were raised, whether those prices were fair and reasonable; and, furthermore, that when these prices had thus been approved—as is the case with the railroad rates today—the cutting of them would no longer be considered a public benefit but a misdemeanor in the eye of the law. Everything points that way and now at last we have such a commission, to which questions concerning corporate business may be submitted. I refer to the Federal Trade Commission, headed by Joseph E. Davies, who is reputed to be a broad and sagacious man. It is no remote possibility that through this new channel may flow wise and equitable decisions respecting some of the problems that have sorely vexed us.

"The Federal Trade Commission Act—which practically creates a Board of Advisers to the Department of Justice—became a law in September, 1914, and it states, in Section V, "That unfair methods of competition in commerce are hereby declared unlawful." It only remains to have this term "unfair competition" defined—which the Congressional committee itself has thus far been unable to do—in order that we may know just where we stand and perhaps enjoy the benefits of this Act.

"In addressing a meeting of the Merchants' Association of New York last February, Mr. Davies said: 'The purpose of the law is to preserve the great body of the business units of this country, constituting ninety-nine per cent thereof, from the menace of possible unfair competition of the other one per cent.' What more would we want?

"Among the other events which contributed toward making the conditions more trying than usual this season was the investigation of the retail coal business here by the Federal Department of Justice. The first evidence that an investigation was on foot came in the guise of two or three men who misrepresented themselves as retail buyers of coal and asked for prices at various yards, with the probable expectation of unearthing a conspiracy of some sort among the dealers. A number of men were subpoenaed to testify before the grand jury. Some of these witnesses were ignorant of the facts; others were of questionable veracity, and still others were scared so stiff that their ordinary functions refused to operate for some days thereafter. While evidence of this sort sufficient to indict a man may be easily secured, it requires a different kind of evidence to convict him, and so the range of inquiry broadened. I had not been subpoenaed—for reasons which are not difficult to surmise—but was invited to go to the District Attorney's office and discuss the situation. This I was very glad to do.

"Considerable curiosity was displayed as to the retail prices and how they were arrived at; it was even strongly intimated that I made them myself. Information on this point, however, was easily given. I admitted freely and without apprehension, that I used every argument at my command to prevent the dealers from transacting business at a loss or at a ridiculously inadequate profit. I also admitted that I sometimes urged the wholesale dealers not to sell coal to certain people who were wrecking the market, and the recent decisions of the highest courts seem to indicate that I was well within my legal rights in that respect.

"I invited the Assistant District Attorney to inspect the books and papers of the Coal Merchants' Association, which he promptly did, spending an

entire day here with me and his assistant. I explained to him that we were incorporated under the laws of the State of New York, that our rights were clearly defined, entirely adequate for our needs and had never been over-stepped, and demonstrated the truth of these assertions evidently to his satisfaction: He saw the workings of our credit and collection system, and the Coal Trade Protective Association, which has killed the short weight coal business in this town.

"At his request I again conferred with him at his office. I informed him as to the number of dealers who had quit the business in recent years because they couldn't make a living in it, and, as he said that monopoly was the thing they were trying to prevent, I endeavored to show him that if things were made any harder for the dealers than at present, more of them would be forced out, until—carried to a logical conclusion—only a few big dealers would be left and monopoly—the thing he was trying to prevent—would have arrived.

"I then suggested that he examine the books of a few of the largest dealers and find out—beyond a peradventure—whether there is any such thing as one price for coal in this town and also what average profit per ton the dealers are making. This suggestion was adopted in one or two important instances and I imagine that the results of this inspection—so far as prices and profits are concerned—must have been an eye-opener.

"I stated to the Assistant District Attorney that if he would make the investigation a thorough one and report his findings to the public he would confer a huge favor upon the retail coal trade and that if no one else made the facts public I would. So I am merely keeping my word in stating them to you.

"You may recall that I expressed a belief in my report last year that the Pennsylvania State Tax on coal was unconstitutional and would be so decided if anybody had the nerve to contest it. It has already been declared unconstitutional and there is evidently some money coming back to you. There seems to be a strong likelihood, however, that the price of coal in some sizes may be advanced next spring unless reducing the number of sizes shall also reduce the mining expense. The cost of the compensation law in Pennsylvania has been figured out and will be equivalent to about ten cents per ton; but inasmuch as it would be of doubtful expediency to add this ten cents to the prices of the steam sizes, which come into competition with soft coal, the result of this compensation law will mean an additional cost of about twenty cents per ton in the domestic sizes.

"The credit system inaugurated about eighteen months ago is working so smoothly and successfully that little need be said about it except to congratulate ourselves on having at last gotten something as nearly perfect as a business proposition can well be.

"For the first time in nine years we have had no resignations from the Association, in spite of the fact that every legitimate dealer doing business here belongs to it.

"There have been submitted for collection accounts amounting to \$106,337 and of these we have collected, up to November 30, \$65,130, with another month to go. The total collections for the year will amount to over \$70,000. Of 1,249 accounts submitted 791 have been collected, of which 718 were gotten in through this office without legal action or any costs whatsoever to the dealers who submitted them. The increase in the collections to November 30, as compared with the same period last year, amounts to over \$12,000.

"It may be interesting to you to learn that during the last nine years we have collected for our members more than \$530,000, which means that for every dollar paid in to run this Association we have handed back, not only that dollar, but four others with it."

The Youghiogeny & Ohio Coal Company, with offices in Cleveland and its Pittsburgh office in the House building, purchased from the Carnegie Coal Company what is known as the Charleroi plant of the Carnegie Company. The purchase price was \$1,400,000. The property is situated along the Monongahela river and consists of 1,100 acres of rich coal land. The Charleroi property formerly was owned by the Pittsburgh Plate Glass Company and was acquired by the Carnegie Coal Company several years ago. The Youghiogeny company is one of the largest coal companies in western Pennsylvania, with extensive holdings in Washington, Green and Westmoreland counties. It also operates in Ohio. The purchase of the Charleroi plant, the company says, will add greatly to its coal output in western Pennsylvania. James G. Patterson is vice-president of the Youghiogeny & Ohio Coal Company and is its Pittsburgh representative.

News Local to Chicago.

F. S. Peabody spent a part of the week in New York.

C. M. Moderwell was one of the operators to attend a meeting of the American Mining Congress directors at Washington last week.

A. J. Nason of the Twin Cities—he is financially interested in the Nokomis Coal Company at Nokomis, Ill.—was a caller on the Chicago coal trade on Tuesday of this week.

Among the Chicago visitors within the week was H. M. Ferguson, general manager of the Clinton Coal Company of Clinton, Ind. He was here looking after business and incidentally doing some holiday shopping.

E. A. Byrne, formerly connected with the Sunday Creek Company, has taken a position with the Maynard Coal Company, selling Hocking coal in Chicago. His offices are in the Old Colony building, where he is associated with E. E. Heiner.

Ye editor is in receipt of a green leather bill fold from Herbert H. Taylor of the Taylor Coal Company. It is one of the souvenirs of the season which he is distributing. Herb is a good provider, as witness his attention to purses. Come again, Herb.

Edward T. Bent, who has just passed through a long siege of sickness is out again and is gaining strength and weight slowly. His normal weight is 150 pounds, but his attack reduced him to 120 which he says he is regaining at the rate of about a half a pound a week.

Carl Scholz, president of the American Mining Congress was in Washington the latter part of last week. He attended a meeting of the committee on mines and mining relative to the new mineral land laws. By the especial request of the secretary of the interior, no national laws bearing on coal will be discussed by this committee just now.

I. L. Runyan, secretary of the Illinois & Wisconsin Retail Coal Dealers Association, will leave on Monday for Galesburg where he will spend the forenoon of Tuesday. He will go that afternoon to McComb and will spend Wednesday at Kewanee. At all three places he expects to hold meetings of retail dealers in the interest of the association.

The transportation department of the Big Four has begun taking precautionary measures in case of a strike of coal miners next spring by erecting mammoth storage sheds along its system. At Mattoon, Ill., there has been placed in storage, 10,000 tons of coal. Contracts have been let for storage sheds at other points along the line, notably at Hillsboro and Duane. At Cincinnati the road has completed the storage of coal in such quantities as to outlast any strike and keep the road in good supply until next fall.

The announcement is made that the Ferguson-Spears Coal Company is opening a new mine to the Number Four vein at Clinton, Ind. The parties responsible for this new company are the general manager and the chief engineer of the Clinton Coal Company of the same point. The plans are interesting, as the intention is to drive a tunnel under the Wabash river at that point to get to part of the coal land. It is said that the vein at that point produces a coal having a rather unusual fracture and to be of exceptional quality.

Most of this week was taken up by the operators in a hearing before the Illinois Utilities Commission. It will be recalled that the railroads a short time ago filed tariffs calling for an increase of five cents a ton in the coal rate to Chicago and to all points not reached by the recent decision of the commission in the western advance rate case. It will be recalled also that the Illinois and Indiana operators protested against this rate and asked specifically the suspension of the tariff. It will also be recalled that the Chicago Coal Merchants' Association made a protest against the rates. The matter came up on Monday for the first hearing before the state commission and most of the week was spent in taking testimony. The railroads presented their matter first and then the operators presented their side of the case. It was the same old fight which has been on for the last few years. The railroads attempted to prove that they need and must have the money. The coal men tried to get it into the railroad head that the operators cannot absorb this increased rates out of their earnings. They said that this was impossible for the simple reason there are no coal earnings. To try to pass the rate on to the consumer is hopeless because of the competition afforded by other fields. This ground has been gone over a good many times and before a number of commissions. Still, the state commission tackled the job as though this were the first time the testimony had ever been presented. The bet-

ter part of the week was consumed by the railroads, which had taken their tip from the previous activities of F. H. Harwood and G. W. Reed and had prepared elaborate exhibits. These were reduced to blue prints.

According to the records which have just been compiled, the larger interests—the railroads, public utilities companies and the like—in this territory are going to store about 3,000,000 tons of coal to protect them against the possibilities of a mine strike. The average price on this coal will be about \$3 a ton. This means that the cost to these consumers will be, in round numbers, close to \$9,000,000. The statement was compiled in part from the records of the purchasers but it seems to have been made up mainly from the figures supplied by those who sold the coal. As this indicates, the buying for storage is, so far as the larger consumers are concerned, a matter of history. The smaller buyers have still to cover their needs and it is expected that this will aggregate more than another 3,000,000 tons. Still, with the larger orders out of the way there is not so much coal buying to be done as would influence the price seriously. The statement which has just been compiled and made available for publication shows the following amounts for the various companies:

Purchaser—	Tonnage.
New York Central.....	140,000
Michigan Central.....	200,000
Big Four.....	70,000
Grand Trunk.....	80,000
Soo Line.....	15,000
Pennsylvania.....	60 days
North-Western.....	200,000
St. Paul.....	400,000
Burlington.....	200,000
Illinois Central.....	360,000
Chicago & Alton.....	100,000
Steel Corporation.....	300,000
Commonwealth Edison.....	300,000
Standard Oil Co.....	50,000
Stock Yards.....	150,000

In the case of the Steel Corporation, North-Western and the Standard Oil Company it is understood that these amounts will be expanded until they equal what will be a sixty days' supply. Of the various prospective buyers, the Illinois Central has done nothing. Neither have the stock yards. The Alton, the Steel Corporation and the Standard Oil have just started to put in their storage coal. That of the Commonwealth Edison Company is all down. The other buyers either have their coal down in major part or are receiving final shipments. In addition to these buyers the International Harvester Company and the railroads now in the hands of a receiver will do some storing but their programs have not been mapped out in full.

The Loaded Purchase.

(Concluded from page 527.)

"and stick to straight liquor. That green stuff is going to your head."

"Never mind the green stuff," I retorted. "You know what I say is the truth."

"I know nothing of the sort."

"Well, if you don't, suppose you wake up and take a look at some of our pompous coal barons."

"If a lack of brains," he stated gravely, "were the only requisite for the accumulation of riches in our line, then you, Bill, indubitably, would be the Croesus of the coal trade."

"Is that so?" I scoffed.

"No, it is not. There is a problem in the coal trade demanding in its solution, more brains than have ever been put to it. Baer came very nearly working it out but he got an exotic notion of divinity tangled up in his destiny which threw him down. Any one can mine coal. That operation is laid down upon well established principles of engineering. The problem in the industry is to sell the stuff."

"Right you are," I broke in, "and if there were any definite principles upon which salesmanship could be based, there would be no problem. The fact that the problem exists proves my contention that our business is a game of chance."

"That is good logic," smiled Jim, "but like most logic, it is unconvincing."

"For the love of Mike!" I exclaimed. "I am talking about luck in the coal business, and now you start pulling this abstract stuff about logic. Don't get started because it doesn't get you anywhere. One fact is worth a dozen theories. Now, just let me show you where a man gets off on this luck proposition. Let me tell you what actually happened to me a couple of weeks ago."

Thereupon I recounted to him the details of my encounter with the Frenchman. He listened with a bored expression. When I reached the point in my narration where the exchange of cards took place in the club, he took a pencil from his pocket and idly printed the name, M. I. J. Dnani-

dref, upon the tablecloth. Then he underscored each letter of the name in the reverse order—F-e-r-d-i-n-a-n-d, J-i-m.

So engrossed was I in telling my story, I did not in the least comprehend the significance of his little by-play. I went on with my story to the end.

"And," I finished, "I cleared the boat and cashed my draft. Dnanidref, happy as a kid, sailed home as the captain's guest on the Comet."

"The damned fool!" ejaculated Jim, straightening up in surprise.

"He sure was," I agreed. "He was worse than a fool. He was nutty, and when a good thing like that falls into your hands out of a clear sky, you claim there is no luck about it, do you?"

"I do."

"Well, how do you figure it out?"

"I don't have to figure it out. I did that three months ago."

"What do you mean?" I did not fancy the grim alignment his features assumed. He seemed to ponder and did not answer immediately.

"Your question, Bill, makes it plain you have forgotten how many times I have found you alone in your office at noon; makes it plain, you considered it purely an accident when a blue-eyed, bristle-topped German, in the theatrical habiliments of a burlesque Frenchman, planted himself before your door at that hour; makes it plain, you concluded without the least circumspection that you had the key to his intentions when your stenographer repeated to you the pervious lie he had meaningly let fall into her hands under the pretense of drunkenness; makes it plain he acted his assigned part well; makes it plain, your cupidity caused you to gulp down a crude mystery about a chemical without once questioning it."

"You mean to say," I spluttered, but he cut me off.

"I mean to say," he persisted deliberately, "you think you sold a cargo of coal at an outrageous price to a crazy foreigner on a streak of luck. As a matter of fact, this fellow, Dnanidref, as you know him, sold you a gold brick!"

"Sold me a gold brick," I screamed. "Don't make me laugh. I have a sore lip!"

"I won't. But it may chill your merriment to know it is a felony to clear a vessel on a falsified bill of lading. The law would fail to hold culpable, however, one who unknowingly and unwittingly cleared a cargo falsely. To convict it would be necessary to prove criminal intent."

"What sort of chatter is this, anyhow?" I demanded with asperity.

"It is chatter on a mere matter of detail—a detail which enables the Blackbelt Company to pay me an extra dividend of \$8,000 on my stock; which enables it to do this with impunity since, in forwarding the coal for the Comet, the mine acted on your instructions, as your agent, and you became the answerable principal—a principal, however, whose legal responsibility was set at naught through childish gullibility."

"Man, you are raving," I cried.

"You flatter me, Bill, but in your ravings mark you these things: Oxide of copper, CuO, is black. When pulverized and mixed with bituminous coal it cannot be detected except by a chemical analysis. Now, set fire to coal impregnated with copper oxide and the oxygen in the copper combines with the carbon in the coal, going off as carbon dioxide gas. The pure copper, Cu, melts and runs down with the ash, losing slightly in weight on account of the deoxidization. Reheat this mass of ash and copper and the ash, being the lighter, passes off as a flux, leaving pure metallic copper in the crucible. Germany needs copper; needs it more than she needs benzol and toluol; needs it more than you need a lesson in constructive salesmanship. And I, Bill,—I, whom you look upon as a lily of the field, toiling little but spending much, need the money!"

A meeting of the executive committee of the Pittsburgh Vein Operators' Association in Ohio held a meeting Monday, but it is not known whether the United Mine Workers' request for a renewal of the joint agreement was discussed or not. The operators are adhering to an attitude of silence as to their views on this matter, for the present, and it is impossible to give any idea as to what course they will take. Doubtless, they will give the miners' organization a reply when they feel that it is best to do so.

The British steamer Rose Castle, having completed her charter to the Dominion Coal Company, sailed recently from Portland with a cargo of 500,000 bushels of wheat for England. The steamer has been taken over by the British government for war service.

Facts Which Determine Our Export Prospects

Average Welsh Coal Rates.

In its issue of December 3rd, the *Cardiff Journal of Commerce* gives some interesting figures showing the average coal freights from the United Kingdom for August, September, October and November of this year. Attention is called to the constant appreciation in rates from the commencement of the European war in August, 1914. Says this paper: "The reason for the enormous appreciation is to be found in the fact that the world's available tonnage is distinctly below the requirement of the commercial community. The requisitioning of a couple of thousand steamers by the Quadruple Entente and the tonnage sunk by the German submarines and striking mines, has seriously depleted supplies, while the calling home to Greece of all the Greek steamers towards the close of September, further accentuated the tonnage shortage. In fact, charters in all quarters of the globe have for the past three months been in active competition for steamers to transport their commodities from one country to another. The tonnage supply is totally insufficient and to meet the requirements, rates have daily advanced. With tonnage supplies totally insufficient to meet requirements, rates have of late daily advanced by shillings per ton. The full extent of the appreciation in outward coal freights from the United Kingdom is clearly in the following table, giving the average rates during August, September, October and November to representative ports from Cardiff and the Tyne:

	1915-			
	Aug.	Sept.	Oct.	Nov.
Cardiff to—				
Algiers	26.61	35.00	44.11	49.60
Alexandria	27/0 3/4	32/9	44/6	48/6
Bordeaux	22.41	25.17	29.84	36.78 1/2
Barcelona	19/2	27/10 1/2	35/3	38/1 1/2
Bieppe	13/-	15/2	16/-	16/-
Genoa	24/1 1/4	31/4	40/2 1/4	48/6 1/4
Gibraltar	15/6	21/7 1/2	27/9 3/4	30/5 1/2
Havre	12/9	14/4 1/2	14/9 1/4	17/9 1/4
Lisbon	14/10 1/4	19/1	23/6	27/5 3/4
Las Palmas	17/-	18/6	28/4	29/4 1/2
Marseilles	29.66	38.25	49.25	58.42 1/2
Port Said	26/1 1/2	33/4	44/4 1/4	51/8
Rouen	14/11	16/-	16/9 3/4	19/10 3/4
River Plate	22/6 1/2	29/4 1/2	40/5 1/4	38/5
St. Nazaire	15.75	22.54 1/2	27.36 1/2	35.35
Valencia	17/-	26/-	31/10 1/2	33/6 1/2
Tyne to—				
Algiers	23/-	27/-	32/9 1/2	38/-
Bordeaux	19/11	22/11	26/1 1/2	35/ 9 3/4
Genoa	22/7	33/2 3/4	44/7	53/10 1/2
Havre	13/9 1/4	17/3	16/9	21/8 1/2
Las Palmas	18/7	23/11	31/1	26/6
London	7/2 3/4	8/7 1/4	9/4 1/4	13/7 1/4
Marseilles	28/-	31/6	41/1 3/4	45/1

Exports at Hampton Roads.

Coal export loadings at the three Hampton Roads ports and Baltimore for the past week have been as follows:

LAMBERTS POINT.			
Date.	Vessel and Destination.	Cargo.	Bunk-ers.
12-15	Am. S. S. Achilles, Cristobal, C. Z.	12,022	1,098
12-15	It. Bk. Nostra S. Del Carmine, Genoa, Italy	2,074	...
12-15	Nor. S. S. Sosua, Kingston, Jamaica	1,131	213
12-17	U. S. N. Collier Cuclops, Cristobal, C. Z.	10,315	...
12-17	Am. Sch. Richard W. Clarke, St. Georges, Bermuda	668	...
12-17	It. Bk. Nostra Signora Assunta, Genoa, Italy	1,926	...
12-17	Nor. S. S. Tabor, Curacao, D. W. I.	5,387	...
12-18	It. S. S. Mar Terso, Spezia, Italy	3,965	663
12-20	It. S. S. Juno, Italy—any port	4,950	730
12-20	Dan. S. S. Nordland, Manzanillo, Cuba	1,519	177
12-20	It. S. S. Tea, Italy—any port	7,100	650
12-20	Br. S. S. Clarissa Radcliffe, Italy—port	8,650	750
		6,907	
SEWALLS POINT.			
12-15	It. S. S. Patras, Genoa, Italy	4,147	553
12-16	Am. S. S. Moldegaard, Chaparra, Cuba	3,954	386
12-20	Am. Sch. Magnus Manson, Pernambuco, Brazil	2,393	...
		10,494	
NEWPORT NEWS.			
12-16	Br. S. S. Northmount, Trinidad	2,518	415
12-18	Br. S. S. Wellington, Havana, Cuba	2,041	232
		4,559	
BALTIMORE.			
12-16	Dan. S. S. Absalom, Havana, Cuba	3,193	...
12-16	Am. Sch. Edward B. Winslow, Rio de Janeiro, Brazil	5,000	21
12-17	Br. S. S. Claveresk, Felton, Cuba	6,100	400
12-17	Nor. S. S. Byland, Preston, Cuba	3,523	441
		17,816	

Welsh Coals and Vessel Rates.

Latest advices from Cardiff under date of December 10 show quietness in the coal trade, chiefly as a result of the shortage of tonnage. Quotations, therefore, are irregular and entirely governed by the position of individual colliery operations. Best admiralities are not quoted, sec-

onds selling at 21s to 22s, black veins 21s to 21s 6d; western valleys, 20s to 20s 6d; eastern valleys, 19s to 19s 6d. Prices were irregular in the small steam coals.

Recent charters have been made from Cardiff to Buenos Aires at 39s; Marseilles, 75 frs.; Gibraltar, 32s 6d; Rouen, 23s; Bordeaux, 44 frs.; Havre, 21s; Dakar, 35s; Montevideo, 38s; Port Said, 62s; Genoa, 54s to 56s.

From the Tyne 37s to Bordeaux; 62s 6d to Genoa; 50s to Marseilles; 62s 6d to Sicily.

Philadelphia November Exports.

Exports of coal from the port of Philadelphia during the month of November, 1915, were as follows:

	Anthracite, Tons.	Bituminous, Tons.
Italy	4,992	4,992
Sweden	8,536	8,536
Canada	645	1,501
Costa Rica	48	3,011
Guatemala	25	2,880
Jamaica	2,045	28,635
Cuba	7,818	7,818
Fr. W. Indies	1,766	1,766
San Domingo	3,828	3,828
Argentina	11,088	11,088
Brazil	2,763	73,985

Baltimore November Exports

The custom house statement of bituminous coal exported from the port of Baltimore during the month of November, 1915, is as follows:

Country—	Tons.
Italy	19,229
Sweden	3,466
Honduras	1,061
Cuba	4,741
Santo Domingo	1,331
French West Indies	2,292
Argentina	4,668
Egypt	7,048
	43,836

English Coal Exports.

The English Board of Trade returns relating to the export of coal to foreign countries afford interesting reading. In only about three instances are increases shown during the ten months of the year, the principal one being France, which has taken nearly one and three-quarter million tons more than in the corresponding period of last year. The following table shows the quantities exported to the various foreign countries and British possessions during the year, together with the increase and decrease respectively compared with the corresponding period of 1914:

	Ten months ended Oct.	Increase, Tons.	Decrease, Tons.
Russia	5,707	353,828	...
Sweden	63,404	99,600	...
Norway	73,254	37,153	...
Denmark	32,479	18,230	...
Germany	25,377	174,423	...
Netherlands	6,550	45,820	...
Java	...	7,062	...
Other Dutch possessions in the Indian Seas	...	28,128	...
Belgium	7,282,226	246,922	...
France	354,395	1,706,205	...
Algeria	27,584	72,681	...
French Somaliland	13,554	8,974	...
Madagascar	...	6,260	...
Reunion (Bourbon)	...	10,647	...
Portugal	544,701	37,531	...
Azores	32,253	5,633	...
Madeira	44,165	14,123	...
Spain	698,498	371,829	...
Canary Islands	184,381	175,782	...
Italy	2,731,555	1,493,977	...
Italian East Africa	5,043	11,818	...
Austria-Hungary	180,819	127,749	...
Greece	...	88,549	...
Bulgaria	...	63,238	...
Roumania	...	183,535	...
Turkey—European	6,557	101,208	...
Turkey—Asiatic	3,767	166,943	...
Tripoli	...	8,035	...
Tunis	82,417	50,716	...
China	...	9,932	...
Japan	...	5,362	...
Cuba	...	5,790	...
Peru	138	12,829	...
Chile	36,436	200,327	...
Brazil	348,033	494,761	...
Uruguay	205,784	231,457	...
Argentina Republic	1,079,706	1,137,543	...
Channel Islands	33,810	22,661	...
Gibraltar	167,675	1,176	...
Malta and Gozo	99,751	144,924	...
Egypt	687,347	786,256	...
Cape of Good Hope	6,401	19,641	...
Anglo-Egyptian Sudan	22,378	14,211	...
Mauritius and Dependencies	8,813	3,641	...
Aden and Dependencies	105,623	24,998	...
British India	18,917	86,076	...
Straits Settlements	2,209	14,643	...
Ceylon and Dependencies	36,169	187,212	...
Hong Kong	...	10,366	...
Western Australia	...	4,908	...
Canada	394	12,675	...
Bermudas	...	10,534	...
British West India Islands	2,573	13,952	...
Falkland Islands	27,501	22,789	...

West Africa—British	49,296	33,498
West Africa—French	99,717	29,750
West Africa—Portuguese	97,956	6,156

Foreign Freight Rates.

W. W. Battie & Co.'s Produce Exchange, New York, report as follows under date of December 20:

Steamers are even more difficult to obtain than a week ago, and although we have chartered a number of boats during the interval none of these fixtures have been reported. Freight rates are at about the same level as a week ago.

We would quote freight rates on coal by steamer as follows:

West coast of Italy, 95s to 100s; Marseilles, 90s to 95s; Barcelona, or other good Spanish port, about 90s (Spanish dues for account of cargo).

NOTE.—Charters for Italy, France and Spain read: "Lay days to commence on steamer's arrival at or off port of discharge, 1s per net register ton per day demurrage."

Montevideo, 52s 6d to 55s, 500 discharge; Buenos Aires or La Plata, 52s 6d to 55s, 500 discharge; Rosario, 55s to 60s; Rio de Janeiro, 50s to 52s 6d, 500 discharge; Santos, 50s to 55s (consignees paying docas dues).

Valparaiso or Callao, \$12 to \$13; Havana, \$3 to \$3.25; Cardenas or Sagua, \$3.50 to \$4; Cienfuegos, \$3.75 to \$4; Port of Spain, Trinidad, \$4.75 to \$5; St. Lucia, \$4.75 to \$6; St. Thomas, \$4.25 to \$4.50; Barbados, \$4.75 to \$5; Kingston, about \$4.25; Curacao, about \$4.50 and p. c.; Santiago, \$4 to \$4.25; Guantanamo, \$4 to \$4.25; Demerara, \$6.50 to \$7; Bermuda, \$4 to \$4.25; Vera Cruz, \$5.50 to \$6; Tampico, \$5.50 to \$6.

Recent Coal Freight Charters.

Str. Darwin (Br.), Philadelphia to Rio de Janeiro, coal, private terms, "Prompt."

Str. Isthmian, Philadelphia to Rio de Janeiro, coal.

Str. Bygland (Nor.), coal, Baltimore to Boca del Toro, private terms.

Str. Claveresk (Br.), coal, Baltimore to Felton, private terms, "Spot."

Str. Platia (Greek), 1,956 tons, coal, Norfolk to River Plate, 52s 6d, "December."

Schr. Gov. Powers, Baltimore to Porto Rico, coal, private terms.

Schr. Mary A. Hall, Philadelphia to Cardenas, coal, \$2.

Schr. Isabel B. Wiley, Philadelphia to Rio Grande do Sul, coal, \$9.

Schr. Dusten C. Cressey, Philadelphia to Porto Rico, 1,500 tons, coal, private terms.

Schr. Jarstein (Nor.), New York to St. John's, N. F., coal.

Schr. William C. May, Norfolk to Cartagena, coal, \$5.30 net.

Str. Platea (Gk.), Virginia to River Plate, coal, 52s 6d, "Dec."

Schr. Moama (Br.), Philadelphia to St. John, N. B., coal, private terms.

Schr. Richard W. Clark, Virginia to Bermuda, coal, \$3.75.

Schr. Adelide W. Barborer, Baltimore to Porto Rico, coal, private terms.

Schr. George E. Walcott, Philadelphia to Buenos Aires, 2,300 tons, coal, private terms.

Schr. Charles Davenport, Philadelphia to Porto Rico, coal, private terms.

Str. Mar Cor (Ital.), Norfolk to West Italy, coal, 90s, "Prompt."

Barck Snowden, Baltimore to Buenos Aires, coal, \$9.

Str. Absalom (Dan.), Baltimore to Egypt, coal, private terms.

Schr. Edith, Hampton Roads to Porto Rico, coal, \$3.75, port charges.

Rates from Great Britain to Spain.

[Consul Robertson Honey, Madrid, November 15.]

The *Revista de Economia y Hacienda*, published in Madrid, quotes freight rates on coal from Great Britain to Spain and compares them with rates of 1914. The quotations are in British shillings and pence, equivalent, respectively, to 24.33 cents and two cents each. The rates from the various British ports to Spanish destinations are:

	1914.	1915.
From Cardiff to—	s. d.	s. d.
Huelva	6	26
Cadiz	6	28
Valencia	10	32
Tanagona	10	31
Barcelona	9	37
Las Palmas	7	25
Sevilla	10	27
From Newport to—		
Bilbao	6	19
Sevilla	13	21
From Swansea to—		
Alicante	13	32
Huelva	8	26
Valencia	8	32
Barcelona	10	32
From Tyne to—		
Barcelona	17	38
Malaga	9	35
Las Palmas	9	27
Cadiz	13	30

The week opened with no letup in the demand for steel, says the *Wall Street Journal*. Europe would take 500,000 tons of semi-finished steel if the mills were able to supply it. As it is, premiums of from \$2 to \$5 a ton are being paid for certain classes of steel for delivery in the near future. Prices for steel continue to advance, but domestic consumers are given the preference in both prices and deliveries over foreign consumers. The mills, as a rule, close for a short period in December, due to the holidays, but there will be little idleness this year, owing to congested conditions.

General Review.

The National Market Is Spotty, with Strength in Some Districts and Weakness in Others.

Some weeks ago, attention was called to the unusual character of the coal market for this year. That is, the lack of preparation for winter on the part of the householders and retailers, and the lack of forehanded buying on the part of the steam users promised to reverse the regular order and bring strength in December prices. Today, the realization of that forecast is the big feature in the coal market. All the lack of preparedness has come to a focus east of the Alleghenies because of a terminal congestion there which has slowed up the movement of cars. In consequence, prices have risen to abnormal levels. In places, new records have been established.

The crux of the whole situation seems to be the New England trade. Both householders and steam users have been warned of a coming shortage of coal. At the same time they knew that cold weather and a big upturn in business were sure. They disregarded the warning. That district being a long way removed from the mines depends mostly on water transportation. In that direction, New England has been in competition with the warring countries for the supply of boats and lost out. That left the railroads, mainly, to carry coal to that district. They were not many and were not yet equipped for any such rush of business. In consequence, coal headed for New England could not get through the various terminal blockades and prices rose accordingly.

There was no virtue in the eastern coal producers selling their product at a low price to nearby consumers when they could get a fancy price in New England. Therefore the prices which Boston bid for coal dictated what the market would be all through the east. The result was a runaway market until the railroads placed embargoes on all coal movements in that direction. The placing of embargoes removed Boston as the dictator of eastern coal prices. The operators left with a narrowed and normal market for their product—but still with a shortage of cars—modified their price programs. The spot figures receded from the abnormal level but did not get down to normal circular at that. Thus, at the minute, the coal situation in the east is intense with transportation, the keynote of the whole matter.

For the reason that the transportation situation in the west is the reverse of what it is in the east, the western coal market is the reverse, almost, of what it is in the east. That is to say, west of the Alleghenies the trade is influenced by another water route. The lakes have just been closed for the year. This turns back into the all-rail channels not only the coal which has been going to the lakes but the cars which have carried that coal. Thus west of the Alleghenies there is a little more coal than there is demand; there are a few more cars than are actually needed; there is no suggestion of terminal blockade; and, in consequence, prices are at circular or a little below.

The one thing operating to strengthen the western market now is the buying of coal for storage purposes. Information made public within the week is to the effect that there will be no mine labor trouble, this year, outside of Pennsylvania. The miners are going to strike at the anthracite operators first. Unless they can bring western Pennsylvania up to Ohio's level and to somewhat nearer the Illinois level, there will be trouble there. Still, they do not plan on any other strikes.

This shadow of a promise does not convince the larger consumers of coal. They must protect themselves until it is assured by formal agreement that there is to be no strike. As a measure of precaution, the larger users have bought and will put on the ground about 3,000,000 tons of coal. This does not include the buying which must be done by the factories and the smaller public utilities companies. They will probably buy another 3,000,000 tons or more. Still, it does not mean that quite a tonnage has already been sold. This tonnage was placed without disturbing western prices perceptibly.

No doubt the accumulation of this coal at reasonable prices was made possible by the fact the retailers and consumers have not been forehanded in their buying. The only perceptible effect upon the market has been to turn December, normally a month of weak prices, into a month when good figures have been obtained and when the mines could run reasonably full time.

Chicago Market.

Buying Is a Little Heavier, Due to Weather—Screenings Prices Advance a Nickel.

Office of THE BLACK DIAMOND,
CHICAGO, December 23.

The fact about the market in the zone reached through Chicago is, for the week, that the weather has been colder and consumption of domestic coal has been heavier but buying by retailers has been only slightly greater. Cars are still plentiful. The prices of steam coal have gone up, due in part to demand, but due also in part to the fact that mine production has not been increased.

The steam trade demands most attention. The first matter of importance is the fact, revealed within the week, that storage coal to tide over the period of mine suspension has been bought to the extent of nearly 3,000,000 tons of coal. A good part of this has already gone into storage. The remainder which has been bought in part is now moving into storage. This means that the steam coal storage movement on the part of the railroads and larger interests is now behind the trade. Its influence on prices has therefore, been felt and discounted. This leaves only the storage buying by the smaller interests to influence the market prices after the turn of the year.

Whether due to this storage movement or whether due to short production, fine coal has been strong in the west, rising five cents a ton easily to eighty-five or ninety cents a ton. In some cases, as much as \$1 has been paid.

The rather easy tone of domestic coal is accounted for by the fact that we are approaching the turn of the year when the dealers, in many cases, take an invoice and when they wish to have their stock on hand reduced to near minimum. They have had better business but have not bought to cover recent shipments. This strengthens the technical situation.

Franklin county operators had almost cleaned up their stocks of unsold coal at the mines at the close of last week. Then the weather became softer, buying eased, and the accumulation started again. By mid-week this had approximated 1,000 cars of the sizes above two inch. Everything smaller sold freely, screenings bringing eighty-five cents as a minimum and some sales being made at ninety-five. Prices up to Thursday were:

Franklin County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.80	\$1.75
Egg	2.80	1.75
No. 1 nut.....	2.80	1.75
No. 2 nut.....	2.55	1.50
Mine run.....	2.15@2.20	1.10@1.15
2-inch screenings.....	1.90@1.95	.85@.90

The Williamson county operators have been holding firm for the circular price which is now \$1.75. To be sure there were occasional lapses from this figure, even as was the case in the whole of the southern district. Still, the operators are so confident of the future market they are holding their coal for a full circular price or are not mining it. Fine coal has been strong.

Williamson County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.80	\$1.75
Egg	2.80	1.75
No. 1 washed.....	2.80	1.75
No. 2 washed.....	2.45	1.40

The Saline county operators have been getting good prices for their fine coal but the lump and egg has been selling all the way from circular of \$1.75 down to \$1.40. Screenings have brought eighty-five cents as a minimum with higher prices quoted. The market up to Thursday was:

Saline County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.55@2.80	\$1.50@1.75
Mine run.....	2.20	1.15
Screenings	1.90@1.95	.85@.90
1½-inch lump.....	2.35	1.30

Central Illinois coal has been soft. Lump coal has hardly been moving at all, although the egg coal has had a good demand in the steam market at prices ranging around \$1.15 to \$1.20 at the mines. Screenings have been stronger at eighty-five to ninety cents.

Central Illinois—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.32@2.57	\$1.25@1.75
Egg	2.32@2.47	1.50@1.65
Nut	2.47	1.65
Mine run.....	1.87	1.05
Screenings	1.62@1.72	.80@.90

Clinton Number Four coal has been in good demand in Indiana but little of it has been coming here. The ruling price has been between \$1.65 and \$1.75 at the mines. Number Four screen-

ings have sold at \$1 but the other vein coals have been selling at ten cents less.

Clinton—	F. O. B. Chicago.	F. O. B. Mines.
No. 4 domestic lump.....	\$2.42@2.57	\$1.65@1.75
No. 4 egg.....	2.27	1.50
No. 4 nut.....	2.12	1.35
No. 5 and 6 mine run.....	1.87	1.10
No. 5 and 6 screenings.....	1.62@1.67	.85@.90

Knox county screenings have sold at ninety cents to \$1 but the demand for the domestic sizes, except in the home state, has been rather small.

Knox County—	F. O. B. Chicago.	F. O. B. Mines.
Lump	\$2.37	\$1.50
Egg	2.37	1.50
Mine run.....	1.92	1.05
Screenings	1.77@1.87	.90@1.00

The cold weather influenced the anthracite trade favorably. Still, the market has been surprisingly dull at that. The dealers are not taking coal, even as the householders are buying in dribbles. No one seems concerned over the coming suspension of the mines. They care less for the fact that anthracite production up to the close of the year is about 3,000,000 tons short of normal.

An authoritative statement has it that 1,000 cars of smokeless lump and egg was diverted from the lakes to the western trade. To be exact, the diversion amounted to 48,000 tons. This caused the recent break in that market. Most of the larger companies are now free of demurrage coal and are holding for the circular figure. However, some stuff which has a liberal mixture of slate has been sold in this market lately below \$1.50. The mine run coal is about steady at circular price but the retailers say they are not in the market until after the turn of the year.

Smokeless—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.30@3.45	\$1.25@1.40
Lump and egg.....	3.90@4.05	1.85@2.00

Somerset county coal has been in such demand in the east and prices there have been so much more attractive, shipments to the west have been just large enough to satisfy contracts.

Somerset County—	F. O. B. Chicago.	F. O. B. Mines.
Mine run.....	\$3.45	\$1.40
Lump and egg.....	3.80	1.75

The Hocking situation is strengthened by the fact that all of the Sunday Creek mines are closed down due to labor disturbances. Other producers have regulated shipments so that prices are firm.

Hocking—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.25@3.40	\$1.60@1.75

The splint coal situation continues to be good. The big eastern demand coupled with a steady run of orders from the west makes this market firm but not especially strong.

Kanawha—	F. O. B. Chicago.	F. O. B. Mines.
1½-inch lump.....	\$3.40@3.50	\$1.50@1.60

The eastern Kentucky coal has had a slightly better demand due to the weather but the upturn was not strong enough to change the prices.

Eastern Kentucky—	F. O. B. Chicago.	F. O. B. Mines.
Domestic lump.....	\$3.55@4.30	\$1.65@2.40
Egg	3.40@3.90	1.50@2.00

The coke market has been in good condition in both departments. Prices on the hard cokes have been steady. On the domestic sizes, the weakness recently noted is gone and demand in some quarters is booming.

Coke—	F. O. B. Chicago.
Connellsville	\$5.25@5.50
By-product, foundry.....	5.25@5.50
By-product, egg and stove.....	4.95
By-product, nut.....	4.95
Gas house	4.50

Coal Land Sale.

One of the largest coal land transactions consummated in western Pennsylvania in many years was closed when Youghiogeny & Ohio Coal Company purchased from Carnegie Coal Company the Charleroi plant of Carnegie Company. Purchase price was \$1,400,000. Property situated along the Monongahela river consists of 1,100 acres of rich coal land and will be transferred immediately.

The Charleroi property formerly was owned by the Pittsburgh Plate Glass Company and was acquired by Carnegie Coal Company several years ago. Youghiogeny Company is one of the largest coal companies in western Pennsylvania, with extensive holdings in Washington, Greene and Westmoreland counties. It also operates in Ohio.

Dr. T. D. Scales, of Booneville, a well-known southern Indiana coal operator, has entered the race for the Democratic nomination for Congress from the first district. He has been in the first district this week looking after his political fences.

Pittsburgh Trade.

An Acute Car Shortage Complicates a Coal Situation Made Strong by a Brisk Steam Demand.

Office of THE BLACK DIAMOND,
1502 Oliver building,
PITTSBURGH, PA., December 22.

Uncertainty and indcision has characterized the coal market the past week. Quotations are made subject to immediate change, and though business could be had at a good profit, abnormal conditions existing in various directions conflict seriously with the operator taking advantage of the rising market. The embargoes placed on eastern shipping has caused a halt in that direction, and at this date, coal that has gone forward on speculation is very apt to be subject to demurrage charges to an extent that may mean a loss. The demand is still insistent for practically all grades of coal, but in most cases producers are unable to take on the business on account of the acute car shortage—and even with a better car supply—labor conditions would prevent shipping.

At the railroad offices little hope of a betterment of transportation facilities is given, for the immediate future, officials being unable to see any solution of the car problem, and this, together with the coming holiday season, which always disturbs labor, adds to the troubles of the operator, hence while prices are up and advancing, it availeth nothing to the poor operator who can neither get the help to mine his coal or the cars to ship it if he could.

The eastern embargo may have temporarily weakened the situation slightly, but when lifted, will undoubtedly add renewed strength and increased demand.

Today, mine run coal is being quoted f. o. b. Pittsburgh at \$1.50 to \$1.60, with screened coals \$1.60 and \$1.75, and slack has been quoted the past week at from \$1.10 to \$1.25, but with run of mine at present figures, slack is practically not to be had.

East of Pittsburgh, owing to the difference in freights, Pennsylvania run of mine coal is selling at from \$1.65 to \$1.75, and where cars can be had for spot shipment, and freight is lower, \$2.00 and \$2.25 are figures Pittsburgh has to compete with. No. 8 (Ohio) coal quoted in Pittsburgh last week at ninety-five cents has, owing to scarcity further east has entered this market, notwithstanding the high freights, to a limited extent.

Unusually heavy rains, while considerable snow lay over the water sheds of the three rivers, the latter part of the past week, unexpectedly brought the waters to a flood stage Sunday last, and created much activity among river coal shippers, and a coal shipment that may amount to over two million bushels is going out of the Pittsburgh harbor on the rapidly disappearing rise.

The Diamond Coal & Coke Company taking time by the forelock, sent its two towboats, the Monitor, and the A. R. Budd to the lower pools, ahead of the rise Saturday A. M., each with a tow of seventeen barges, containing a total of 510,000 bushels of coal to be delivered to numerous points between Pittsburgh and Louisville, and the Monongahela Consolidated Coal & Coke Company, on Monday P. M. after the crest of the flood had passed sent out the boats Valiant, James Moren, W. K. Field and the Boaz, with something over one and a half million bushels for the New Orleans market. This is the first river shipping that has been possible from this point for many weeks, the low water deflecting all shipments possible to the railroads.

The annual convention of the Coal Mining Industry of America convenes at the Fort Pitt Hotel, this city, today, and the meeting which will extend over the 22nd and 23rd, will be of much interest. Quite a number of interested parties will be in attendance.

A delegation of Pittsburgh coal operators left for Harrisburg yesterday to attend a meeting to be further instructed regarding Pennsylvania's new workingmen's compensation laws, as they apply to mining, the situation apparently being hard to understand through all its ramifications.

Furnace coke that a week ago jumped to \$3.25 and \$3.50, dropped back again for a day or two to the three dollar mark, but quickly recovered and is quoted today at \$3.50 spot with \$4.00 in sight. Little or no free coke is on hand, and the next two weeks, owing to the usual holiday shortage, \$4.00 coke or even \$5.00 will, in all probability, be seen. Foundry holds firm at \$3.25 to \$3.75, with everything tending upward.

Pittsburgh Personals.

B. F. Vincent, president of the Wonderland Coal Company of Portsmouth, Ohio, was a caller at Pittsburgh the past week. Mr. Vincent was visiting the trade in this city.

E. F. Hartland has assumed the position of general sales agent of the Commonwealth Fuel Company. Mr. Hartland is well known to the trade, having been active in the business in Pittsburgh for many years past.

Omaha Trade.

OMAHA, NEB., December 22.—(Special Correspondence.)—Last Thursday and for several days after the ground was white with snow. The brief cold period died on the first of the current week, however, and though the wholesale trade experienced a temporary stimulus, prevailing lovely weather had made the market sag back about where it was. From now on the market will be a weather market unless the labor situation among the miners becomes such as to force a storage against suspension in April.

Cold weather will bring high prices and a big shortage in steam coal. Dealers have been holding off and have such low stocks that a crisp change to seasonable weather would force them to get coal at almost any price.

Christmas and New Year's have been anticipated by a slight demand for coal. There is a shortage of Cherokee slack and mill—the first in a year. Missouri slack has also advanced sympathetically. There is no big demand at present for Franklin county coals. Southern Kansas coal is the tightest it has been this winter and this condition is explained somewhat in a letter, from that field, exhibited by a local dealer. The missive states that the unprecedented demand for zinc and lead and the consequent usage of mine run has called forth a "fierce" demand for coal at nearby lead and zinc mines. "It is a common thing now to see fifty or sixty teams at the nearby little town of Qupaw, Okla., hauling coal to the zinc mines where they are unloading fifteen or twenty cars every day. Formerly," the letter concludes, "two or three cars were unloaded during a month." Seventy-five per cent of the steam coal used in Omaha comes from Kansas.

The steam trade has picked up very noticeably although the domestic trade is slow and probably will be until after New Year's day. Anthracite is slow. All rail coal is coming forward "in a hesitating fashion," the principal delay apparently being at Chicago; three weeks to a month seems to be the time required to get a shipment through. In contrast to this is the promptness with which dock coal is shipped. Splints are selling at \$3.30 at dock box cars, and Hocking is going at the same price. The main demand, with dealers, is on splint; Hocking coal, at present, is not much in demand.

Very little coal seems to be shipped on consignment to junction points. There is very little demand for fuel for domestic purposes, probably because of the Christmas passion for buying gifts of sentiment and things other than coal. There is not much demurrage coal either, and cold weather will create a very active demand, as has been suggested heretofore in this letter.

The Cudahy Packing Company and Swift & Company both bought their coal on the open market last year, but were evidently alarmed at conditions, for they have just closed contracts for their requirements in Cherokee slack until July 31. It is doubtful if the Morris Packing Company has yet closed its contract.

The Nicholas Senn Hospital, one of the most modern local institutions of its kind, has just taken out its oil burning furnace equipment and has reverted to the use of coal. There is either something wrong with the burner or the big shortage in oil with consequent boosting of prices on this commodity is frightening its users, for the Coal Hill Coal Company reports four more patrons as having "returned to the old coal field."

Some local quotations are as follows:

Cherokee nut.....	\$2.00
Steam	1.45
Nut	1.60
Iowa and Missouri Coals—	
Nut mixture.....	1.00
Mine run.....	1.40
Walnut block lump.....	2.00
Iowa nut.....	1.50
Illinois Coals—	
Franklin County lump.....	1.75
Best grades nut and egg (each).....	1.75
Other grades Franklin County.....	1.50@2.65
Montgomery lump and egg (each).....	1.25
No. 1 washed nut.....	1.50
Rock Springs, Wyoming Coals—	
Lump and egg (each).....	2.50
Nut	1.75
Hanna lump and egg (each).....	2.50

Detroit Trade.

DETROIT, MICH., December 23.—(Special Correspondence.)—Regularity of buying continues a prominent feature of the steam coal trade in the Detroit market. While the quantity of stock that is being handled is regarded by some of the shippers as falling short of the tonnage, which they believe should be sold, the business is being maintained on a comparatively steady basis.

With manufacturing plants and various industries operating with a large degree of activity, shippers believe more coal should be bought for current consumption and direct attention also to the indifference of the consumers in the matter of accumulating a supply ahead of day-to-day needs to serve as a reserve in case transportation of stock should be curtailed by increasing car shortage or because of freight congestion.

Some difficulties already have been experienced in obtaining prompt delivery of shipments, aside from the complications that attended the recent embargo on Grand Trunk lines. Any sudden check in supply, such as might result from heavy snowfall or extremely cold weather, might, the shippers say, catch some of the manufacturing plants in such condition as to necessitate total or partial suspension of operations.

The buying in the steam coal trade is most active in the small sizes. Not much difficulty is experienced, however, in selling any good steam coal.

Although temperatures during the week have been only moderately cold, the domestic trade seems to be maintaining the gains made earlier in the month. Consumers evince more willingness to invest in fuel supply than was the case a month ago and renewal orders from retail yards are taking more prominence in the business coming to the shippers.

Consignment coal is still much in evidence, the shipments including most of the Ohio and West Virginia coals. With the market in its present condition, the stock is finding comparatively ready sale. Very little of it is left long enough on the tracks to arrive at forced sale.

The larger sizes of anthracite are showing less strength than chestnut. The supply of the latter is seemingly less plentiful and shippers who are able to obtain it, have been making sales at an advance of about 25 cents a ton over the regular price. Considerable complaint is heard about lack of promptness in movement of anthracite from the mines.

While shippers of iron ore are making strenuous efforts to assure adequate supply of vessel capacity for next season by buying and chartering lake steamers, some of the coal shippers also have been endeavoring to close contracts, in most instances, with only partial success, owing to the fact that vessel owners are unwilling to enter into agreements which would prevent the sale of their boats.

Prices in the local market on mine shipment orders are as follows:

	F. O. B. Mines.	F. O. B. Detroit.
West Virginia Gas -		
Three-quarter lump.....	\$1.10	\$2.50
Mine run.....	.90@1.00	2.30@2.40
Slack .....	.75@ .90	3.15@3.40
West Virginia Splint—		
Four-inch lump	1.50@1.75	2.90@3.15
Two-inch lump	1.25@1.40	2.65@2.80
Three-quarter	1.05@1.10	2.45@2.50
Mine-run .....	.90	2.30
Nut, pea and slack.....	.75@ .90	3.15@3.40
Smokeless—		
Lump and egg	2.25	3.85
Nut	1.75	3.35
Slack	Open	Open
Mine run	1.40	3.00
Kentucky Splint—		
Lump	1.75@2.00	3.15@3.40
Egg	1.25@1.40	2.65@2.80
Nut, pea and slack.....	.75@ .90	2.15@2.30
Fairmont—		
Three-quarter steam lump.....	1.10	2.50
Mine run.....	.95@1.00	2.35@2.40
Slack	Open	Open
Hocking Valley—		
Shaker three-inch lump.....	1.60	2.75
Shaker egg and nut.....	1.25	2.40
Domestic lump	1.50	2.65
Three-quarter lump	1.35	2.50
Mine run	1.00@1.10	2.15@2.25
Nut, pea and slack.....	Open	Open
Pittsburgh No. 8—		
Three-quarter lump	1.05	2.20
Mine run .....	.95	2.10
Slack	Open	Open
Jackson Hill—		
Domestic lump	2.50	3.65
Cambridge—		
Three-quarter lump	1.20	2.35
Mine run	1.10	2.25
Pomeroy—		
Two and three-inch lump.....	1.60	2.75
Egg	1.35	2.50
Slack .....	.75@ .90	1.90@2.05

Cincinnati Trade.

The Weather Is None Too Favorable to Domestic Orders, but Steam Prices Rule Quite Strong.

CINCINNATI, OHIO, December 23.—(*Special Correspondence.*)—Being a weather proposition, the coal market is now fairly firm in all domestic grades, prices having settled at about a general level slightly above the prices of a few weeks ago. Some of them went higher but had to recede.

The splint domestic sizes are in best shape at present, being unhampered by previous orders taken at higher figures. A peculiar situation arises in the conditions in West Virginia fields and in Pennsylvania fields. The demand in the east is brisk and is causing profitable prices and business in the eastern fields. Run of mine of the same grade as the average Kentucky and West Virginia products, is commanding \$2 in Pennsylvania fields while it is selling slowly in West Virginia and Kentucky at \$1.10 to \$1.25, for the best. Operators threaten that if the rate is established at fifteen cents a ton in the central and northwestern part of their territory, they will take the war into Africa by demanding an equalization of eastern rates. This is causing three or four of the railroads some uneasiness.

While this is the dull season for smokeless coal, it was expected this year that the period would be pushed farther into the season and infringe on the New Year. It is believed this forecast was true a month ago but it failed to materialize because of the heavy surplus left after the lake season closed. Large buyers, who had been waiting for some such situation to develop, captured the surplus and are now offering it in the market, in competition with the regular smokeless movement, at lower prices. It is likely the operators will close the mines for ten days in the Holidays, and if they do it will be sweet revenge on the jobbers who have been helping on the slump. Several of the big Pocahontas shippers are selling at \$1.85 and \$2, still, for lump in flats and hoppers respectively, but the price of nut has gradually worked its way back to normal in most cases.

The redeeming feature of the market is the run of mine, and nut and slack situation. Anything that looks like nut and slack is eagerly taken and the best commands a premium over anything sold for years at this season of the year. For four weeks not a car of nut and slack has been seen lingering about in the mine yards. The man, with anything like slack, who does not get seventy-five cents to eighty-five cents, now, is a poor salesman, and any one with standard slack can sell it at ninety cents to \$1 per ton. This is true of every field in this territory, and every variety and grade. Smokeless nut and slack to the limit of possible production seems to have been contracted and now moves as freely as the car supply will permit, from mine to mill, to coke oven and gas retort.

River coal is coming into more prominence now, especially in the nut and slack. Both Kanawha and Pittsburgh coals are now coming into harbor here and large tonnages are floating down the river. About a million and a half bushels floated down the river on the crest of the rise, this week. Little is being said about the car supply now, there having been but little betterment of the situation apparent ease having been secured only by less frantic demand for domestic coal.

Italians are still leaving the territory for the European bear pit, and other nationalities are leaving more slowly, the Greeks, however, holding themselves in readiness to go, also, when called to the colors. Other skilled laborers are drifting away into iron furnaces and rolling mill work, where labor is at a premium. This is causing the mine labor supply to shrink, but only those having large contract tonnage to deliver are feeling the labor shortage. The car supply, the embargoes at tide-water, the closing of the lake trade and the slow demand for everything but steam sizes, are all combining to preserve the equilibrium of the situation.

Duluth Trade.

DULUTH, MINN., December 23.—(*Special Correspondence.*)—With the arrival of the steamer Griffin last night with 3,000 tons of hard coal,

the navigation season between Lake Superior and the other lakes closed for the season of 1915. The Griffin left Lake Erie about ten days ago, but, owing to the fact that most of the aids to navigation have been removed, she being the only boat on her way, her master had to come along carefully. In a few days Maj. E. D. Peek, the United States government engineer in charge of this district, will issue his annual report on coal. In fact, it is all prepared with the exception of recording the Griffin's cargo; but the figures will not be given out until all will have been compiled. However, it is well known that the receipts of soft coal are considerably less than those of the previous season while the receipts of hard coal are a good deal more. Special attention has been given to anthracite in anticipation of a strike.

President Bergingham of the D. L. & W. Coal Company, of New York, was here a few days ago, in company with President E. N. Saunders, Jr., of the North Western Fuel Company, of St. Paul, looking over the coal docks of the latter company. It is declared that there was no particular significance attached to the visit. Mr. Saunders did not discuss the reported project of his company to build a large coal dock on its Rice's Point property, in this city, but the general belief is that this improvement will be made. While there is plenty of coal dock capacity at the Head of the Lakes for the next eight or ten years, and much more than is actually needed right now, the North Western's property is not very advantageously located, and it needs a new dock for iron, range and western city service. The proposed dock would give this.

	Harbor.	Steam Delivered.
Egg	\$8.10	\$8.10
Stove	8.10	8.10
Nut	8.35	8.35
Stove and nut mixed.....	8.25	8.25
Nut and pea mixed.....	7.60	7.60
Pea	6.80	6.80
Youghiogheny lump.....	3.55	4.75
Youghiogheny stove.....	...	4.75
Youghiogheny run of pile.....	3.35	4.45
Youghiogheny screenings.....	2.65	3.50
Kentucky lump	3.90	5.00
Kentucky mine run.....	3.50	4.45
Kentucky stove	4.05	5.30
Kentucky screenings	2.90	3.50
Hocking Valley lump or stove.....	3.55	4.75
Hocking Valley run of pile.....	3.30	4.35
Hocking Valley screenings.....	2.50	3.25
Splint domestic	3.80	4.75
Splint screenings	2.80	3.50
Pocahontas nut, egg or lump.....	...	6.75
Pocahontas mine run .....	...	4.50
Pocahontas screenings	3.15	3.95

Indianapolis Trade.

INDIANAPOLIS, IND., December 23.—(*Special Correspondence.*)—The coal trade in Indiana continues to improve. All of the mines are busy and the dealers here have all the orders they can fill. Coal is scarce. Many operators are forced to go into the open market now to fill their orders. Mine-run is strong. Domestic is stronger than it was a week ago and some is selling as high as \$2 a ton at the mines. There is a good demand for all steam grades. One favorable situation of the market is that there has been no weather to tie up the railroads and make difficult the handling of cars. The railroads are keeping right after the operators and shippers in order that cars may be loaded and unloaded promptly. However if there isn't a car shortage before long it will be surprising. The retailers here are doing a fine business in all grades of coal. There is a strong demand for smokeless domestic grades which are rather hard to get at this time. The feature of the situation that is most encouraging is the growing demand for steam grades which indicates a healthy condition of the market. Prosperity seems to have hit all of the Indiana cities. The holiday shopping here has broken all records. People are buying heavily and merchants say that they are paying their bills promptly. Postal receipts are increasing over the corresponding periods in 1914. The movement of freight is much heavier. These items are mentioned as being incidental to the increased demand for steam coal. The following prices are being quoted by the wholesalers:

	F. O. B. Mines.	F. O. B. Indianapolis.
Indiana—		
Mine run, No. 4.....	\$1.10@1.20	\$1.60@1.60
Mine run, Nos. 5 and 6.....	1.05@1.15	1.55@1.65
Nut	1.20@1.30	1.70@1.80
Egg	1.30@1.40	1.80@1.90
1½-inch steam lump.....	1.25@1.35	1.75@1.85
No. 4 screenings.....	.80@.90	1.30@1.40
Nos. 5 and 6 screenings.....	.65@.75	1.15@1.25
2½-inch domestic, No. 4.....	1.50@1.55	2.00@2.05
4-inch domestic, Nos. 4 and 6....	1.65@1.70	2.15@2.20
Brazil block domestic.....	2.25@2.50	2.75@2.50

No. 1 washed coal.....	1.75	2.25
No. 2 washed coal.....	1.65	2.15
Southern Indiana Field—		
Mine run.....	1.05@1.10	.....
Domestic lump.....	1.40@1.50	.....

Twin Cities Trade.

MINNEAPOLIS and ST. PAUL, December 22.—(*Special Correspondence.*)—A white Christmas will prevail in the northwest this year, which always means an increased consumption of coal of all kinds. A year ago the weather had been colder than thus far the present month, but there was an absence of snow, which resulted in the farmers burning corn cobs and other offal to be found around a farm. When the landscape is covered with snow this is an impossibility. Hence, a white Christmas means an increased call for fuel of all kinds.

Various factors in the northwestern trade, retail as well as wholesale, in discussing the features of the trade this year called attention to one important matter. Since the early part of September demand has been almost continuous, but there has been no spurt at any time. From a retail standpoint this is a decided advantage. It has done away with the necessity of increasing the number of teams in the delivery service, enabling coal merchants to use their regular force. In the wholesale end of the trade it has had almost the same effect, keeping the loading crews on the docks busy but not making it necessary to increase the number of men employed. In the Illinois and Indiana trade the demand has been steady. It is true that it has not always been uniform, but the mining companies have been enabled to depend upon about so much business each week.

Twin City dealers are confronting a serious problem in getting coal cars switched to their yards. When a car arrives over a foreign line it takes all the way from a week to two weeks to move it to the unloading track. The local switching crews of the various railroads have more business than they can handle on account of the continued heavy movement of grain, and if there should be a heavy fall of snow at any time, there is a strong probability that some coal yards would be very short of some grades of fuel before the switching service would supply them with additional tonnage. There is no reason to look for any immediate improvement. Coal is moving from the docks in good time, but the Illinois lines reaching southern Illinois seem to be badly congested and the movement over their rails is slow, taking from a week to ten days to get the coal forwarded to common junction points within the confines of the state. This is making it necessary to trace a good many cars. Dealers, however, have fair stocks of coal on hand and as yet there have been no serious consequences of these conditions. After the coal leaves the originating lines, the movement is fair. Collections are in good shape.

Current market prices at wholesale on leading grades of coal sold in the Twin Cities are as follows:

	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
Grate	\$6.60	\$7.80
Egg	6.85	8.05
Stove	6.85	8.05
Nut	7.10	8.30
Pea	5.50	6.70
Buckwheat	4.00	5.20

	F. O. B. Duluth and Superior	F. O. B. Minneapolis and St. Paul
BITUMINOUS.		
Splint, screened lump and stove.....	\$3.30@3.40	\$4.26@4.36
Splint, dock run.....	3.10	4.06
Hocking, screened lump and stove.....	3.30@3.40	4.26@4.36
Hocking, dock run.....	3.00	3.96
Youghiogheny, gas, lump and stove.....	3.30@3.40	4.26@4.36
Youghiogheny, gas, dock run.....	3.10	4.06
Pittsburgh vein, lump.....	3.30@3.40	4.26@4.36
Pittsburgh vein, dock run.....	3.00	3.96
Pocahontas, screened lump or egg.....	4.75	5.71
Pocahontas, screened lump and egg mixed.....	4.50	5.46
Pocahontas, mine run.....	3.25	4.21
Cannel, lump.....	5.25	6.21
Smithing, bulk.....	4.25	5.21
Smithing, in 100 lb. sacks.....	6.00	6.96
Briquets, anthracite.....	5.00	5.96
Briquets, smokeless.....	5.00	5.96

In the Illinois trade the range of prices on southern Illinois product on the various sizes is as follows:

	Franklin County—	
Lump, egg and No. 1 nut.....	\$1.65@1.75	\$3.95@4.05
No. 2 nut.....	1.50@1.60	3.66@3.76
2-inch screenings.....	.85@.90	3.01@3.06
Run of mine.....	1.15@1.25	3.45@3.55
Williamson and Saline Counties—		
Lump, egg and No. 1 nut.....	1.65@1.75	3.95@4.05
No. 2 nut.....	1.40@1.50	3.56@3.66
2-inch screenings.....	.85@.90	3.01@3.06
Run of mine.....	1.15@1.25	3.45@3.55

Cleveland Market.

CLEVELAND, OHIO, December 22.—(Special Correspondence).—The local market presents rather a curious condition this week. Although there has been no increase in the demand for steam coals and the supply has been, at least, normal, prices have remained stiff and in some instances have shown a material advance. Apparently neither the producers nor wholesale dealers are particularly anxious to move their holdings. This condition has probably been brought about by the heavy shipments east, which have been counted upon to hold the prices up, even in the face of a demand that is not particularly encouraging.

Reports from the east are to the effect that the railroad yards and sidings are now full of coal and some of the roads have declared an embargo on further shipments for the present. It is believed by some that this will react on the market here and there will be a drop in prices, instead of a further advance as was expected a week ago. This will depend upon the real need of coal in the east, however, and if the supply is absorbed within a reasonable time and further shipments become necessary, a stiff market here will result.

A sufficient amount of tonnage for next season has been covered to fix the old rate of 30 cents to the head of the lakes. Vessel men expected that the Lake Michigan rate would be at least five cents higher than last season, but at this time it has not been clearly established as to just what it will be. The shippers, however, do not expect any change from last season's rate. It is said that contracts have been made recently for several big blocks of coal, covering a number of years, at the going rates, whatever they may be. Shippers are endeavoring to make themselves safe against the big demands that sometimes arise in the grain and ore trades.

Quite a number of boats will be loaded with storage coal if the weather remains favorable and it is believed that, before the opening of navigation in the spring, there will be quite a large amount afloat.

The demand for many grades of domestic coal has been very weak during the past week, while the supply has been above normal. The rather soft weather is blamed for this condition.

The anthracite situation is quite dubious at this time. Egg and stove sizes are perhaps normal, but chestnut is moving very slowly because of the congestion at East Buffalo. The heavy storms in the east have also made the situation worse. Many dealers have had no chestnut coal in stock for a week, it is said, and it is possible that they will have to wait some time for it until the Buffalo congestion is cleared up somewhat.

Some of the independent collieries are said to be more than a month behind in their deliveries. As a result they have been able to secure a premium of from 25 to 50 cents above the circular prices for quite a little of the coal they have been able to get through.

Both run of mine and slack from the Eastern Ohio field showed an advance of from five to ten cents a ton the past week. Doubt was expressed as to whether any amount of run of mine could be purchased at \$1.15 and no particular anxiety was expressed to sell slack at \$1.10. Quotations were as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
No. 8 District—		
Three-quarters	\$1.20	\$2.10
Run of mine	1.10@1.15	2.00@2.05
Slack	1.00@1.10	1.90@2.00

While Coshocton coal has not been marked above last week's figures, it is said that there was little, if any, free coal in the market the past week. The demand has been good and there has been no trouble to move all that was produced:

	F. O. B. Mines.	F. O. B. Cleveland.
Coshocton—		
Lump, 4-inch screened	\$1.70@1.75	\$2.40@2.45
1 1/4 inch	1.60@1.65	2.30@2.35
Egg and nut	1.05@1.10	1.75@1.80

Pittsburgh slack was marked up from \$1 to \$1.15, but there was none in the market, even at the latter figure. The east has taken all available slack for several days past:

	F. O. B. Mines.	F. O. B. Cleveland.
Pittsburgh—		
Slack	\$1.15	\$2.15

Massillon producers are behind in the delivery of the larger sizes and they have not been able to take care of the flood of orders for slack at all:

	F. O. B. Mines.	F. O. B. Cleveland.
Massillon—		
Lump	\$2.50	\$3.20
Nut	2.50	3.20
Slack	1.10@1.15	1.80@1.85

Smokeless coals have moved very slowly the past week, while at the same time there has been an over-abundance on track here. Because of the demand for steam coal in the east, operators have

not been able to move the usual amount of smokeless coal in that direction:

	F. O. B. Mines.	F. O. B. Cleveland.
Smokeless—		
Lump	\$1.80	\$3.25
Egg	1.80	3.25
Run of mine	1.25	2.70

Prices of Cambridge coal, run of mine and slack, have moved up a notch in unison with other coals of similar quality. Slack was in good demand up to \$1.10 per ton. Quotations are as follows:

	F. O. B. Mines.	F. O. B. Cleveland.
Cambridge—		
Three-quarters	\$1.20	\$2.10
Run of mine	1.10@1.15	2.00@2.05
Slack	1.00@1.10	1.90@2.00

There has been no change in Kentucky black coal for some time and prices quoted are the same as last week:

	F. O. B. Mines.	F. O. B. Cleveland.
Kentucky—		
4-inch block	\$1.90@2.00	\$3.15@3.25

It is immaterial as to what prices are placed on Youghiogheny coals, as they were entirely out of the market all the past week:

	F. O. B. Mines.	F. O. B. Cleveland.
Youghiogheny—		
1 1/4-inch	\$1.40@1.50	\$2.40@2.50
Three-quarters	1.80	2.30
Run of mine	1.20	2.20
Slack	1.15	2.15

No change has been noted in the prices of Bergholtz coal, but it remains firm at the figures quoted last week:

	F. O. B. Mines.	F. O. B. Cleveland.
Bergholtz—		
6-inch lump	\$1.70	\$2.40
1 1/4-inch	1.45	2.15
Three-quarters	1.85	2.05
Egg	1.25	1.95
Run of mine	1.20	1.90
Slack	1.10@1.15	1.80@1.85

Goshen slacks have held their own at last week's figures. Because of the light demand for domestic coals, the figures on the larger sizes have not changed. Quotations follow:

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen-Wainwright Mines—		
Three-quarter domestic	\$1.40	\$2.10
3-inch lump	1.80	2.50
Lump	1.65	2.85
Slack	1.15	1.85

	F. O. B. Mines.	F. O. B. Cleveland.
Goshen—		
Three-quarters	\$1.30	\$2.00
1 1/4-inch	1.40	2.10
Run of mine	1.15	1.85
Slack	1.15	1.85

Birmingham Trade.

BIRMINGHAM, ALA., December 23.—(Special Correspondence).—There is no question that of the coal trade being better than it was this time last year. While considerable improvement has become effective, the coal mart has not recovered as successfully from the depression in 1914 and part of 1915 as in other lines of business.

It is true that both steam and domestic coal have improved considerably, but neither has come up to the expectations of the operators. Coking is the only grade of coal that has in any way fulfilled the anticipations of the coal people. This realization comes from the large demand for iron sales which are very extensive from this district. This gratifying condition of the iron trade will still cause a heavy tonnage of coking coal to be mined for some months to come.

The outlook for domestic and steam coal is not so propitious, but operators of steam and domestic coal mines are hopeful of better conditions obtaining for this trade during the coming months. Chief Mine Inspector C. H. Nesbitt, adheres to his prediction that coal production in Alabama for the year 1915, will show an increase over 1914, and that the figures of the year before will not be so very much in the lead of 1915 production.

Effort to build up a large balance of business down the Warrior River is being made with four large companies and several smaller operators entering this field of coal development. The prospects for fulfillment of a fine business in this direction seems to be good.

Domestic trade the past week has been fairly good with the retail men, but as most of them are well stocked very little buying has come from them to the operators.

Steam coal is only fair. The railroads are taking the largest tonnage, but this is not enough to satisfy the operators who say that business is not so good as they wish it to be.

Coking coal is being mined in large quantities and conditions are satisfactory.

The Tennessee coal mines at Blue Creek are turning out more coal at the present time than they have for the past two years. The mines at Adger and Sumpter are working a full force of men, mining coal to be shipped to the furnaces and by-product plant of the company. At

Johns, the old beehive coke ovens, which were abandoned five years ago, have again been placed in working condition and are turning out a high grade of coke.

The 300 ovens require a large force of men to operate and the ovens are making 72-hour coke, considered better than the by-product coke for the making of pig-iron. The conditions in the Blue Creek district are better generally than they have been in years, and prospects are bright for steady work right through the winter months, or as long as the furnaces are operating and the price of pig iron as it is at present.

There is no end to the demand for coke and good prices obtain. At the same time, there is a full production noted. It is figured that the production of coke this year will exceed the most optimistic figures. Announcements during the week foretell of possibilities of two big batteries of by-product coke ovens being constructed in this State, one by the Sloss-Sheffield Steel and Iron Company and the other by the Gulf States Steel Company.

President J. C. Maben, of the Sloss-Sheffield Steel and Iron Company, has been in Birmingham and the Birmingham district this past week, and while he still doubts the success of the by-product coke ovens, it is known that he is giving serious thought to a recommendation to the directors of his company for some development along this line. The Gulf States Steel Company has had an offer of a site for a big coke plant in the vicinity of Gadsden, and the board of directors of the company had a meeting the past week in New York, attended by James Bowron, President.

There is more coke being manufactured with even the old style beehive ovens than for two or three years past, while the four by-product coke oven plants are doing exceedingly well in the way of output. Foundries and machine shops are taking more and more to the use of the by-product coke, while other interests are willingly accepting the product.

The following prices prevail:

	F. O. B. Mines.	F. O. B. Birmingham.
Bibb County Domestic—		
Red ash Cahaba lump	\$3.30	\$3.30
Red ash Cahaba lump	2.75	3.10
Red ash stream size	1.20@1.35	Fr. rate 30c
Jefferson County—		
Fancy steam Pratt	1.75	2.00
Run of mine Pratt	1.20@1.25	1.45@1.50
Mary Lee lump	1.40@1.60	1.80@1.90
Black Creek—		
Fancy steam lump	1.75	2.05
Washed nut	1.75	2.00
Washed steam	1.35@1.60	Fr. rate 30c
Mine run	1.35@1.40	Fr. rate 30c
Jefferson Steam Coal—		
Mine run	1.15@1.25	Fr. rate 30c
Walker County Domestic Coal—		
Carbon Hill lump	1.75	2.15
Carbon Hill egg	1.65	2.05
Horse Creek mine run	1.00@1.20	Fr. rate 40c
Genuine Corona—		
Lump	2.00	2.40
Egg	1.90	2.35
Steam sizes	1.25@1.35	Fr. rate 40c
Shelby County Domestic Coal—		
Cahaba fancy lump	3.00	3.30
Cahaba No. 2 lump	2.75	3.05
Montevallo domestic prices ranging from \$3.00 to \$3.25.		
Blacksmith coal, washed and screened, per ton, \$2.00 to \$2.25 at mines, with different rates to various points.		

Denver Trade.

DENVER, December 23.—(Special Correspondence).—Weather conditions for several days past are almost all that could be desired from the standpoint of the coal dealer. The entire district is covered with a two-inch snow blanket which has stuck for nearly a week, and temperatures have been hugging the freezing point during the day and near zero at night. As a result, production has increased and the distribution has been marked with greater activity than at any time since the beginning of the season.

The lignite output has been above maximum since the beginning of the storm, and production in every district of the state shows decided gains over last week. Only one or two of the sugar factories have closed their season's grind, the others not being able to finish until well along in February.

Trinidad and Walsenburg operators report a heavy increase in country orders, and there is a strong demand for Routt county grades from Nebraska. The Canon City district shows a gain over last week's output of nearly twenty-five per cent.

The effect of the cold snap has not been lost on the slack market, every indication of a surplus being completely obliterated and the supply of all grades being well taken. Prices are very firm.

The following prices are ruling for lignite coal, f. o. b. mines: For Denver delivery, lump, \$2.35 to \$2.65; mine run, \$1.50 to \$1.65; slack, \$1.05 to \$1.25. For points outside of Denver, lump, \$2.50; mine run, \$1.55 to \$1.65; slack, \$1.05.

New York Trade.

Anthracite Production and Distribution Greatly Retarded—Bituminous Advances Stayed by Embargoes.

Office of THE BLACK DIAMOND,
NEW YORK, December 23.

The anthracite trade is marked this week by light production and greatly interrupted distribution. Roads have placed embargoes in most every direction, and particularly against coal moving by all-rail into New England. On Tuesday about the only open way to ship straight car load lots into New England was via Jersey City and the floats around New York city. This is a slow method, especially now that the Jersey terminals are congested with miscellaneous freight.

Also, movement by water to New England from both Philadelphia and New York is seriously delayed. Bad weather has kept back all kinds of water transportation and vessel transportation is very scarce.

As cars are not being returned to the mines, but few of them are working as well as three full days a week. Last week it is doubtful if the regions as a whole got out more than two full days' production. And this week, conditions as regards car supply are even worse. One big company found its supply of cars on Monday only sufficient to enable it to mine but one-fifth of a normal day's tonnage. This interruption in car supply will mean that production this month will fall very far behind that of December of last year. Thus the shortage of anthracite for the full year will run easily 3,000,000 tons short of the 1914 production.

Already individuals who are in position to accept spot orders, are securing premiums of about twenty-five cents a ton on domestic coal for line shipments. Tide prices so far, have been held very close to circular.

The steam sizes are getting very active. The high bituminous prices are in a measure responsible. Though, there is also the fact that short time mining makes for a smaller output at a time when consumption is very heavy.

Some sales of No. 1 buckwheat were made at \$2 per ton at the mines for rail delivery. At New York harbor ports, both rice and barley are very short, and sell readily at twenty-five cents over the circular for fair grades. Buckwheat is also selling at five to ten cents over the circular. The companies are practically out of the market on steam coals, contract requirements taking their entire output. Pea coal is also sharing in the better demand.

New York anthracite prices are:

	Upper Ports.	Lower Ports.
Broken	\$5.10	\$5.00
Egg	5.35	5.25
Stove	5.35	5.25
Chestnut	5.60	5.50
Pea	3.55	3.45

Special grades of red ash and other high-grade coals at the lower ports sell at twenty-five to fifty cents per ton over above figures.

Spot prices in individual coals at lower ports are about as follows:

Egg	\$5.05 and up
Stove	5.20 and up
Nut	5.20 and up
Pea	3.25 and up
Buck	2.45 and up
Rice	2.25 and up
Barley	1.95 and up

The Bituminous Situation.

The bituminous market in the east is still panicky. Prices have not further advanced this week, but few sales being reported above \$3 per ton at the mines in Pennsylvania, but this is ascribed to the fact that early this week, most of the originating railroads had put on embargoes that shut off shipments in most every direction. This meant that the buyer of coal at the mines was taking a chance as to delivery, and as the shipper could make no guarantees, there was no necessity therefore to pay a handsome price.

To the embargoes, therefore, is to be credited the easing off of prices by many operators, numerous quotations appearing on Tuesday ranging from \$2.40 to \$2.75 per ton at the mines, whereas the latter part of last week, every operator had \$3 per ton in mind as the right price to ask.

New England consumers are unquestionably very short of coal. They have not been able to get any relief from the southern coals, as water transportation is lacking, and also weather conditions coastwise have been so

bad the past several weeks that much of the coal moving in time chartered bottoms has been delayed in delivery. Coal at \$7 per ton has been reported at Boston, f. o. b. cars at Mystic. Water rates from Hampton Roads have gone as high as \$3 per ton, with few boats offering at this price. From Baltimore and Philadelphia, it is practically impossible to find boats at any price, while about the same state of affairs exists at New York for boats for Sound and around the cape points.

It was expected last week that the operators in Pittsburgh region would come into the eastern market, and take advantage of the fancy prices being offered. A great deal of Pittsburgh coal was offered in the east, to come forward on the Pittsburgh rate, but the railroads have forestalled any material movement of coal from that territory into the markets that have heretofore been held by the Central Pennsylvania coals. Either they have been unable to supply operators with cars in which to move coal, or their embargoes have operated so as to keep shipments back. Up to this time, but little coal from foreign regions have come into the eastern markets, nor is it likely that any tonnage of any moment will secure an eastern outlet.

Pennsylvania operators are being hard pressed to take care of contract requirements. They had found this very difficult even up to the first of the month, before the railroad congestion became so serious. The New Haven system is still suffering from the effects of last week's blizzard. The coal movement by rail in New England may be said to have been set back at least a week by this blizzard, and the Pennsylvania railroad embargoes coming on top of this, will mean perhaps another week's demoralization. When you add to this the fact that New England consumers were running with very low stocks all the fall, their position at present can be easily appreciated.

At New York tidewater ports, deliveries are very much delayed. Coal is arriving very slowly, and many shippers are finding it very hard to load boats with anything like promptness. Thousands of loaded cars are in transit between mines and tide, sidetracked along nearly every mile of road intervening, and it will be some weeks before conditions can be righted. In the meantime, another snowstorm may come along to break a transportation link here and there, or miscellaneous freights may continue to swamp the carriers.

Unfortunately, but few coal producers are in position to take advantage of the present high prices being quoted. Most of them have low-priced contracts, and with a shortage of labor and a most erratic supply of cars, they are doing nobly if they can get out even the requirements of their contractors.

The Vessel Situation

Coastwise and sound vessel rates are still soaring. It is very hard to fix a line of quotations. From the Roads to Boston, \$3 has been paid and \$3.25 asked. From Philadelphia and Baltimore, rates are practically the same. But few boats are to be obtained at any price. From New York to Providence, \$1.50 is the rate, with \$1.75 to \$2 being asked to Boston.

Harbor rates have advanced to thirty and forty cents per ton. Bad weather has held up coastwise shipping, while boats are given unusual detention in New York, especially at the loading ports due to the slow arrival of coal.

Off-shore rates are still very firm at the recent high record levels.

We quote the current rates of freight as follows:

From Hampton Roads to Boston \$2.75 to \$3.25 is about the range; to Portland and points east of Boston, the same. To Sound points, \$2.50 to \$3. From Philadelphia to New England points, \$2 to \$3.

From New York to Sound points as follows: Bridgeport, sixty-five cents; New Haven, seventy-five cents to \$1; Providence, \$1.25 to \$1.50; New Bedford, \$1 to \$1.15. To Boston, around cape, \$1.75. Harbor rates, thirty to forty cents.

Current quotations on bituminous coal in spot lots are:

	F. O. B. Harbor.	F. O. B. Mines.
Somerset County—		
Best grades.....	\$4.25	\$2.75
Medium grades.....	4.05	2.50
Ordinary.....	3.75	2.20
Cambria County—		
Best Miller vein.....	1.35	2.95
Medium grades.....	4.05	2.50
Cheaper grades.....	3.80	2.25
Clearfield County		
Best grades.....	1.05	2.50
Ordinary grades.....	3.80	2.25

Indiana County—		
Best grades.....	4.00	2.45
Medium grades.....	3.80	2.25
Maryland—		
Georges Creek big vein.....	4.50	3.30
West Virginia—		
Ordinary grades.....	3.85	2.30
Best gas, ¾-inch lump.....	3.75	2.20
Best grade, run of mine.....	3.70	2.15
Gas slack.....	3.05	1.50

New York Trade Briefs.

G. U. Kierstead, treasurer of the City Coal Co. of Hartford, Conn., was in New York on Tuesday.

G. W. Hoban of the sales force of Weston Dodson & Co., Inc., spent his Christmas at his home in Clairmont, Vt.

C. F. Randolph, sales manager for Thorne, Neale & Co., No. 17 Battery place, took a trip through New England this week.

F. A. Taylor, Philadelphia manager for the Maryland Coal & Coke Company, was at the New York office of his company on Monday.

C. F. Huber, president of the Lehigh & Wilkes-Barre Coal Company of Wilkes-Barre, Pa., was at the New York offices on Tuesday.

G. R. Gabelle, bituminous manager for Thorne, Neale & Co., stationed in Philadelphia, visited the New York office of his company on Tuesday.

Carl F. Siebecker, formerly of the Bethlehem offices of Weston Dodson & Co., Inc., has been assigned to the New York office, where he will work in the sales department.

F. C. Kraft, recently with the New York office of Weston Dodson & Co., Inc., has been transferred to the Bethlehem office of this company and will be connected with the sales department.

E. H. Ray, formerly identified with the Baker-Whiteley Coal Company, of Baltimore, has associated himself with B. Nicoll & Co. as special agent. While Mr. Ray is making his headquarters at the Baltimore office of B. Nicoll & Co., his activities will not be confined to that territory alone.

The Manamar, a 7,500-ton steamship constructed for the Munson Line by the Maryland Steel Company, arrived in New York on Monday. The vessel is to be placed in the Cuban trade and will start on her maiden voyage December 31. She has accommodations for fifty saloon and thirty second-cabin passengers.

J. J. Hobbs, the well known coal exporter of No. 1 Broadway, has chartered eight schooners recently to take coal to Spain, Argentine and Brazil. Recently one of the schooners chartered by Mr. Hobbs, the "Edward J. Lawrence," made a record trip of thirty days to Barcelona, Spain, with a cargo of 5,000 tons of Pocahontas. Sunday two schooners chartered by Mr. Hobbs, and loaded with coal, sailed from Hampton Roads for Rio. The first to arrive at destination will receive a purse of \$500.

R. Martens & Co., Inc., is the name of a new corporation with offices at No. 24 State street, New York. This corporation is affiliated with R. Martens & Co., Ltd., of London and Petrograd, with which is associated the firm of Hulton, Thompson & Co., Ltd., of London. The European companies are large shippers and contractors of coal for bunker and export purposes, and are also extensively engaged in general shipping. The American branch will do a general shipping and contracting business, and have recently acquired a dock property on Staten Island to facilitate the movement of their ships.

W. H. Carpenter, of Dexter & Carpenter, Inc., of No. 12 Broadway, returned on last Friday from a six months' trip to Europe and South America in the interests of his company. Mr. Carpenter spent more than two months in South America, coming directly from Buenos Aires to New York on a Lamport & Holt steamer. Concerning the South American situation, he finds plenty of opportunities for American coals, providing shipping can be arranged. Due to the very high prices obtaining at South American ports for coal at present, consumption in many lines has been reduced. Many of the railroads are using wood on certain divisions, while in the mining regions, especially in the phosphate mining fields, he found that a great deal of oil was being used. In southern Chile Mr. Carpenter found that the native coal mines were being developed to provide fuel. The Chilean coal runs higher in volatile than do the American gas coals, and consequently it takes a great deal more of it to produce an equal amount of steam, especially for the railroads, who are the largest consumers, than do the American or Welsh coals. However, on account of its cheapness, the Chilean railroads are using more of it than prior to the war.

Philadelphia Trade.

Due to Embargoes Against Shipments and the Approach of the Holidays, Prices Eased Off a Trifle.

Office of THE BLACK DIAMOND,
No. 1400 Land Title Building,
PHILADELPHIA, December 22.

The coal market hereabouts has been, for the past week, as nervous as an unmarried female at retiring time. The distress of the railroads and consequent embargoes became the big feature of the market as soon as the tie-up of cars forced the roads to that action last Thursday. Coming Christmas inactivity and inaction about mills and factories slackened up the demand and a see-saw in price that concluded in a drop of fifteen to thirty cents on the ton from the first of the week until this was written. The big factors in the bituminous market are of the opinion that a further drop can be expected and are making no calculations as to what the price may be a week from now. One thing that all are firm in, however, and that is the middle of January will see the stringency in the same position that it was when the top prices of ten days ago were reached.

The big query at this time is—how long will it take the railways to straighten out the mess of cars that have clogged all of the arteries about New York. For this information it was necessary to go to the traffic offices of the railroads here. No definite solution was offered. One official vouchsafed the answer that much had been accomplished in the week that the embargoes had been placed. Another pointed to a telegraphic story that appeared in the local papers stating that there had been a further tightening of the lines of restrictions and declared "that is as good a guess as I can give."

What with every drop in price that was recorded the market, however, is not in a "picky and choosy" stage. Coal practically is without grading and a range of prices is for any class of coal that can be put on this market, with differences in price only applying to the freight zones from which it originates. Middle men with West Virginia coals to offer for immediate delivery held this product on the following range Wednesday, run of mine and three-quarter-inch screened lump, \$1.60 to \$1.80 and slack at \$1.50 to \$1.60. Clearfield, Somerset and Western Maryland offerings were made over a wide range running anywhere from \$2.10 to \$2.40 according to the pressing needs of the prospective customer. From this section the report on Wednesday that coal was being held at Johnstown and Altoona at \$2.20 at the mines and a local report that some box car sales had been made with New England delivery as high as \$2.60 to \$2.70 for steels.

The entrance of the operators from Western Pennsylvania into this market has been cutting didoes. With coal at the prices named they have been able to put in shipments at prices ranging from \$1.45 to \$1.65 and even higher than this last figure and take a profit.

With the shipping restrictions which have been placed by the railroads the pier business here, which is in no wise touched by the embargoes has taken on a new life. Many cars started for tide have been switched to the Port Richmond and the Greenwich yards. The stringency that was being felt in getting bunker coal has pretty well disappeared. Export shipments are not active and in figures are below those of the corresponding week of last year when bottoms could be had more freely.

Anthracite Situation.

What is to be the result of the conference that was held in Harrisburg by men prominent in the hard coal trade on the question of workmen's compensation, is the lodestone that is attracting the eyes of those who are in the hard coal trade. Various means of making the public absorb the cost have been advanced and the all-important question of price will have to be uncovered before long with the law going into effect in the next ten days. "We have not decided our course yet," was the answer that your correspondent received from three representative heads of large coal companies. And there you are. The January circular will, this year, be of more than passing interest.

The main question is what effect this will have upon local retail prices. Many of the contracts for the "star size," pea, will expire

with the beginning of the year and with car shortage, labor agitation and workmen's compensation to be reckoned with, it is doubtful if the low prices for pea coal can be expected when the new contracts are written. This is bound to have an effect on the price war that has rocked Philadelphia for many moons. Even with a fifty-cent advance in the price of this size in three months retailers are still offering it at \$4.75 a ton—a ruinous price if full circular is demanded at the very least.

Steam sizes have been in the highest demand for the past week. With bituminous coal soaring plants which can burn the small anthracite sizes became extremely nervous over their fuel supply and have been doing some heavy buying. One large order for buckwheat at \$1.85 was placed this week "so quick that it made my head swim," was the way that the salesman, who made the deal, put it.

Philadelphia Coal Club.

The Coal Club of Philadelphia is now an established institution. On Thursday December 16, what would have been the annual meeting of the Philadelphia breaker of Kokoals was held in the ladies' dining room of the Manufacturers' Club. Over seventy were present and all in the course of the evening approved the plans that were made for the absorption of the old organization under its new name style and without any affiliation with or connection to any governing body. The discussion that followed when President Frank Mathers of the Kokoals rapped for order was more as to details rather than as to the general movement toward the establishment of a new association. It was decided first to organize and then from the officers elected draft committees to take action on by-laws, membership and the various other phases that will have to be considered to make the membership attractive.

Many features are under consideration by the individual members to make the club attractive both from a social as well as a business viewpoint. Philadelphia has no common grounds upon which coal men—retailers, middle men and producers can meet and it is intended that this club can be the happy medium for the purpose. The whole of the 130 members of the Kokoals breaker, it is thought, will join the new organization and with the new objects to be attained it is hoped to double if not treble the number.

The officers who were elected were as follows: Howard Perrin, president; F. F. Mathers, vice-president; W. L. Scott, secretary; Charles Scull, treasurer. The directors are: W. C. Hancock, S. B. Crowell, J. M. Kelley, Thomas W. Ayers, William J. Steen, Ambrose Letters, H. H. Lineaweaver, S. C. Noblette, D. B. Cunningham, Charles E. Fernberg, W. E. Bernard, Walter Bush, W. H. Eastlak and G. G. Smith.

Those who were present at this meeting of organization were: Chevalier C. C. A. Baldi, Howard W. Perrin, L. N. Holddt, W. L. Scott, G. G. Smith, J. C. Freese, Thomas Gucker, Jr., Walter H. Eastlak, D. B. Cunningham, William Shubin, F. F. Mathers, W. L. Hawkins, James M. Kelley, I. Nicholson, W. C. Hancock, George P. Quigley, John Williams, C. K. Scull, Louis Brande, W. H. Kneas, John A. Coon, — Heiland, Robert L. Chalfant, Thomas W. Ayers, Irvin T. Ward, George Speese, Samuel B. Crowell, S. C. Noblette, Howard McTurk, J. E. B. DeBergh, E. G. Wagner, H. Landgraf, C. S. Chesburt, William D. Hamer, Arthur C. Cohn, J. W. Mason, J. M. Crean, David Isaacman, George W. Parker, Jr., C. E. Wilcox, John F. Meigs, Joseph Missimer, George H. Story, Joseph W. Gucker, B. S. Pusey, Henry C. Pearson, W. H. Clemency, I. Lampert, A. Steen, M. K. Kirkpatrick, Robert P. Magee, J. Howard Magee, Wilson W. Sell, Charles E. Fernberg, Ottey Darlington, William J. Steen, A. C. Peterson, David Walters, F. S. Coale, H. E. Strathman, Jr., C. J. Snyder, John J. Cronin, W. E. Robinson.

Philadelphia Trade Notes.

A. P. Bryant, of the Spring Coal Company of Boston, paid his respects to friends in the coal trade here last week.

"Uncle" Daniel D. Howard, of the Central Fairmont Coal Company of Clarksburg, W. Va., was a welcome visitor at the many offices of his friends in this city early in the week.

Lloyd G. McCrum, of the Victor Coal Mining Company, and whose headquarters are in Somerset, Pa., dropped in to the local offices

of that company while returning from a visit to New York.

James Pugh of the Ajax Consolidated Coal Mining Company of Hubbard, W. Va., was one of the pre-Christmas visitors to the trade.

J. G. Emmons, who has been connected with the Bell Telephone Company in this city, is the third brother to become a member of the firm of the Emmons Coal Mining Company. He will join the firm on New Years day.

Christmas courtesies, calendars and remembrances are the order of the day and the glad season sees the general spirit of the trade in a better condition than this time last year. Visitors to the local offices this week have been few—home ties and a humping market proving a double combination hard to beat.

An epidemic of la grippe in an aggravated form has hit the coal offices in this city as hard as any other form of business. Stenographers unable to longer withstand their aches and sniffles have been missing from their desks and even a few of the office boys fought gamely to preserve good Christmas records but were knocked out.

Charles E. Pool, who is at the head of the Pool-Townsend Coal Company, with offices in the Rockefeller building in Cleveland, Ohio, had the hand-shaking privileges among old friends this week. Several months ago this company acquired mines in the Clarksburg district of West Virginia. Mr. Pool left the middle of the week for Clarksburg.

A two-sided appeal to the various legal tangles which have resulted from the trials of the so-called "Hard Coal trust" cases in the local federal courts have been carried to Washington. The government has appealed its case wherein the U. S. Attorney General's contentions to dissolve an alleged illegal combination was only partially sustained. On the part of the Reading Company an appeal has been taken from the recent decision of Judges Buffington, McPherson and Hunt, demanding a divorcement of the Philadelphia and Reading Coal and Iron Company, the Lehigh and Wilkes-Barre Coal Company and The Central Railroad of New Jersey.

The many acquaintances and friends of Henry Liveright in the coal trade were shocked to hear of his sudden death in Clearfield, Pa., while he was on a business trip. For over thirty years Mr. Liveright was connected with the coal trade of this city. In the late eighties he sold out a grocery business in Philadelphia and went to Osceola Mills where he entered the same trade. This district was in its early development stage and he acquired a holding of coal lands which were soon afterward turned into active operations. He returned to Philadelphia and formed the firm of Liveright, McCoy & Co., which was later succeeded by Liveright & Co., and for the last decade Mr. Liveright operated under his own name. During the long years that he was mining and selling coal he was identified with many mining operations about Clearfield, Osceola Mills and in Clearfield county. He maintained an office at No. 411 Walnut street in this city. Mr. Liveright was a member of the Rodelph Shalom congregation. He was a German by birth but came to this country while a small boy. He is survived by a widow, four sons and two daughters.

Several coal men interested in the operating and producing end of the business were in Harrisburg Tuesday and Wednesday attending a conference with the officials of the State Insurance Fund board. Both the men from the soft as well as the hard coal fields were given a hearing. The big event of the meeting was the announcement that the state rate for mining with shafts, tunnels or galleries or on drifts or slopes for anthracite mines would be \$4.18 for anthracite and \$3.45 for bituminous mines based on each \$100 of the pay-roll. This the members of the state board declared was a ten per cent reduction in the rates which have been offered by stock companies. A grant has been made by the state board allowing the Lehigh and Wilkes-Barre Coal Company in the anthracite fields, The Westmoreland and Penn Manor Gas Company in the bituminous fields to conduct their own insurance departments. Attorneys for the coal companies asked all facts and made many inquiries as to the workings of insurance under the state board, but no decision was announced as to the means that will be taken by the larger companies to care for this compensation as demanded by the state.

Buffalo Trade.

BUFFALO, N. Y., December 23.—(*Special Correspondence*).—It is a question whether much loading of anthracite into vessels will be done here this winter, as coal is not likely to be at all plentiful and the rail demand is likely to be above the average on account of the troubles expected in the spring. Vessels will be plentiful enough here this winter, as the largest amount of grain ever held in the local harbor will be here this winter. No doubt many of these vessels will be looking for winter coal cargoes when they have unloaded their grain.

The anthracite demand is good at present, running largely to chestnut, on which some independent companies are getting a premium of ten cents. It is very short in this market and the companies have booked many orders ahead. Pea coal is also strong. Mines are now reported to be running at sixty per cent of their capacity, or even less, and production will be short during the remainder of the year. Cars are not in sufficient supply to make prompt deliveries. No surplus coal is being held here at present, while not very long ago it was taxing the abilities of the coal representatives to find places for what they had. The outlook is for an active market for some time.

The soft coal market has reached the maximum figures of the year during the past two weeks, owing largely to the big demand for coal eastward. In Canada and nearby territory there is no heavy inquiry for coal, but prices have shown an advance of about fifteen to twenty-five cents during the past couple of weeks. Supplies are light and the movement of coal is unusually slow. The railroads complain a good deal of lack of cars to move the coal and operators are finding it a hard matter to get either cars or men enough to keep production anywhere near what it should be to fill orders. The congestion on the railroads is shutting off the fields where coal can be delivered, but this is believed to be only a temporary influence and prices which declined a trifle a few days ago are back again at the top levels.

More activity has developed in the bituminous market during the past two months than for a long time previous, and in all probability this month will end with a vast amount more optimism among coal men than was visible a year ago. The outlook is for higher prices next month, so far as most members of the trade see it. They expect a temporary lull in orders for the next week or two, but say this is offset by a lull in mining as well.

Buffalo Trade Briefs.

Miller & Parsons, of Corry, Pa., have bought out the coal interests of J. Fletcher Alden of that city.

The Artificial Ice Company, of Warren, Pa., has discontinued its coal business, which was started about a year ago.

C. S. B. Ward, representing G. P. Bassett, Jr., Pittsburgh, and George D. Rowland, of the Richland Coal Company, Wheeling, visited the trade here this week.

Charles A. Royce has opened an office at 1028 Prudential building as Northeastern sales manager of the J. Harold Thompson Company, Pittsburgh, with which he has been connected for several years.

Dealers in Chautauqua county, especially in Dunkirk and Mayville, report a largely increased coal business on account of the shortage of gas in that section. A still further increase is expected this winter.

The Pittsburgh Coal Company, which has for many years had offices in the Prudential building, will remove early in the year to 896-898 Ellicott square, where it will have conveniently located offices on the Main street side.

Charles L. Couch, president of the Weaver Coal Company, is one of the candidates for director of the Chamber of Commerce at the election to be held on January 12. Twenty-two are running and eleven are to be elected.

Receipts of iron ore at this port during the past lake season were the largest on record, and amounted to 5,328,608 tons. August and September receipts were over 1,000,000 tons each. Next season is expected to be larger.

The old Lackawanna lake trestle is dismantled and the site of one of the elevators which was to take part in the widening of the Buffalo river channel is now deep water, but the dredge has not yet passed the site of the Union elevator, which is close to the trestle. A new handling

plant is planned by the Lackawanna for some time in June.

The work of perfecting the car unloader at the Lehigh Valley docks at the Tift Farm is being continued. About 400 tons were unloaded on the steamer Brown, which was the last cargo to be shipped by the company this season. The unloader is expected to be in good shape to begin the next season.

The way the railroads sometimes "get there" is shown by the record of a car of coal, which on November 18 a Buffalo shipper asked to have traced for him. On December 21 he received a letter from the railroad stating that the car had arrived on November 24. Of course he had long before known of the arrival of the car and taken care of it.

New England Trade.

BOSTON, December 23.—(*Special Correspondence*).—At the moment it is a most difficult proposition to determine the exact basis upon which the wholesale anthracite and bituminous dealers of New England are doing business. The dealers themselves don't really know. Conditions existing in Boston are more trying than they have been before in a great many years. Coal of every description is actually scarce and prices asked for it change with the rapidity of a "movie."

Local agents of the big anthracite producers, in a majority of cases, are absolutely refusing to take on new business. As one of them puts it: "What's the use of taking on new business when you can't fill the old orders? It just makes a lot of extra bookkeeping and it don't get you anything except your goat." Another agent was asked what the New England trade was calling for most. His answer was "anything that looks like coal." Still another one says: "It is not a question of price, but of getting coal supplies." And that is the case with every wholesaler. The Pennsylvania and the Reading railroads have put an embargo on all freight moving into New England via the New Haven Railroad, which is allowed enough coal for locomotives only. Under such conditions it can be readily seen that the all-rail movement of coal to New England points is extremely unsatisfactory.

On top of this, anybody who is forced to go into the open market for vessel bottoms is up against it at once. There is very little to be had and rates are almost prohibitive. Anyone getting coal into Boston Harbor is a very lucky person, for they can secure almost any price they care to ask for it. We hear of stove and egg selling alongside Boston Harbor at a premium of \$1 and nut at a premium of \$1.25 over circular prices. At Portland stove and egg has sold at a premium of \$1.25 in cargo lots, and for even more for car-load lots. At Portsmouth, Providence, Pawtucket and many other New England points offerings have been so few and far between and prices so erratic it would be unfair to quote those markets. At Mystic Wharf there is practically no spot market for anthracite, for everything is sold before it gets there. In fact, we know of instances where stove, egg and nut have sold at a premium of fifty cents a ton on cars at the mines before the coal has actually been loaded on the cars. Local and nearby retail anthracite prices have been advanced twenty-five cents a ton and will undoubtedly go higher before another month has passed.

Conditions governing the bituminous market are even more acute than in the case of anthracite, owing to a greater demand for the product. As with anthracite there is no spot market for New River, Pocahontas, Georges Creek or any other coal at Mystic Wharf. Since a week ago New River has sold in Boston Harbor at \$7 per ton before landed, a new high record price for this movement, and just about double the price asked a month ago. That price seems to have been the extreme. Some houses have asked as high as \$9 per ton for Southern coals en route, but it is believed that no actual sales have been made at that figure. Some coal has sold as low as \$6.50 here, and one or two barges at \$7 at Portland. West Virginia coals are selling at \$1.75 to \$2 on cars at the mines. Virginia smokeless coal has fetched as high as \$3.25 on cars at the mines, while Pennsylvania bituminous has changed hands at \$2.25 to \$2.35 per ton and not especially good at that. Some choice Pennsylvania has sold at better than \$3 per ton on cars at the mines. In view of the fact that comparatively little bituminous is mined at this season of the year, local dealers expect a strong and possibly advancing market until the middle of January, when, they believe, the apex of the advance

should be reached. Reserve supplies at large consumption points throughout New England have been greatly reduced the past fortnight, and another two weeks will see an actual shortage of bituminous unless the weather moderates enough to allow a freer movement of vessels.

The marine freight rate market is really more than buoyant—it is tremendously excited. The average price paid for space during the past week from Hampton Roads ports to Boston has been \$3 to \$3.50 per ton. From New York to Boston as high as \$1.25 to \$2 per ton has been asked and received, to Portland, \$2 to \$2.25, to Providence and Pawtucket, \$1.25 to \$1.35.

The Pond Creek Coal Company produced 73,904 tons of coal in November; in October its output was 72,274 tons.

Baltimore Trade.

BALTIMORE, December 23.—(*Special Correspondence*).—The coal trade has plunged into official winter with a splash of great uncertainty. Prices are soaring for the moment under what is apparently a false impetus of temporary railroad shipping restriction, car shortage and vessel scarcity; what may happen should any or all of these elements find relief can be imagined. The demand for fuel for consumption purposes by industries here is but moderate, but nearly everybody is getting short of coal or sees shortage ahead as a result of restricted movement of fuel from mines to terminals.

Cold weather and car shortage is having an effect on anthracite. The retail situation here is tightening rapidly. A number of yards are now reported short of certain sizes, and urgent action behind individual shipments is necessary to keep abreast of existing obligations in many cases without entering into new ones.

The bituminous situation, however, is the one of greatest interest. The market is almost one of trading between coal man and coal man, and some fancy prices have been asked and secured the past week. It is largely a market in which coal is coal, and steam varieties have about hit the same level in most cases. Low grade gas coals are still to be had in limited quantities at less than steam coals bring here, but high grade gas coals are practically, if not entirely, out of the market. Efforts to get quotations on low sulphur Fairmont coals were generally without avail the past week.

Prices to the trade where operators furnish equipment from allotments was about as follows during the past week:

	F. O. B. Mines.	F. O. B. Baltimore.
Fairmont—		
Three-quarter	\$1.90 @ 2.00	\$3.48
Run of mine	1.65 @ 1.75	3.23
Slack	1.65	3.13
Somerset—		
Best	2.75	3.93
Good	2.50	3.68
Freeport—		
B. & O. and W. Md.	2.00 @ 2.25	3.43
South Fork—		
Best	2.50 @ 2.75	3.93
Miller Vein—		
Best	2.25 @ 2.50	3.68
Ordinary	2.00	3.18

Baltimore News Briefs.

Vessel rates continue exorbitant both on foreign delivery and coastwise account to New England and the north. Water haul has been thrown more into competition with rail because of Pennsylvania and other general freight rate embargoes and congestion. During the past week rates to Boston have run as high as \$3.50 per ton asked and closed, while Providence brought up to \$3.00. The export rate, especially to Mediterranean and other submarine infested waters, is out of sight. As the result of \$25 to \$30 a ton coal rates to Mediterranean ports, the Italian industrial situation, which has relied largely until recently on shipments of coal from this port, is reported as badly hit. Coal is selling in Italy as high as \$40 a ton.

Exports the past week from Baltimore showed some improvement, the total being 17,816 tons.

The Maryland Steel Company has just closed a 90,000 ton rail order with the French government.

Some comment was cause in the coal trade by the fact that several cars of New River coal were shipped here all rail. This coal can be secured at Hampton Roads on a mine basis of about \$1.50, and even the high all-rail freight rate put it into Baltimore cheaper than some of the competing steam coals of this port are bringing here.

Barge rates between Norfolk and Baltimore have trebled in the past three weeks. A rate of \$1.50 a ton against coal makes shipment that way almost an impossibility.

THE BLACK DIAMOND

Vol. 53. No. 26. :: CHICAGO. DECEMBER 25, 1915. NEW YORK. :: \$3.00 Per Year.

SANTA CLAUS—"I've been in this Christmas present business for a good many years, but I've never seen so many dealers wanting **PURITY SOOTLESS COAL** as this year."

Never in the history of this company has there been such a firm and universal demand for—

PURITY SOOTLESS COAL

as at the present time. Not merely just a temporary, flash-in-the-pan rush of business, but a steady increase growing larger each day as each day grows colder. To be exact, our records show an increased tonnage of over $33\frac{1}{3}$ per cent over that of last year.

News travels fast and by many tongues. Judicious buyers of domestic coal, always on the alert for a more satisfactory and economical coal to burn, have learned of **PURITY SOOTLESS** and are buying this coal from those dealers handling it and demanding it from those who don't.

If you happen to be one of those dealers *who don't*—let us take up the matter of an Agency for **PURITY COAL** with you. It pays and pays big.

—OOOOO—

There's nothing that adds more to the pleasure of business than cordial relations with one's customers, and now that the Holiday Season is at hand, laden with its spirit of good fellowship, we want to thank you for past favors, and to wish that you may enjoy a flowing measure of Health, Happiness and Prosperity all through the coming year.

PURITY COAL COMPANY

F. J. BROWNING, Manager of Sales

72 West Adams Street, CHICAGO

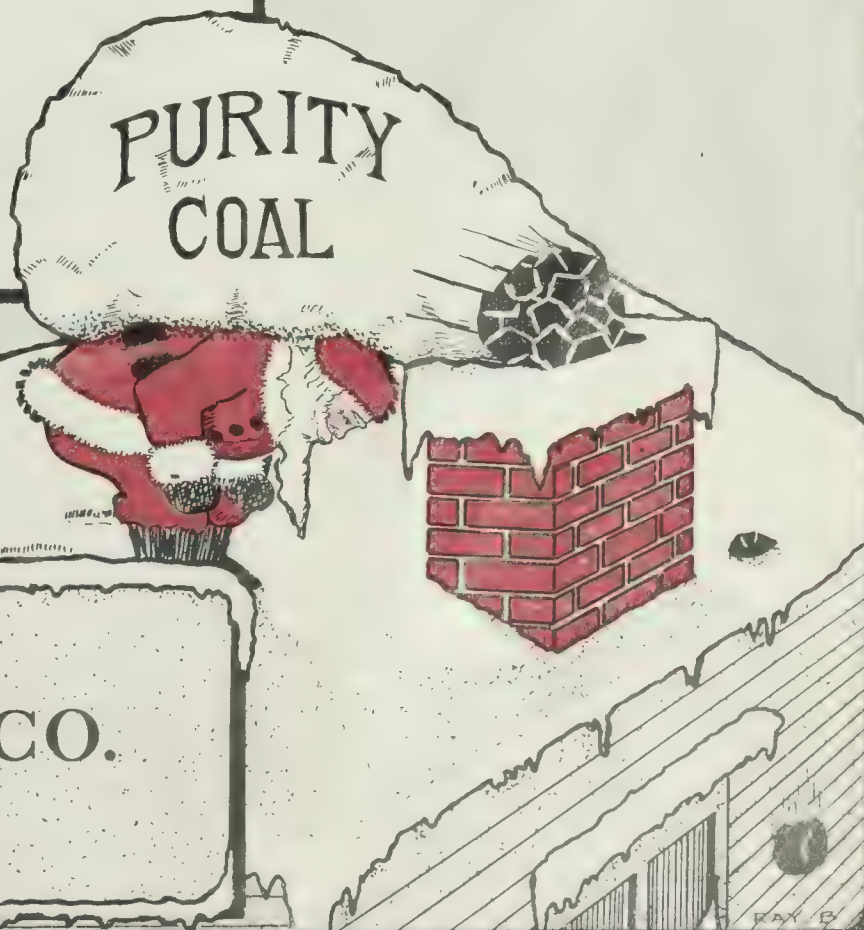
N. W. Sales Office:—916-918 Security Bank Building, Minneapolis, Minn.

E. C. PRATT, N. W. Sales Agent

Exclusive Selling Agents—**PURITY SOOTLESS COAL**

Mined by the Christopher Coal Mining Co., Christopher, Ill.

SUNDERLAND BROS. CO., Omaha, Neb.—Agents for Kansas, Missouri and Nebraska



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POCAHONTAS FUEL COMPANY

Sales Department of Pocahontas Consolidated Collieries Company, Incorporated.

Miners, Shippers, Exporters and Bunker Suppliers of

"ORIGINAL POCAHONTAS" COAL

Ship from 22 Mines in the Pocahontas Coal Field

Ship 5,000,000 tons per annum by all-rail, tidewater and the Great Lakes

LARGEST PRODUCERS OF SMOKELESS COAL IN THE UNITED STATES

The average of 43 analyses made by the United States Government of "ORIGINAL POCAHONTAS" coal, taken from cargoes furnished by Pocahontas Fuel Company, is as follows:

Fixed Carbon	- - - - -	74.81	per cent.
Volatile Matter	- - - - -	18.88	" "
Sulphur	- - - - -	.67	" "
Ash	- - - - -	4.79	" "
Moisture	- - - - -	.85	" "
Total	- - - - -	100.00	" "
British Thermal Units	- - - - -	15003	

P. F. C.
REGISTERED SIGNAL
Hampton RoadsP. F. C.
ORIGINAL POCAHONTAS
Trade Mark

This coal is marketed under the brand of "Original Pocahontas". The first shipments of coal from the Pocahontas Coal Field were made from the mines of the Pocahontas Consolidated Collieries Company, Incorporated, at Pocahontas, Virginia, in 1882, which mines have since continuously mined and are now mining the No. 3 vein and shipping the highest grade of Pocahontas coal.

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Cable Address: "Pocahontas"; Codes: "Watkins'", "Scott's 10th", "A. B. C. 4th and 5th", "Western Union" and "Lieber's"
WE CAN SHIP YOU COAL NOW



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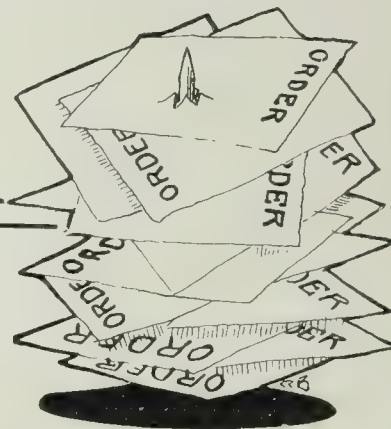
We are living in a "QUALITY AGE."

QUALITY in everything is demanded on all sides.

QUALITY in Bituminous Coal means a combination of essentials, demanded by those who use it.

It must be **free burning**; quick to get into action if necessary; it must hold fire all night if required; it must be absolutely clinkerless; it must make very little ashes; it must work satisfactorily in the cook stoves, the heating stoves, the furnace and the open grate as well; it must be clean and highly prepared.

These specifications are demanded by the trade—very few coals can fill them satisfactorily. Settle the QUALITY question and use BLACK STAR or BLACK CRESCENT COALS.

WALLINS CREEK COAL COMPANY, Inc.
MINE OPERATORSWALLINS CREEK SALES COMPANY, Inc.
EXCLUSIVE SALES AGENTSBoth Companies Under Same Management
E. R. Clayton, Sales Manager, Pineville, Ky.

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ORDERS, satisfactory orders are the result of work and study along right lines. Satisfactory orders in the retail coal business are the result of careful study and judicious buying of efficient and economical coals. For more satisfactory orders try a car or two of

WOLF RUN—HOCKING
DOMESTIC

A coal mined and prepared expressly for the dealer and his domestic trade. Domestic sizes are 6" LUMP, 1/4" LUMP and 1 1/4" x 6" RE-SCREENED EGG.

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LET US SEND YOU PRICES. WRITE

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—alphabetically speaking



is for **CHICAGO** — more particularly for 407 McCormick Building, Chicago—a good place to buy good coal.



for **WILMINGTON** — the leading **Northern Illinois** coal. A favorite for forty-eight years.



(in this case) stands for **ROYAL & THAYER**, well-known twin mines in **Central Illinois**, producing annually more than a million tons of **Royal Thayer Coal**, and



is for **FRANKLIN**—that justly famous County in **Southern Illinois** and the home of **ORIENT**, one of the largest and finest coal mining plants in this country.



taken together, stands for **An Organization** painstakingly built and equipped to give Good Coal Service, and specializing in the production and wholesale distribution of **Best Illinois Coals**.

CHICAGO, WILMINGTON & FRANKLIN COAL CO.

McCormick Building, Chicago

Producers of Best Illinois Coals



Daily Capacity 12,000 Tons

ORIENT

ROYAL THAYER

WILMINGTON

STREATOR



**A Merry Christmas
and a Happy and Prosper-
ous New Year to all those
in the coal trade.**

We thank those whose appreciation of our efforts and our service has caused the year almost passed to be one of our most successful years, and hope that our past relationship will warrant a continuance of your favors.

We solicit a trial from all those who have never tried our service, and who are not familiar with our coals. To those who are anxiously striving to find a more profitable and satisfactory coal to handle, we recommend

“MITCHELL’S”

THE PEER OF FRANKLIN COUNTY

The high quality and thorough preparation of this coal and the satisfactory service rendered by this company has helped hundreds of dealers to a better coal to buy and a better place to buy it.

It is mined at Royalton, Ill., prepared in all sizes, and shipped over the C. B. & Q., M. P. and I. C. Ry's.


The same careful attention given an order as is given an inquiry. Write

Bickett Coal & Coke Co.

507 McCormick Bldg.,

Chicago, Ill.





May your Christmas

prove to be a merry ending of your most successful year, and your New Year a happy beginning of a better one.

As in former years, we have put forth every effort in accomplishing our work,—the task of making our service of even a more satisfactory character, and

CHRISTOPHER COAL





a little nearer perfection. The year 1916 will see us continuing the work with renewed vigor and added effort.

We solicit a continuance of patronage from all of our regular customers, and an early trial from those dealers who are not now familiar with CHRISTOPHER COAL nor the satisfactory service rendered by us.


C. M. MODERWELL & CO.





1060 McCormick Bldg., Chicago, Ill.



t this season it
is but natural to
pause for  
contemplation.

Our business relations
have been most pleasant.

The friendly ties which
bound us before are even
more closely cemented. 

Yes, it is a joyous season
and made so in no small
part because of our  
  relations with you.

BIG CREEK COLLIERY COMPANY
CHICAGO



Furnishing the Best on
Earth in Coal, our Christ-
mas wish would naturally
be the best of everything on
earth to you.

McCORMICK BUILDING
CHICAGO

*"The
D&C"*

*"The
D&C"*



A hearty wish for a Merry
Christmas and a Happy
and Prosperous New Year to
all in the fuel and allied trades.

**SOLVAY
POCAHONTAS COAL**

**SOLVAY
KINGSTON COAL**

AND

SOLVAY COKE

"The Fuel Without a Fault"

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SOLVAY COLLIERIES CO.
& SEMET-SOLVAY CO.

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**"It pays
to be a
SOLVAY
dealer."**



May your Christmas be
as Merry and your
New Year as Happy
as you have made our last
year a successful one. ❄ ❄ ❄

Producers Coal Company

D. H. Jenks, General Manager

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“The Distinctive Brands”

Mines Located on

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**West Virginia and Kentucky
Splint and Gas Coals**

Annual Capacity 2,000,000 tons

“Best Quality” “Best Preparation” “Best Service”

Lake, Rail and Tidewater Shipments

Let the Holiday Season be
brightened for your Customers
and your troubles lightened
by filling their orders with
Dependable Coal



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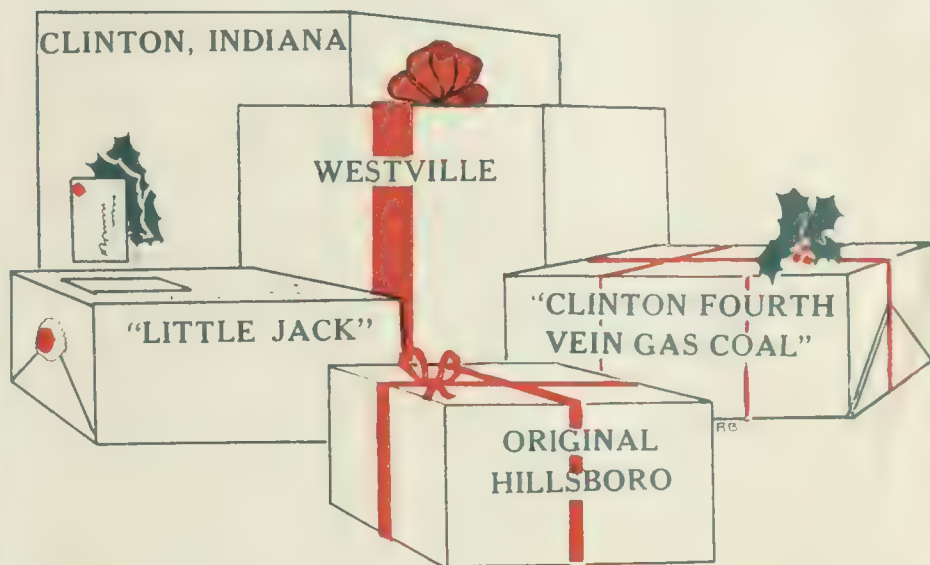
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Christmas
and a Happy
New Year to
Everybody.

:: ::

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Nature's gifts to the coal dealer

Westville

3 mines, Vermilion Co., Ill. Domestic and Steam Coal. Long flame, low in sulphur and ash.

“Little Jack”

2 mines, Franklin Co., Ill. Domestic Lump, Egg and Nut. “As good as the best and better than the rest.”

Clinton, Indiana

6 Mines, 3rd, 4th, and 5th Seam.

Original Hillsboro

1 Mine, Montgomery Co., Ill. Eight inch coal. Good for domestic use.

“Clinton Fourth Vein Gas Coal”

For brick, tile, malleable iron work, pipe plants, gas companies and gas producing, this Fourth Vein Coal has no equal. It is a fuel that will assure the greatest economy in plant operation.

J. K. Dering Coal Co.

1914-1919 McCormick Bldg., Chicago, Ill.

J. K. Dering J. B. Roynon W. H. D. Gibson A. R. Odell



extend to you
the Greetings
of the Season
with the sincere wish
that the coming year
will be one of Peace,
Progress and Prosperity



(Gold) Medal of Honor Awarded The Consolidation Coal Co., by the Panama-Pacific Exposition, THE HIGHEST AWARD

Consolidation Elkhorn

Same heat as Pocahontas, with one-half the ash.
Lumpy. Hard. Free-burning.

Ocean Smokeless Lump and Mine Run

The perfect smokeless coal.

Georges Creek Big Vein Cumberland Smithing

The International Standard

Consolidation Anthracite

Always uniform and dependable.

Millers Creek Kentucky Block

The perfect and profitable domestic coal.

No. 3 Pocahontas Lump, Egg, Washed Nut Washed Pea, and Screened Mine Run

The firmer kind.

Elkhorn Laclede Gas Coke

A perfect domestic fuel. Low in ash and free-burning.

St. Louis Elkhorn By-Product Coke

For Foundry, Furnace and all Industrial
and Domestic Uses.

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That it is as good a coke
as you can buy and with
greater profits.

Vulcan coke is now being
handled by hundreds of
dealers who formerly
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Coal. All we ask is for
you to try it.

Vulcan Quality makes
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ATWILL-MAKEMSON COAL AND COKE COMPANY

specialize in guaranteed Cokes
for every use and shipment to
all parts of the country.

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72-hour Foundry, 48-hour Fur-
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Williamson County Coal

after being once tried, becomes as much of a necessity to the household as any other staple brand of article which the housewife knows she can depend upon. It becomes just as much of a habit for her to order Williamson County Coal as it is for her to order her favorite brand of flour, soap or thread.

Continuous experience in buying and burning the coal has proven to her that Williamson County Coal is always of that clean and uniform preparation and of that exceptionally high quality for which this coal is known.

The first trial demonstrated to her that this coal was a more economical and satisfactory coal to buy. Economical, because it furnished more heat at a smaller cost per ton than any other coal she had ever used. Satisfactory, because Williamson County Coal made little smoke or soot while burning and left very little ash to dispose of.

What is more, the housewife learned that this coal burned equally as well in a hot water or steam boiler, hot air furnace or open grate as it did in her cooking range. In other words, it was a universal coal.

For a coal that will establish its own permanent patronage, order a car or two of Williamson County Coal.

OTTER CREEK COAL COMPANY

417 So. Dearborn St., CHICAGO
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PRODUCERS

Celebrated White Ash Brazil Block Coal

For Steam and Domestic Use

GENUINE

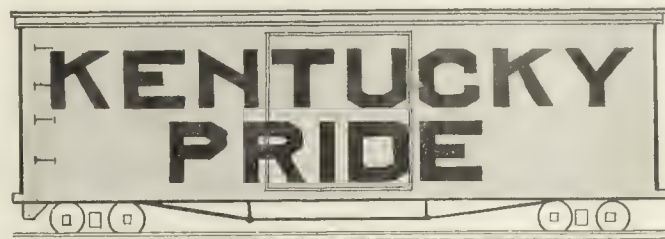
Lower Vein Brazil Block Shaft Mined

Mines Extra Large
Well Screened
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No Clinkers
No Stringers
Soft Light Ash
Long Bright Flame
Burns Up Clean as
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Holds Fire a Long
Time
Less Coal to Handle

For Steam Users It
Means:
Less Ash to Handle
More Steam
Cheap Steam
No Sulphur, Hence
No Leaky Flues
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Contented Firemen
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stack

It gives abundance of STEAM. Plenty of STEAM makes
everything and everybody move faster.

To be sure of getting GENUINE, SHAFT MINED,
LOWER VEIN BRAZIL BLOCK COAL,
order from the Miners.



*In Sealed Box Cars for
the Northwest Trade*
All Sizes

of KENTUCKY PRIDE COAL are shipped in *Sealed
Box Cars* to assure the buyer that the coal is of the same
quality that it was when it left the producer.

KENTUCKY PRIDE BLOCK

is one of the best domestic coals produced. It is hard,
square and lumpy in structure, free burning, little ash,
and practically no smoke or soot.

KENTUCKY PRIDE WASHED EGG

and

KENTUCKY PRIDE WASHED STOVE

sizes 4x2½" and 2½x1½ respectively, are the last words
in the preparation and quality of coal. No screenings or
impurities.

Write for delivered prices

R. C. Whitsett Coal and Mining Co.

Transportation Building
CHICAGO, ILL.

"A car or two direct to you"

And in Sealed Box Cars



ROLLER SCREENED AND RE-SCREENED AT OUR MILWAUKEE DOCKS



FROM WEST VIRGINIA. DOCK PREPARED



EGG OR LUMP. DOCK SCREENED
WRITE

Pennsylvania Coal & Supply Co.

All roads Milwaukee

Milwaukee, Wis.

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COAL

*The Standard of Excellence
A Symbol of Quality*

C. C. B. POCAHONTAS

C. C. B. NEW RIVER

Officially endorsed by the Governments of Great
Britain, Germany, Austria and the United
States. Mines on the Norfolk & Western Ry.

THE CREAM OF THE NEW RIVER FIELD.
Unsurpassed for the generation of steam.
Mines on the Virginian Railway.

ASHLESS, KY.

THE PEER OF ALL KENTUCKY COALS, Tumbler
Shaker Screen Preparation in Two Sizes—BLOCK and EGG.
The BLOCK size can be loaded in BOX CARS, if desired.
Shipped from the Hazard District on Louisville & Nashville Ry.

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CINDERELLA SPLINT

A FREE NON-CLINKERING COAL,
LOW IN ASH AND HIGH IN
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A genuine WEST VIRGINIA WHITE
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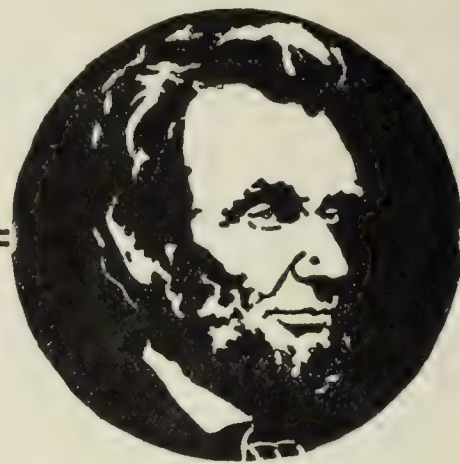
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"Same as the last"

LINCOLN is known as the hardest coal from either Illinois or Indiana. It is one of the most thoroughly and carefully prepared coals in the country. Its quality is equal to any produced.

LINCOLN COAL is prepared in all domestic and steam sizes:

Lump passes over a shaker screen, Egg and Nut sizes are put through a revolving screen.

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COAL COMPANY**

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Producers of **THIRD VEIN COAL** Exclusively

CAPACITY OF MINES, 6,500 TONS DAILY

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All Dock Coals. Bituminous and Anthracite.

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20 Mines

**THE WHITE OAK COAL COMPANY**

Macdonald, West Va.

Sales and Distributing Agents for The New River Company's famous

"White Oak" Smokeless Coal

LUMP EGG MINE RUN STEAM and SMITHING

Capacity 10,000
tons daily

Mined in the heart of the famous NEW RIVER SMOKELESS coal field of West Virginia
SERVICE, QUALITY and PREPARATION Our Aim

C. H. SPRAGUE & SON

Boston Mass.

TIDEWATER AGENTS

LONDON AGENTS
MOORE & FLETCHER
101 Leadenhall St., S. E.

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Indianapolis

The New Pittsburgh Coal Company

Incorporated in 1886

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**GENUINE HOCKING
VALLEY COAL**

From the Heart of the Hocking District

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Mines: Powell's Run, Murray City, Greendale, Kittanning, New Monarch

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COMPANY**

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New England Agents, **NEW ENGLAND COAL & COKE CO.**

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Tidewater Shipping Piers:

Newport News, Va.

and

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ISLAND CREEK, : LOGAN COUNTY, W. VA.

No. 8 PITTSBURGH : BELMONT COUNTY, O.

HOCKING : ATHENS COUNTY, O.

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DETROIT BRANCH David Whitney Bldg.

WRITE US

CLEVELAND BRANCH Rockefeller Bldg.

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COMPANY**
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FOR HEAT**



For coal and service
that warrants the trial
order and justifies the
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Only the best Steam and Domestic grades
handled. Shipments on any railroad.

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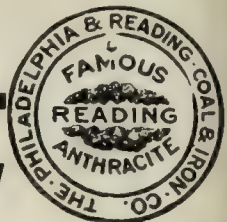
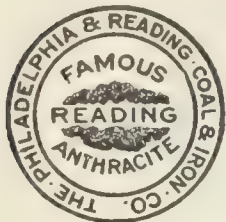
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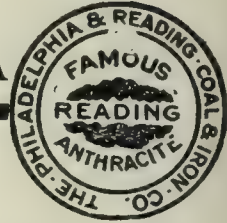
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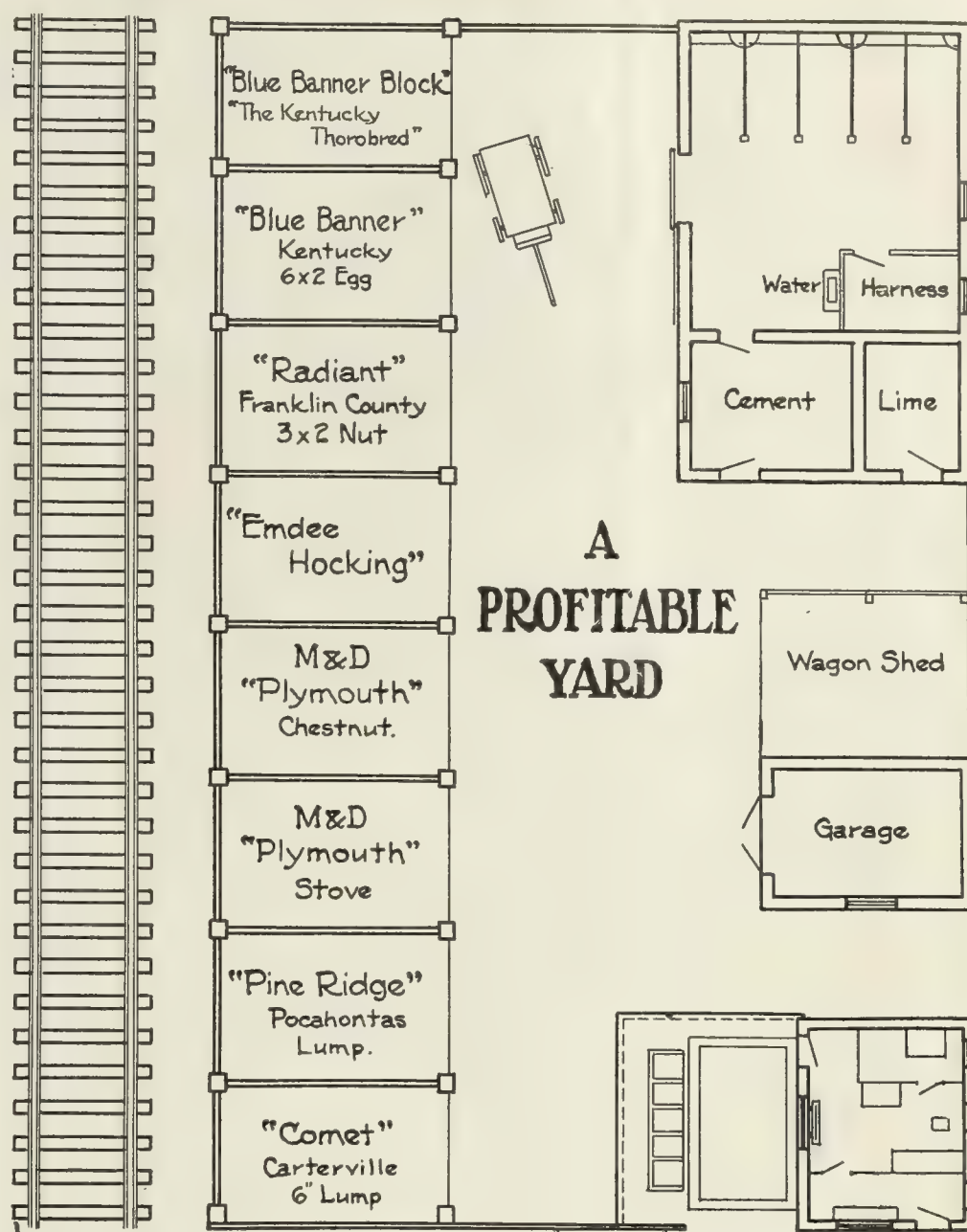
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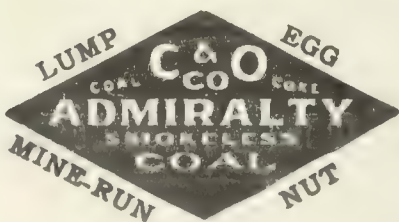
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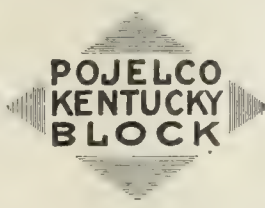
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The Hocking Valley Coal Trade.

COLUMBUS, OHIO, December 23.—(*Special Correspondence*.)—A continued steady market devoid of any strong pressure upon shippers marks the domestic trade. Absence of car shortage or extreme weather conditions that would hinder transportation has so far permitted of such a free movement of coal that dealers are inclined to be easy-going. Mines are able to keep running. Reports from the thin-vein district of the general Hocking field show a good stage of activity under physical handicaps that do not apply to the Hocking region proper. Fine coal is scarce on a strengthening price. Shippers look for growing demand on all steam sizes after the first of the year in view of wage-scale agitation.

• Prices corrected up to Thursday are:

	F. O. B. Columbus	F. O. B. Mines.
Hocking Valley—		
3-inch lump.....	\$2.20	\$1.60
3½-inch lump.....	1.95	1.35
Egg.....	1.60	1.00
Mine run.....	1.75@1.80	1.15@1.25
Nut, pea and slack.....	1.55@1.60	.95@1.00
Coarse slack.....	1.40@1.50	.80@.85
Washed Coals—		
Egg.....	2.35	1.75
Stove.....	2.20	1.60

Some of the large Pomeroy producers have their men off the road and are making an effort to clean up on business contracted for under existing prices, in the belief that the market will take an upward turn in January. Following are prices to date:

	F. O. B. Columbus	F. O. B. Mines.
Pomeroy—		
3-inch lump.....	\$2.40	\$1.75
3½-inch lump.....	2.25@2.30	1.60@1.65
Mine run.....	1.75@1.80	1.10@1.15
Nut, pea and slack.....	1.50@1.60	.85@.95
Nut, pea and slack.....	1.35@1.45	.70@.80

Splint coals show no increased strength, but are about holding their own, both on lump and screenings. Results from what appears to be favorable weather are somewhat disappointing in not bringing about a stronger demand. The car shortage in some of the fields are not affecting deliveries to any extent here. Prices are:

	F. O. B. Columbus	F. O. B. Mines
West Virginia Splint—		
2-inch lump.....	\$2.35@2.40	\$1.40@1.50
3½-inch lump.....	2.25	1.30
Mine run.....	1.80@1.90	.85@.95
Low ash nut, pea and slack....	1.65@1.75	.70@.80
High ash nut, pea and slack....	1.60@1.70	.65@.75

In fancy domestics there is more or less uncertainty about equipment. Hoppers are strong in the East, and the unusual condition of shippers being compelled to substitute flats on westward tonnage, where hoppers had been ordered, has come about during the past week. Prices are firm, but with no immediate prospects of advance. Latest quotations are:

	F. O. B. Columbus	F. O. B. Mines
White Ash—		
3-inch lump.....	\$2.75	\$1.85
2-inch lump.....	2.55	1.65
Egg.....	2.15	1.25
Red Ash—		
Chunks.....	2.80	1.90
Egg.....	2.50	1.60
Screenings.....	Open	Open

Smokeless coals, while recovered somewhat from the recent slump due to Eastern embargoes, are not commanding full circular. Lump and egg is moving at from \$2.00 to \$2.15 in this market, with \$1.35 as the maximum for mine run.

As the season advances it develops that the Columbus retail market has been hurt more than was anticipated by the natural gas campaign of the past nine months. Prices are steady, but

column of tonnage is not normal under present weather conditions. Hocking is still selling for \$3.50 and West Virginia lump at \$3.75.

Columbus News Notes.

R. D. Jeffers, of the Litz Smith Coal Company, Cincinnati, was one of the week's visitors.

W. J. McGee, of the Carbon Coal Company, Cincinnati, was in town on Friday last.

Harry Haywood, of the firm of W. A. Gosline & Co., Toledo, was here last week calling upon coal friends.

William Lawson, salesman for the Lorain Coal & Dock Company, stationed at Cleveland, paid a recent visit to headquarters here.

Maury Robinson, western sales manager of the Davis Colliery Company, spent a couple of days in Indianapolis the present week.

C. J. Andrews, former sales manager for the Sunday Creek Company, but now of Morgan, Andrews & Co., Detroit, was in Columbus on the 15th.

W. J. Hamilton, of the W. J. Hamilton Coal & Coke Company, was at South Bend, Ind., on the 21st, attending the wedding of his brother, Don Hamilton, a young attorney of Columbus.

James Pritchard, secretary of the Hocking Valley Operators' Association, is in the field as a candidate for the position held by John M. Roan as chief deputy and safety commissioner of the state mining department.

Though idle in the Hocking valley, awaiting freight-rate and labor developments, the Sunday Creek Company is pushing operations in West Virginia. Of its eight mines there only one is still inactive.

As part of a vigorous campaign being urged by Safety Commissioner Roan, of the state mining department, to cure carelessness of employees at mines, a pamphlet has been issued in all languages spoken at Ohio mines, and containing excerpts of the mining laws. Mr. Roan insists that there can be no safety-first without discipline.

Officials of the Hocking sub-district state that nearly \$60,000 in benefits have been paid within the past few weeks to miners of the Sunday Creek Coal Company, whose mines have been shut down all season. Some 2,000 men are on the relief list. Christmas donations have been made by some of the mining centers of the state.

The New Pittsburgh Coal Company has filed with the Utilities Commission informal notice of protest against the proposed new tariff for the Hocking Valley Railroad on coal rates from Nelsonville to Toledo. It claims that the rate of \$1 to which the railroad seeks to return is discriminatory, unreasonably high and relatively higher than rates of competing roads.

C. M. Anderson, western sales manager of the Elk River Coal & Lumber Company, is a member of the non-resident membership committee of the Athletic Club, which in January will open its new half-million-dollar home. Coal men residing out of the city who desire membership should communicate with Mr. Anderson. A number of such have already become affiliated. The coal men will have a separate table in the dining room of the club, and it is expected to make this a popular feature with the trade. The club house will have eighty sleeping rooms.

Brazil's Purchase of Foreign Coal.

[Consul General A. L. M. Gottschalk, Rio de Janeiro, October, 19.]

American participation in the coal trade of Brazil since the beginning of the present European war is disclosed by the following table, made up from statistics gathered at the various ports of this republic:

METRIC TONS.		
Months, 1914—	From United States.	Total Imports.
August.....	5,387	100,139
September.....	55,349	116,910
October.....	32,412	100,546
November.....	25,277	82,539
December.....	19,620	104,368
1915—		
January.....	19,360	89,261
February.....	17,073	61,495
March.....	26,684	90,156
April.....	34,141	115,450
May.....	61,428	128,816
June.....	73,449	111,579
July.....	101,394	126,139
August.....	89,576	118,749
Total.....	561,150	1,346,147

Of the imports during the thirteen months under review Rio de Janeiro took 918,795 tons, Santos 131,895, Pernambuco 94,241, Bahia 58,070, Para 45,793, and Rio Grande 44,902 tons.

We are always pleased to receive inquiries on Hocking, Pomeroy, West Virginia and Kentucky steam and domestic coal.

The Seidenfeld-Hammond Coal Company
Murray, Ohio

NEW YORK COAL COMPANY
COLUMBUS, OHIO

Miners and Shippers of Specially Prepared Domestic Coals Also Manhattan Washed Coals

THE PEACOCK COAL CO.

Sole operators of

Genuine Peacock Pomeroy Coal

Capacity, 3,000 tons daily

Harrison Building

Columbus, Ohio

The Gibson-Spence Coal Co.

Producers and Shippers

"Banner" Hocking "Blue Ridge" White Ash

"Valley" Cambridge "Pine Mountain" Kentucky

Anthracite—Pocahontas—Smithing

Cols Savings & Trust Building - Columbus, Ohio

SUNDAY CREEK
COAL COMPANY

Outlook Building,

Columbus, Ohio



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OF NEW YORK



REMBRANDT PEALE, President
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GRAND CENTRAL TERMINAL
NEW YORK

E. E. WALLING, Vice-President
NORTH AMERICAN BLDG.,
PHILADELPHIA, PA.



ANTHRACITE
COAL

GAS COAL
and COKE

Mention THE BLACK DIAMOND when writing advertisers.

Rates on Coal and Coke.

WASHINGTON, D. C., December 22.—The following rates have been filed with the Interstate Commerce Commission since the last report:

C. R. N. P., Sup. 7 to ICC C9701, Jan. 1, 1916. Lignite from Roswell, Colo., to Goodland, Ruleton, Kanorada, Las Burlington, Bethune, Stratton, Vona, Seibert, Flagler, Arriba, Bovina and Genoa, Colo., slack or pea, \$1.50 to Goodland, Ruleton & Kanoradom, Kas., mine run or nut, \$1.60 per net ton (R).

Atchison, Topeka & Santa Fe, Sup. 21 to ICC 6363, Jan. 5, 1916. Coal, anthracite or soft, from Kennedy, Los Cerrillos and Waldo, N. M., to Eagle Lake, Garwood and Matagorda, \$3.50 (R); Weatherford, \$3.35, and Beaumont, Tex., \$3.50 per net ton.

Bangor-Aroostook, ICC 1113, Dec. 23. Anthracite and bituminous coal from Northern Maine Junction, Me., (ex Lehigh Coal and Navigation Co.'s plant to St. Leonard, N. B., \$1.65 per gross ton. From Stockton Harbor, Me. (Cape Jellison, Kidders and Searsport (Me.), to St. Leonard, N. B., bituminous coal, \$1.85 (R), and anthracite coal, \$2.10 per gross ton.

T. Sy. L. & W., ICC A729, Dec. 26. Soft coal from Coffeen, Panama and Sorento, Ill., to Alton and Federal, Ill., thirty-seven and one-half cents (R) per net ton.

Fredericton & Grand Lake Coal & Ry. Co., ICC 8, Canc. 7 RR 29. Coal from Minto, N. B., to Calias, Me., \$1.25; Woodland, Me., \$1.44 per net ton. December 26 effective.

Erie, ICC A5355, Dec. 26. Coke from Cleveland, O., stations to Buffalo, N. Y., \$1.30 per net ton.

Central Indiana, ICC 286, Canc. 283, Dec. 27. Coal, bituminous, from Brazil, Bridgeton, Bryson, Caryon, East Rockville, Sundown, Superior and Walton, Ind., to Chicago, Chicago Heights, Englewood, Kensington, Momence, St. Anne and Watseka, Ill., eighty-two cents per net ton.

Boston & Albany, ICC 7276, Canc. 6504 RR 7500, Dec. 29. Coke from East

Boston, Everett, Mass., to Dover, Elizabeth, Elizabethport, N. J., \$2.50; Mahwah, \$2.60; Newark, North Newark, Passaic, Paterson and Trenton, N. J., \$2.50 per net ton.

Pennsylvania, Sup. 2 to ICC AA557. Bituminous, briquettes and boulets, from Phoenix, Md., to Sag Harbor, N. Y., \$2.65 per gross ton (R), Dec. 31.

Philadelphia & Reading, Sup. 4 to ICC J5224, Jan. 1, 1916. Petroleum coke from Marcus, Hook and Chester, Pa., to Jersey City, N. J., seventy-five cents.

Missouri, Kansas & Texas, Sup. 4 to ICC No. A4142, Jan. 1, 1916. Mine-run coal from Fleming Mine and West Mineral, Kan., to Bartlesville, Okla., fifty-five cents per net ton (R). Slack coal, fifty-five cents per net ton (R) from Cherokee, Howe, Mulberry, Pittsburg, Scammon and Weir, Kan., to Bartlesville, Chanute, Dewey, Gas, Humboldt, Iola, La Harpe and Mildred, Kan.; mine-run coal from same points to Idenbro, Wilsonton, Hayden, Mound Valley, Penfield, Angola, O'Herin, Coffeyville, Coverdale, Kan., South Coffeyville, Noxie, Wann, Wayside, Dewey and Bartlesville, Okla., sixty-five cents per net ton (R).

Chicago, Milwaukee & St. Paul, ICC No. B3216, Jan. 1, 1916. Coal from Port Angeles, Wash., to Earles, Wash., \$1.50 per net ton; from Seattle, Wash., to Bayside, \$1.75 per gross ton; to Earles, Wash., \$2.50 per net ton.

Boston & Maine, ICC No. A1546, Jan. 5, 1916. Coke from Rotterdam Jct., N. Y., to Archdale, Easton, Greenwich, Middle Falls, Northumberland, So. Cambridge, Thomson, Trionda, Vly Summit and West Cambridge, N. Y., ninety-five cents per net ton. Coal from Mechanicville, eighty-four cents; Rotterdam Jct., ninety-five cents, and Troy, N. Y., to eighty-four cents per gross ton to Archdale, Easton, Greenwich, Middle Falls, Onda and So. Cambridge, N. Y.

Baltimore & Ohio, ICC C&C Series 1123, Jan. 5, 1916. Coke to port Richmond (Philadelphia) Pa., from Connellsville Region, all districts and Klondike Region, all districts, \$1.70;

from W. Va. Region, all districts except Gauley District, \$1.70; Gauley District, \$1.90 per net ton.

Pennsylvania R. R., *ICC No. AA718, Jan. 6, 1916. Coke and coke breeze from Steelton, Pa., to Baltimore, Md., and Sparrow's Point, Md., \$1.00 per net ton (R).

Elgin, Joliet and Eastern, Sup. 1 to ICC No. 1543, Jan. 10, 1916. Petroleum coke from Whiting, Ind., to Cleveland (R), \$1.90; Fremont and Fostoria, Ohio, \$1.60 per net ton.

Missouri, Kansas & Texas, Sup. 2 to ICC A4011, Jan. 15, 1916. Petroleum coke from Coffeyville, Kas., to Council Bluffs, Pa., Omaha, Fort Crook, La

Platte, Plattsmouth, Nebraska City, Verdon, Falls City, Louisville, Dunbar, \$2.25; Lincoln, Hichman, Neb., \$2.40 per net ton (R).

(R) Indicates a reduction in rate.
(A) Indicates an advance in rate.

West Virginia Coal Charters.

Charters have been granted to the following companies to operate in West Virginia coal fields:

The Rex Coal & Coke Company of Huntingdon, capital \$100,000, with works at Ethel, Logan county. The incorporators are George S. Wallace, L. R. Reese, J. W. Lawton, P. P. Gibson of Huntingdon and F. M. McClung of Ashland, Ky.

DEXTER & CARPENTER, INC.

10-12 BROADWAY, NEW YORK

ANTHRACITE } Coals
BITUMINOUS }



LLOYDELL PRINCESS
CLAIRE CROWN
and CROWN SMITHING
COKE



Branch Office: Land Title Bldg., Philadelphia
Continental Bldg., Baltimore, Md.

C. C. BOWMAN ANTHRACITE, COKE, BITUMINOUS

Miner and Shipper

"North Wilkes-Barre"

"West Wyoming"

"Lopez"

"Big Vein Lehigh"

And other grades Anthracite

Sole Shipper

and

Mine Agent

"Perfection" Smithing

"Best" Gas

"White Oak" Steam

And other grades Bituminous,
Connellsville Coke, etc.

Address all communications to 119 William St., Pittston, Pa. Anthracite shipments made by rail or water via P. R. R., P. & R. R. R., L. V. R. R., and their connections

Established 1884

WE
MINE AND
SELL GOOD
COAL

Peabody Coal Company

General Offices:

MCCORMICK BUILDING
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St. Louis Mo. Office: Syndicate Trust Building

Punxsutawney Coal Mining Co.

HARRY YATES, President

WALTER S. BLAISDELL, Sec'y-Treas.

THE FRANCES MINES

Mine Owners and Shippers of

BITUMINOUS COAL

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Wm. C. Tait
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Mines on the Buffalo,
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Railway, near
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Frederic Landstreet
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DELAWARE, LACKAWANNA & WESTERN COAL CO.'S

Two Large
Covered Docks.

SCRANTON COAL

Shipments
All Railroads.

THE S. C. SCHENCK CO., Sales Agents

Soft Coal Department ISLAND CREEK
West Virginia Splint
Rescreened at Sekitan elevator, Cincinnati.

C. L. DERING,
Manager Chicago Office
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When you buy "SCRANTON" be sure
you get the GENUINE D., L. & W.
Scranton.

A. B. CURRIE COMPANY

JOBBER OF COAL AND COKE

AGENTS FOR PRODUCING COMPANIES
IN
Colorado, Wyoming, Illinois, Michigan

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OF

Thorne, Neale & Company's
Anthracite Coals

From The
Pittston, Plymouth and Scranton Districts
CITY NATIONAL BANK BUILDING
OMAHA, NEBRASKA

BROTHERS VALLEY COAL CO.

Miners and Shippers of

PEN-MAR SMOKELESS COAL

VOLATILE MATTER 16%

Unexcelled for Steam and Domestic Purposes

PAR EXCELLENCE SUMS UP IN A WORD THE RESULT OF THE
CAREFUL PREPARATION PEN-MAR LUMP, EGG & STOVE RECEIVES
OVER OUR MOST MODERN SHAKER SCREENS AND PICKING-TABLES
THESE SIZES ARE RESCREENED.

J. M. LEONARD, Sales Manager

90 West Street, New York

W. E. McCauley, Resident Manager
Union Trust Building, Baltimore, Md.

W. A. LEIGH, Resident Manager
Old Colony Building, Chicago, Ill.



ENERGY

December 25, 1915

CHICAGO, ILL.

Price: One Look



The Taylor Coal Company, in wishing you a Merry Christmas and a Prosperous New Year, strives just as energetically toward the complete fulfillment of that wish as this concern energetically strives to increase your profits by making you a permanent dealer in ENERGY COAL.

The past has been a most pleasant and successful year for us. It has been made even more satisfactory than that of former years, because increased sales and a greater tonnage has demonstrated to us that the relationship between this company and its customers has been one of mutual profit.

To all those who have contributed so much toward our success during the past year, we hope that all of the many favors have been justified and that the experience in each case has been one that will warrant a continuation of patronage during 1916.

To those dealers who have not yet given ENERGY COAL the trial we conscientiously believe it deserves, we hope that the coming year will offer us the opportunity of demonstrating the business-bringing, business-holding qualities of this coal to you.

We hope that the last has been the most successful of all your years, and that 1916 will prove even a better one.



L. W. McKown

given him by the trade in his territory since his new connection.

Mr. McKown has been with the Taylor Coal Company for less than a year, but he has demonstrated beyond doubt that a good salesman and a good product make a team that can obtain big results quickly.

ENERGY

MOVING PICTURE SHOWS ADVERTISING ENERGY COAL

Dealers handling ENERGY COAL are finding the use of the lantern slides furnished by the Taylor Coal Company of much help in the profitable advertising of their coal, business and name to "movie" theater goers.

These slides are novel and attractive in appearance, and each bears the dealer's name. Pictures speaking all languages, the slide and dealer's name is brought to the mind of every person seeing one of these slides every time he or she is in the market for coal.

Dealers who would like to secure these slides for similar purposes can secure them upon request to any ENERGY salesman or to the Taylor Coal Company at Chicago.

ENERGY

"HOOS HOO" IN ENERGY COAL

ENERGY COAL is mined in Williamson county, Illinois. It is clean, washed, roller screened, sized and rescreened. It is free from impurities. Shipped in all domestic and steam sizes over the I. C. and Mo. Pac Railroads.

FRANKLIN ENERGY is mined in Franklin County, Ill. It is an ideal one for steam and domestic purposes, and is carefully prepared in all steam and domestic sizes. Shipped over the C. B. & Q. and I. C. Railroads.

For prices and particulars write.

TAYLOR COAL CO.

Old Colony Bldg.
Chicago, Ill.

Miners and shippers of
"Energy" and Frank-
lin "Energy" Coal



ENERGY



HAPPY HOME HEATED WITH ENERGY COAL

We are indebted to a user of ENERGY COAL for the photograph shown above. It is just one of hundreds of such photographs which might be taken of happy homes heated with ENERGY COAL.

The design and appearance of the home evidences the character of the owner—a careful, up-to-date and judicious man. That this is the case is proven by the fact that he buys and burns ENERGY COAL.

The reader will see that a large fireplace adorns the house, and though we are not positive, we are led to believe that this fireplace will lend much to the comfort and cheerfulness of the room in which it is located with many a warm and cozy fire of ENERGY COAL.

ENERGY

L. W. McKown

Mr. L. W. McKown, who is rapidly pushing ENERGY COAL to the very front rank in the Tri-Cities and vicinity, desires to thank and express his appreciation of the loyal support

"The Coal Trade's Accepted Want-ad Medium"

WANTED AND FOR SALE DEPARTMENT

The rate for advertisements under this heading is four cents a word per issue, with a 20% discount from this rate for four or more consecutive insertions. Replies mailed direct or through our office. Ads received by phone at Chicago until 5 P. M. Thursday—Harrison 1324.



COAL MINES FOR SALE

COAL MINE FOR LEASE—1,200 acres; drift mine; fine gulch; six-foot seam; 14,669 B. T. U.; sandstone roof; electric power by meter; on river and trunk railway. P. A. Reece, Johnston building, Cincinnati, Ohio.

FOR SALE—1,223 acres in fee, five Kanawha splint seams. Railroad and river frontage; \$18,000 improvements on property; oil and gas indications. Reasonable terms. Invite inspection. Box 939, Charleston, W. Va.

FOR SALE—712 acres lease property. River and railroad frontage; five seams Kanawha splint coals; \$12,000 improvement on property. Invite inspection. Reasonable terms. This is a bargain. Box 939, Charleston, W. Va.

FOR SALE—8,000 to 15,000 acres of coal lands, located in the south central part of Illinois, six and one-half to seven and one-half feet in thickness and 385 feet below the surface. Good railroad facilities. Best steam coal in Illinois. Address G. W. Schmidt, Gillespie, Illinois.

FOR SALE—Minshall vein mine, average five feet, fully equipped, good top and conditions on the C. & E. I. Railroad, with access to the Pennsylvania Lines and New York Central; 609 acres more available; freight rate to Chicago, 77c; Indianapolis, 50c. Address Box 676, The Black Diamond.

FOR SALE—Operating mine; Pennsylvania Railroad; 1,200 acres coal; present capacity 500 tons; can easily be increased; fine grade of coal; principal market, New York and New England. It has a good rate for lake shipments. Price, \$150,000; to settle an estate. Thomas Liggett, 1213 First National Bank building, Pittsburgh, Pa.

FOR SALE—Six hundred fifty-eight acres of coal land. Under 320 acres is Upper Freeport coal, measuring six feet, and under about 530 acres Lower Freeport, measuring two to three feet, and under the entire 658 acres is the vein variously named "Miller," "B" or "Lower Kittanning," measuring three to four feet of coal. There is about 250 acres of surface and nearly a mile and a half frontage on Pennsylvania Railroad and Conemaugh river. This includes one of the best manufacturing sites of about fifty acres fronting on the Pennsylvania Railroad. The Upper Freeport is a drift mine, sixty feet above the railroad at lowest point, and produces good coking coal. The Lower Freeport is opened as a drift mine and shows good coal. The "B" vein is reached by a slope or shaft and is considered to be among the best grades of coal in central Pennsylvania. The equipment of this property consists of fifty-two coke ovens, sidings, chute, tipples, forty-nine wagons, tracks, mules, twelve miner's houses, pumps, stables, shops and other necessities. This tract is in group 5, which bears lowest freight rate east in Pittsburgh district. Analysis furnished on application. For further details, price and terms, address **SOUTH SIDE TRUST COMPANY OF PITTSBURGH, PA.**, trustee in bankruptcy of Bolivar Coal & Coke Company.

COAL MINES FOR SALE

41,000 ACRES CATTLE, farming and coal lands; producing coal district; oil and flowing artesian water nearby; large free range, \$4.25; also land scrip. Hugo Seaberg, Raton, N. M.

FOR SALE CHEAP TO CLOSE AN ESTATE—24,000 acres good coal land, with a mine ready to operate, power plant, mining machines, cars, etc.; fourteen miles of standard and narrow-gauge railroad, connecting with the Southern Railway at Lime Rock, Ala., sixty-five miles westerly from Chattanooga; four locomotives, cars; eighty dwellings and large commissary. Much valuable hardwood timber, with two good saw mills; most of the land on Cumberland plateau suitable for agriculture when cleared, and two improved farms; coal known locally as Belmont Block, very hard, high in volatile matter, containing some cannel-coal (co-related to Bon Air seam of Tennessee), excellent for domestic use. Low freight rates and best of markets. For full particulars, price and terms address F. D. Pierce, Bridgeport, Ala.

COAL MINES WANTED

WANTED—To buy an interest in a coal mine on the Louisville & Nashville Railroad in the Hazard district of Kentucky, only those who have facilities for caring for some western trade considered. Address Box 736, The Black Diamond.

MACHINERY FOR SALE

FOR SALE—One 22x48 Standard girder frame Hamilton Corliss engine. Write Box 515, Ottawa, Ill.

FOR SALE—One reel, about 1,000 feet, grooved trolley wire. Nineteen and one-half cents f. o. b. Dickinson, W. Va. Address Quincy Coal Company, Quincy, W. Va.

RAILS, MACHINERY AND EQUIPMENT—Buy, sell or exchange. Send list of what you have for sale and advise of your requirements. L. A. Green, 1514 First National Bank building, Pittsburgh, Pa.

FOR SALE—Two HD and one low vein Morgan-Gardner mining machines. One six or eight-ton Morgan-Gardner locomotive. Equipment in good condition. Quincy Coal Co., Quincy, Kanawha County, W. Va.

FOR SALE—One Richardson automatic scale, 2,500 pounds capacity; one Christy box car loader, fifty horse power, both in perfect working condition. Smith-Loehr Coal Mining Co., Pana, Ill.

FOR SALE—Heavy construction, full housed mine fan, top horizontal discharge, overhung ten foot diameter wheel, complete with pedestal, thrust and outboard bearings and fly wheel pulley. Capacity 70,000 cubic feet at 350 R. P. M. As good as new and a bargain. Aluminum Ore Company, East St. Louis, Ill.

LOCOMOTIVE FOR SALE—A bargain—Gasoline Locomotive, in perfect condition, Whitcomb, 7 ton; width, 62 inches; height, 42 inches; length, 12 feet 8 inches. Gauge 42 inches. Cast iron wheels, steel tires, one new set tires with locomotive. Used one year, displaced by electric installation. Cost new, \$3,500. To move quick, will sell for \$1,750 complete, f. o. b. Fairmont & Cleveland Coal Company, Fairmont, W. Va.

SITUATIONS WANTED

SITUATION WANTED—Office man, fourteen years' experience all departments, operative and retail. Familiar all details office and yards. Box 749, The Black Diamond.

WANTED—To represent, in western Michigan on commission basis, reliable operating company producing Pocahontas and splint coals. Address Box 748, The Black Diamond.

MINE SUPERINTENDENT—Thoroughly familiar with electrical and modern methods. Twenty years' practical experience general coal mining. Can produce results. Address Box 733, The Black Diamond.

YOUNG MAN with broad and extensive experience in development, construction and operation of coal mines. Employed as superintendent of large concern at present. Can handle any sort of proposition. Want to change. References. Address Box 747, The Black Diamond.

SITUATION WANTED—One of the best bituminous coal salesmen traveling New York, New England and Ontario; fifteen years' commanding large tonnage; desires a better connection by January 1st. Gilt edge recommendations as to ability and character. Address P. O. Box 760, Buffalo, N. Y.

SALESMAN with ten years' experience traveling Ohio, Indiana and Mich., familiar with sales manager's duties and possessing executive ability, now employed with high-grade coal company, will consider sales manager's position after January 1. Would like to communicate with reliable company. None others need answer. Address 730, care of The Black Diamond.

POSITION WANTED—Twelve years' experience as sales and traffic manager handling western and eastern coal. Will locate in any locality. Will accept traveling position if remunerative. Age, thirty-five years. Address Box 746, The Black Diamond.

MAPS OF CAMBRIA COUNTY, PA., FOR SALE—Revised, up-to-date, showing location of mines, coal areas and basins, townships, railroads, etc. Descriptive supplement with each map gives the name of each mine, township in which the mine is located, name of mining company, address, general superintendent and his address, number of employees, seam, thickness, kind of opening, shipping railroad, average daily output for years 1912, '13 and '14. Inspection district and further remarks. Map measures about 40 inches square. Price complete, \$2.00. Address Book Dept., The Black Diamond, Chicago, Ill.

HELP WANTED

WANTED—Chicago city salesman, familiar with steam trade, by operating company. Give references. Address Box 706, The Black Diamond.

WANTED—First class salesman with established trade in western Iowa by operator producing highest quality Illinois coal. State experience fully. All replies confidential. Address Box 705, The Black Diamond.

WANTED—By southern Illinois operator producing coal of first quality, a salesman for Iowa; also one for Illinois territory. Will pay a salary of \$125 per month and commission. A real opportunity for a man who can sell coal. Address Box 742, The Black Diamond.

BUSINESS OPPORTUNITY

"RARE BUSINESS OPPORTUNITY"—Wanted, some capital in a new mine just developing; 20-year lease; best steam coal. One-third interest for \$5,000. Address Box 745, The Black Diamond.

FOR SALE—A complete and successful coal and feed business in a town of 45,000, near Chicago. Low freight rates. This business is well established and will stand your investigation. Address Box 738, The Black Diamond.

FOR SALE—Coal yard, including equipment coke buildings, lease of ground; centrally located; splendid opportunity for someone who wishes to go into this business. For further information address Syndicate Dry Goods Company, Indianapolis, Ind.

WANTED—A practical coal operator with some capital to join with me in a splendid coal stripping proposition in the No. 8 coal fields in eastern Ohio. I own the coal land, good tipples, mine cars, railroad sidings, houses, etc., but need some capital to do the rest, but not a large amount. Address J., Room 633, Fulton building, Pittsburgh, Pa.

RAILS

FOR SALE—One carload each of new forty and sixteen-pound steel rail. Address Quincy Coal Company, Quincy, W. Va.

MISCELLANEOUS

FOR SALE—Addressograph. We have card index addressograph, good as new; metal drawers holding 3,600 addresses. Will sell at half original cost. The Maynard Coal Company, Columbus, Ohio.

THE Classified advertisements in The Black Diamond, costing 4c per word, are probably as eagerly scanned as any other part of the paper. Advertisers desiring to get in touch with the coal industry will find through the use of these small announcements that they readily accomplish their purpose.

Professional Directory

POMEROY & MARTIN
ATTORNEYS AND COUNSELORS
FISHER BUILDING
CHICAGO

HANS OLSON, Pres. JNO. A. FISHER, Sec'y
PUNXSUTAWNEY DRILLING & CONTRACTING COMPANY
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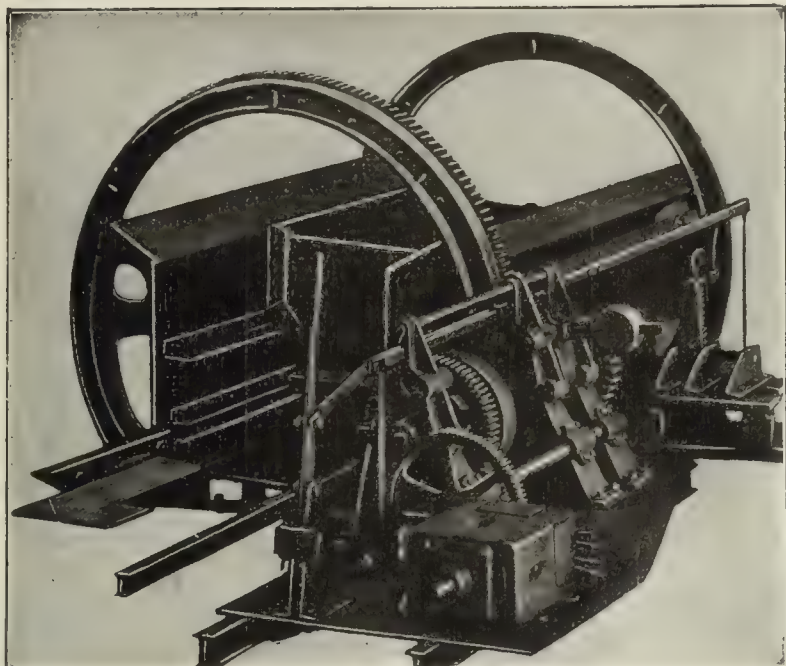
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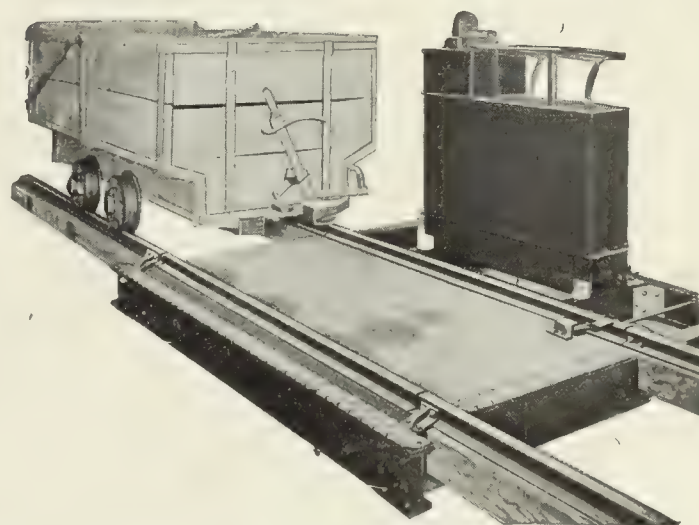
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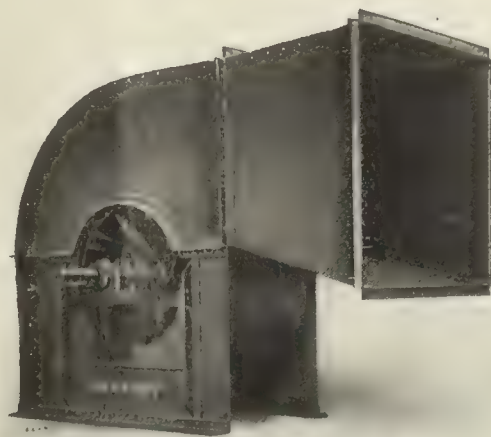
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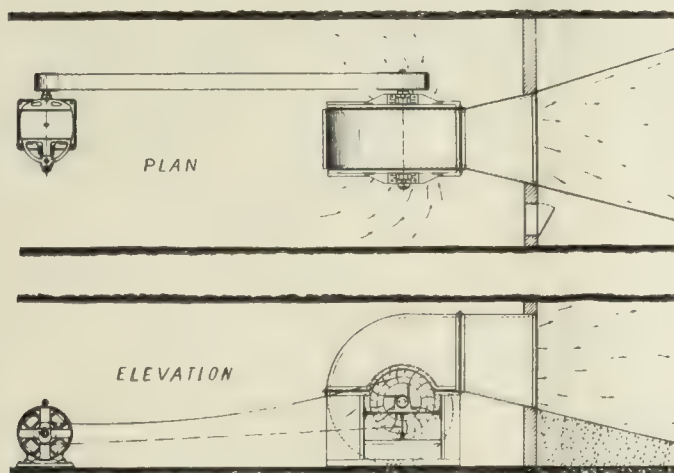
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"Booster"

A Dividend Paying Investment For Nearly Every Coal Mine

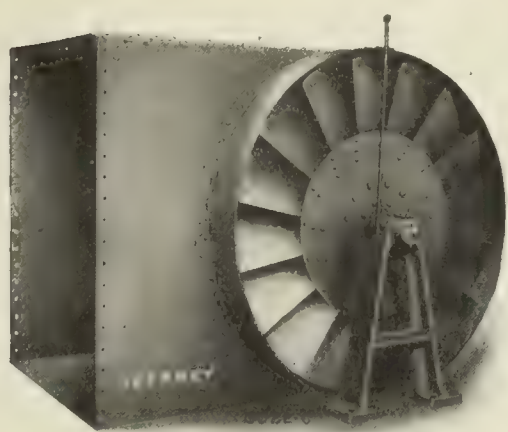
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fitted with steel casing for special connection. These fans are furnished with steel construction to meet any requirements.

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Eight Foot Propeller Mine Fan.

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Write for our new Bulletin No. 110-8 on the subject of Mine Ventilation

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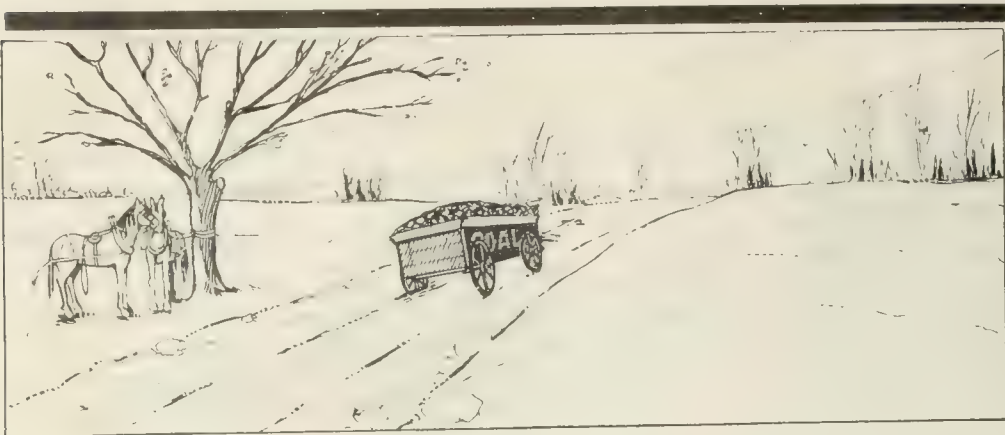
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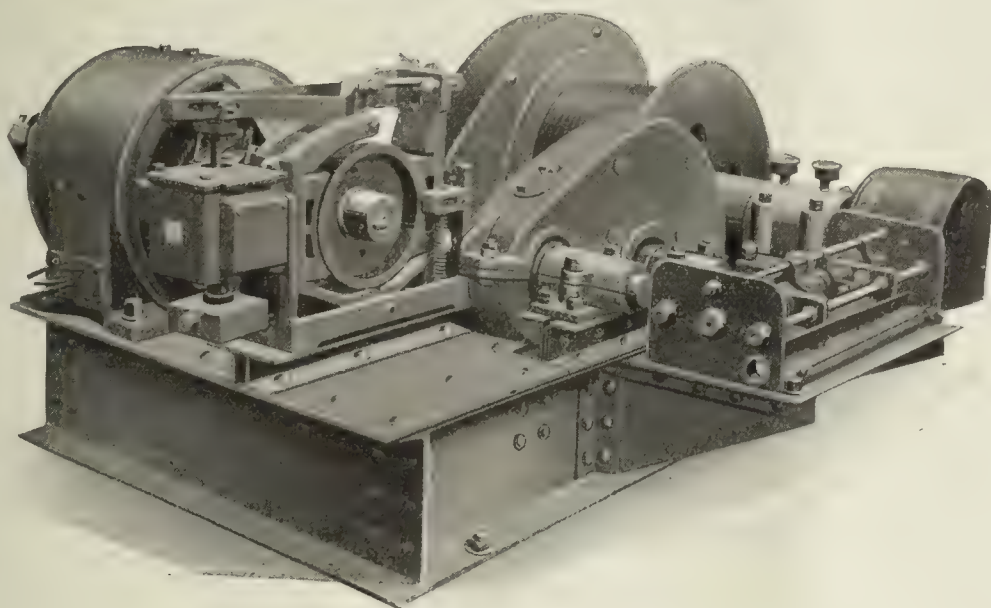


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Clipping from
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Black Diamond
of March 21,
1914

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OLSEN Self Dumping Cages



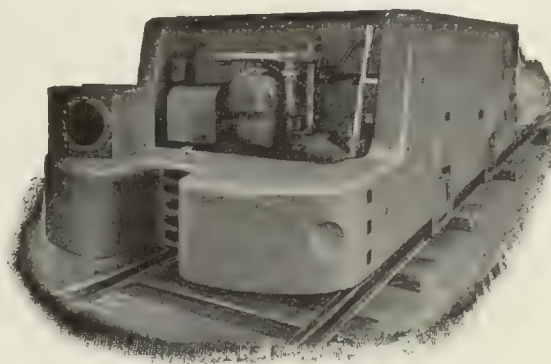
Shipment of Three Olsen Cages to the Chicago, Wilmington & Vermillion Coal Co., Orient, Ill.

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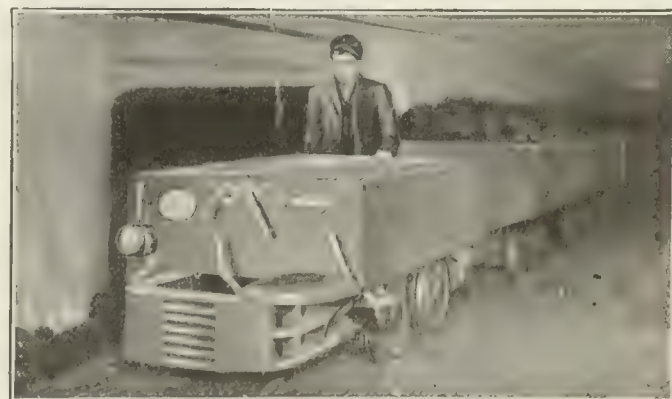
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Rochelle, Illinois



IF THE COST OF HANDLING YOUR COAL IS EXCESSIVE—THE FOLLOWING WILL INTEREST YOU.

"We have run two cars of coal through the pocket and we find that it costs less than 2c per ton for labor to unload, and we load our wagons at the rate of one ton per minute. We are well pleased with the plant. —and—were up to see plant work and were enthused with it."

The above is one of many unsolicited testimonials.
Name of owner of this plant on request.

GIFFORD WOOD EQUIPMENT

accomplishes the same results wherever installed

Coal Elevators—Conveyors—Wagon Loaders

We also Design and Manufacture Buckets, Screens, Chutes, Bagging Hoppers, etc. Everything for Yard and Pocket Economy and Efficiency. Our engineers will gladly render you any assistance you may desire. Catalogs.

Gifford Wood Co.

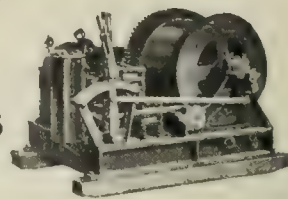
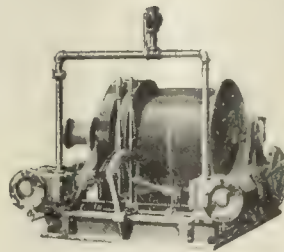
Main Office and Works
HUDSON, N. Y.

30 Church Street, New York
51 North Market Street, Boston
565 West Washington Street, Chicago

STEAM and ELECTRIC HOISTS

for

Mines, Yards
and Docks



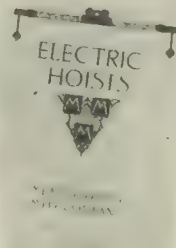
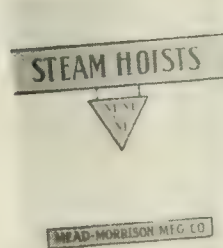
- 1st. Get our Catalogs.
- 2nd. Put our name on your list for bids.
- 3rd. Compare competing machines point for point.

YOUR KNOWLEDGE

of Machinery will bring out the Points of Superiority in our line and will compel you to purchase your next machine of the

PIONEERS IN COAL HANDLING MACHINERY

MEAD-MORRISON MANUFACTURING COMPANY



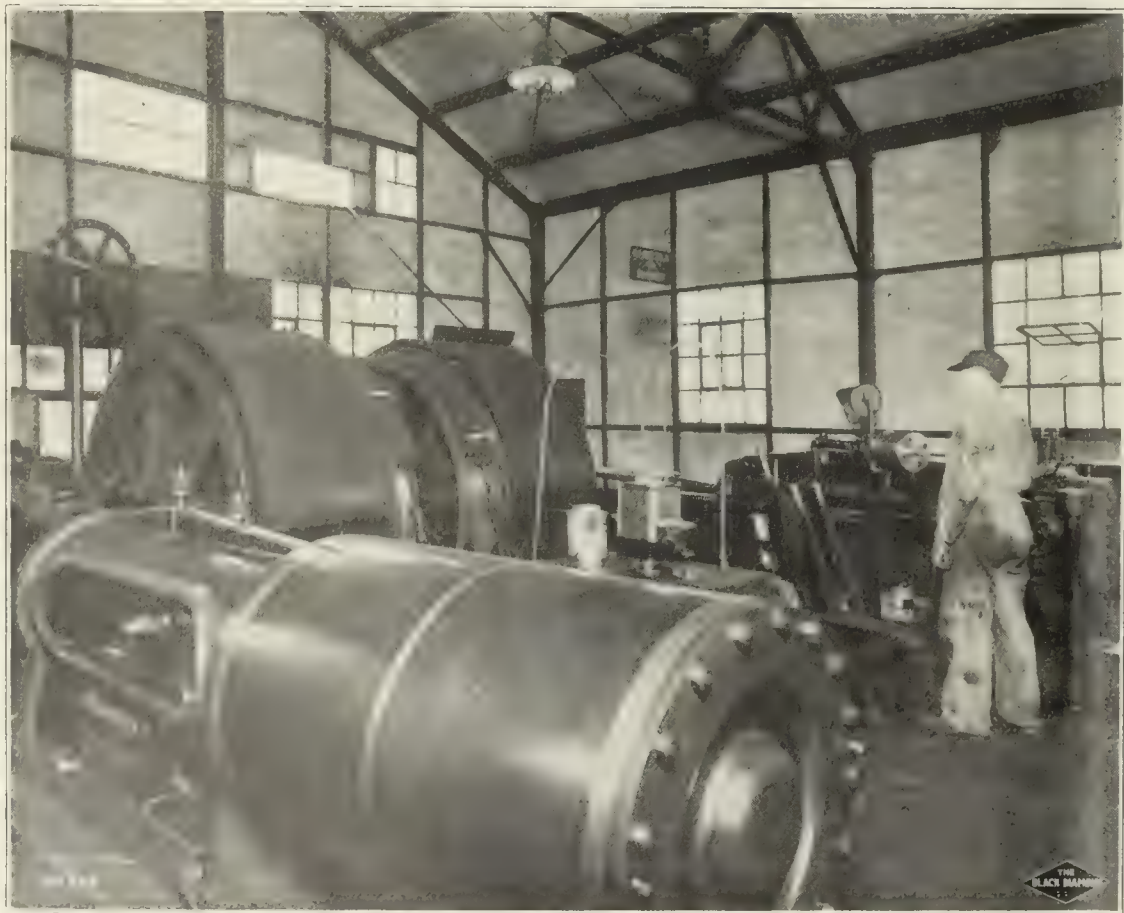
Mead-Morrison Mfg. Co.,
128 Prescott St., Boston, Mass.

PLEASE SEND YOUR
CATALOGS

Name

Address

THE "LITCHFIELD"



A Pair of "Litchfield" 26x42 Hoisting Engines at the Old Ben Mining Company's Mine at West Frankfort, Ill.

This illustration shows a pair of our 26x42 HOISTING ENGINES with 8-ft. diameter drums, annealed cast steel drum spiders, steel cranks and steel cross heads. All parts have a very high factor of safety.

These engines are equipped with STEAM BRAKE, STEAM REVERSE and our SELF-CLOSING LEVER THROTTLE VALVE.

We have just installed a similar engine (somewhat larger, 28x42) for the Bell & Zoller Mining Company at the famous ZEIGLER MINE, where 8 tons of coal are being hoisted per trip.

We will be glad to have COAL MEN who are interested in this class of machinery, visit these mines and see the performance of our engines in actual service.

Ask the ENGINEER what he thinks of our SELF-CLOSING LEVER THROTTLE and ask us about our HEAVY DUTY SHEAVE WHEEL WITH RENEWABLE STEEL LINING.

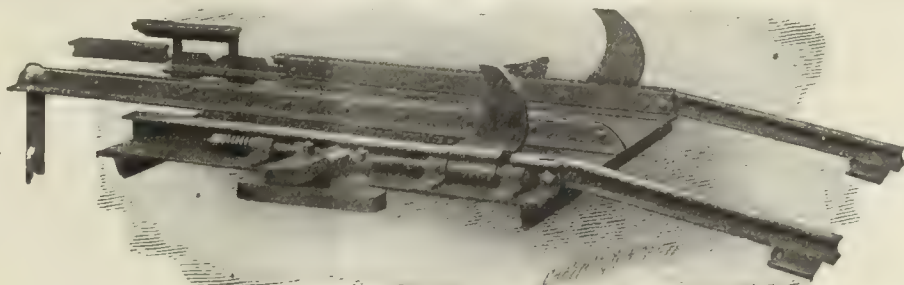
LITCHFIELD FOUNDRY & MACHINE CO
Litchfield, Illinois

PHILLIPS MINE AND MILL SUPPLY CO.

PITTSBURGH, PA.

Manufacturers of Mine and Coke Works Equipment

There are sufficient Phillips Dumps already installed throughout the United States, Canada, Mexico and South America to handle the entire coal output of the world. Capacity practically unlimited.



PHILLIPS AUTOMATIC CROSS OVER CAR DUMP

The Simplest and Strongest Dump on the Market. Can be operated by common labor. Guaranteed to work satisfactorily. Buffer Springs on horns protect dump and rolling stock.

\$2.00

No. 7294C

Retsof, N. Y. 191...
RETSEF MINING CO.
Pay RETSEF STORE CO.
Two Dollars
and charge same against my
labor account.



(The Book)

(The Note)

Put your store on a safe, simple cash basis,
and avoid errors, disputes and save time

ALLISON COUPON BOOKS

will put your mine store on a safe and simple cash basis, prevent loss and disputes accruing from other methods. Used by hundreds of mine store companies. Let us send you further particulars, prices and some sample coupon books.

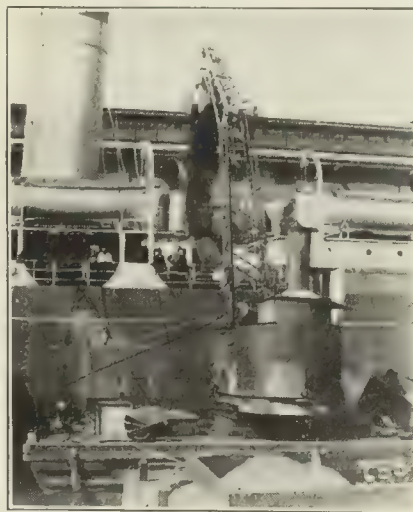
ALLISON COUPON COMPANY, : Indianapolis, Ind.

The McMyler Interstate Company

CLEVELAND, OHIO

NEW YORK
LOS ANGELES

CHICAGO
LONDON



Many Cranes for fueling vessels have been installed by us. We design and build all types of coal handling and coal storage plants.

Our guarantees have always been surpassed in actual operation.

COAL CREDITS The Coal Dealer's Blue Book

Established 1886

Issued semi-annually; supplemented monthly. Contains a complete list of Coal Operators, Coal Dealers and Car Lot Consumers in the United States and Canada, with capital and pay-ratings. Most complete system in use for the co-operative reporting of business experience in this line.

COLLECTION LETTERS for the Shipper or Retailer, sent from own office, calling for remittance direct, will keep slow accounts cleaned up at a minimum expense.

Details on Application

THE J. B. SANBORN COMPANY — Coal Trade Mercantile Agency
440 So. Dearborn Street, CHICAGO 206 Broadway, NEW YORK

Are Your Freight Rates Satisfactory?

¶ Did it ever occur to you that your competitors in many instances have lower rates than you, due entirely to the aggressiveness of expert traffic men? Are you discriminated against? Are your rates unreasonable?

¶ We have men in our employ who thoroughly understand these vexatious traffic problems and are prepared to assist you in every possible manner, such as securing reductions, collecting overcharges, etc.

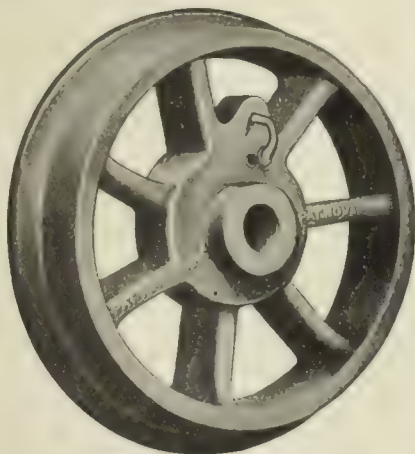
Write us of your Traffic Troubles and we will Advise You Without Charge

GENERAL TRAFFIC ASSOCIATION, Inc.

715 14th Street, N. W.

Washington, D. C.

Oil and Power Saving Mine Car Wheels



The "Eureka" Wheel

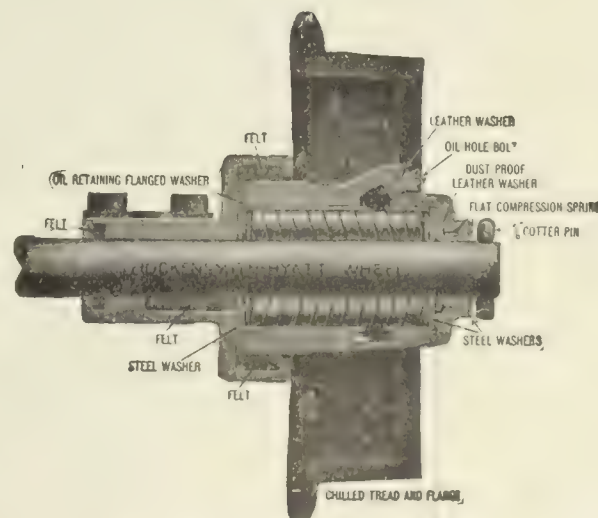
¶ The "EUREKA" is an improved self-oiling wheel with a dust and water-proof valve. Large oil chamber. Exposed linch-pin. No Bolt Caps or Gaskets. Runs two to three weeks with one oiling.

¶ Over 600,000 now in use and we are making 500 per day.

¶ The HOCKENSMITH-HYATT wheel is equipped with Hyatt flexible Chrome Steel Rollers. Exposed linch-pin. Saves 50% in power. Runs three to six months with one oiling.

¶ All made Deep Chilled, of a special charcoal iron mixture and thoroughly ANNEALED after casting.

¶ Either type of wheel on our ANGLE BAR TRUCK (strong where others are weak) will effect economies in OIL, POWER and REPAIRS.



The Hockensmith-Hyatt Roller Bearing Wheel

WRITE US FOR OUR OFFER OF SAMPLE SETS

HOCKENSMITH WHEEL AND MINE CAR CO.

(Pittsburgh District)

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PENN STATION, PENNA.

Are You Still Delivering Coal by Team

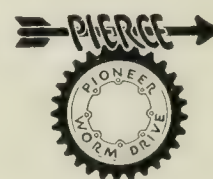


You are losing money if you are—just as sure as shooting. You are not delivering a single load of coal by team that could not be delivered cheaper, quicker and better by Pierce-Arrow

Motor Truck. This is a sweeping statement, but we have the facts and figures to prove it. Some of them are contained in our booklet, "What Pierce-Arrow Motor Trucks are Doing in the Coal Trade." It tells about the experience of many of the most successful coal dealers in the country with Pierce-Arrow Trucks.

If you wish us to make an investigation of your particular proposition we will submit a definite dollars-and-cents estimate of just how much Pierce-Arrow Motor Trucks can save you on your delivery costs.

THE PIERCE-ARROW
MOTOR CAR COMPANY
BUFFALO NEW YORK



The Worm-Gear

All Pierce-Arrow Trucks are equipped with the worm-gear drive, which is a positive guarantee of effective service under the most difficult conditions.



MARCUS



PATENT PICKING TABLE SCREEN.

The "Marcus" is a horizontal screen that has a greater capacity per foot of screening surface than the well known inclined shaker screen.

The "Marcus" is a picking table on which hand picking is more effective than on the old style apron conveyor, because the coal is spread in a thin layer.

The "Marcus" therefore combines in one machine a superior screen and a superior picking table. In each capacity it is the very best device we have found for the purpose.

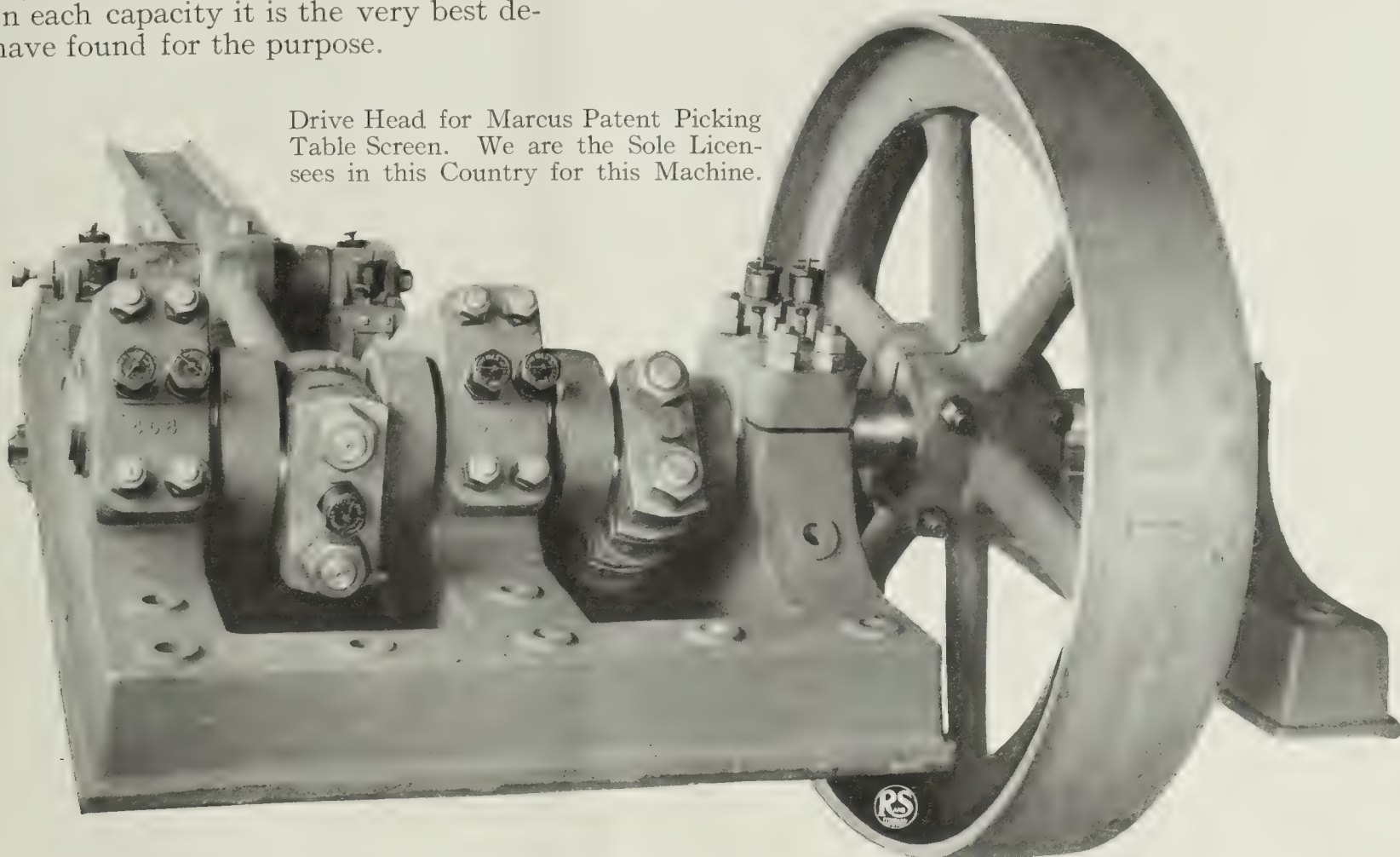


The "Marcus" in the preparation of coal, has superseded the inclined shaker screen just as the shaker screen superseded the bar screen.

The cost of a "Marcus" installation, including the tipple structure, is less than the cost of the old style shaking screen and picking conveyors with tipple structure.

"There is Satisfaction in Using the Best"

Drive Head for Marcus Patent Picking Table Screen. We are the Sole Licensees in this Country for this Machine.

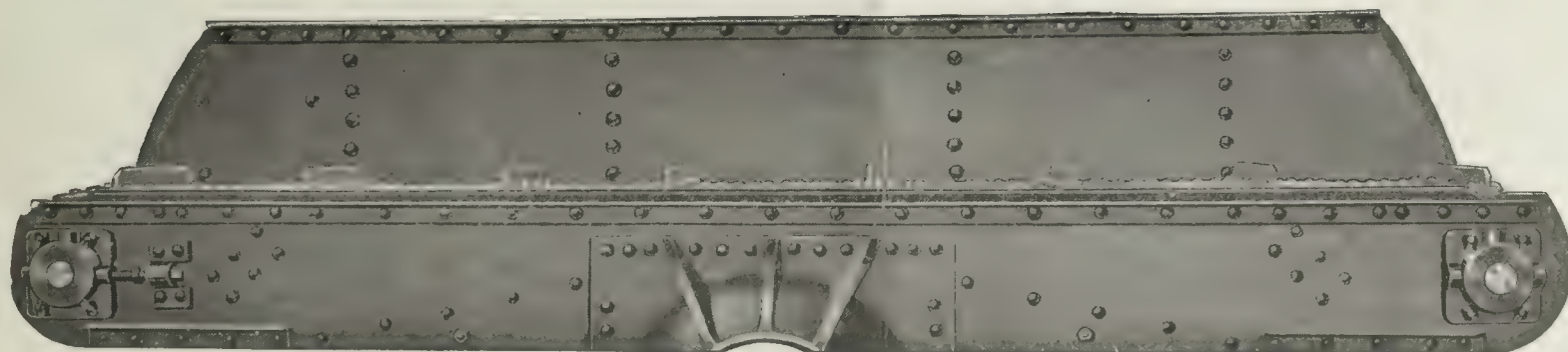


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ENGINEERS AND CONTRACTORS
CHICAGO, U. S. A.

"Fulfill the Contract"

"Satisfy the Client"



On our Superior Box Car Loader, coal is carried full length of this long reversible conveyor. It gives a perfectly loaded product without sacrificing strength, durability or capacity for which all CHRISTY Loaders are renowned.

With only one man to operate any sized coal can be loaded in capacities up to twenty tons per minute. Direct drive for power transmission. Steam or electrically operated. Powerful car puller.

CHRISTY BOX CAR LOADER CO.
DES MOINES, IOWA

Engineers

The J. W. Frazier Company ENGINEERS

Specialists in Coal, Coke and Ore Handling Plants of Every Type, Including Foundations, Docks, Power Plants and Terminals

Ten Reasons Why You Should Retain Us as Engineers when Planning Such Improvements

- 1—We prepare preliminary plans and estimates and furnish unbiased opinion regarding the most efficient method of solving your problems.
- 2—We prepare complete design drawings and specifications upon which competitive bids may be canvassed. By this method you are enabled to obtain quotations, based on ONE specification, and which, therefore, are really comparable.
- 3—We carefully check and approve all drawings before fabrication of material is started.
- 4—We design and superintend the entire installation, including docks, foundations, power plants, etc.
- 5—We provide mill inspection of all material entering into the construction of your apparatus.
- 6—We place a competent inspector in the shop who looks after your interests during fabrication.
- 7—We place a competent field engineer at site of erection, who lays out the work and guards your interests in every way.
- 8—We conduct tests of all apparatus to insure that same is in accordance with plans and specifications.
- 9—We have had years of experience in engineering pertaining particularly to the mechanical handling of material.
- 10—We have a large number of successful achievements; also many satisfied clients to whom we will gladly refer you.

Why Not Grant Us An Interview?

**The J.W. Frazier Company
Engineers**

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